6992

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY
THE MACLEAN PUBLISHING COMPANY, LIMITED
Vol. XXVI. Publication Office: Toronto, Canada No. 1
January 3, 1914

JOHN LYSAGHT
LIMITED
Bristol and Newport, England.



A scene in our Galvanized Sheet Works at Bristol

Makers of

BLACK and GALVANIZED STEEL SHEETS

A. C. Leslie & Co., Limited, Montreal
Managers of Canadian Branch

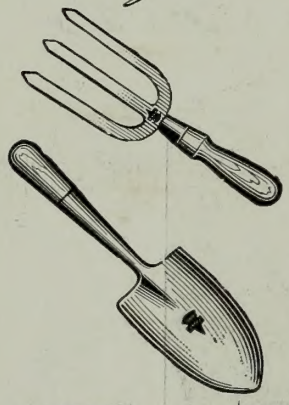
E. C. SIMMONS
KEEN KUTTER
TRADE MARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.



MAKE MONEY ON GARDEN TOOLS

This is the time to look over your stock of Garden Tools, such as spades, rakes, hoes, grass scythes, lawn mowers, lawn trimmers, hay forks, etc., and see if you are in position to meet the demand for this class of goods.

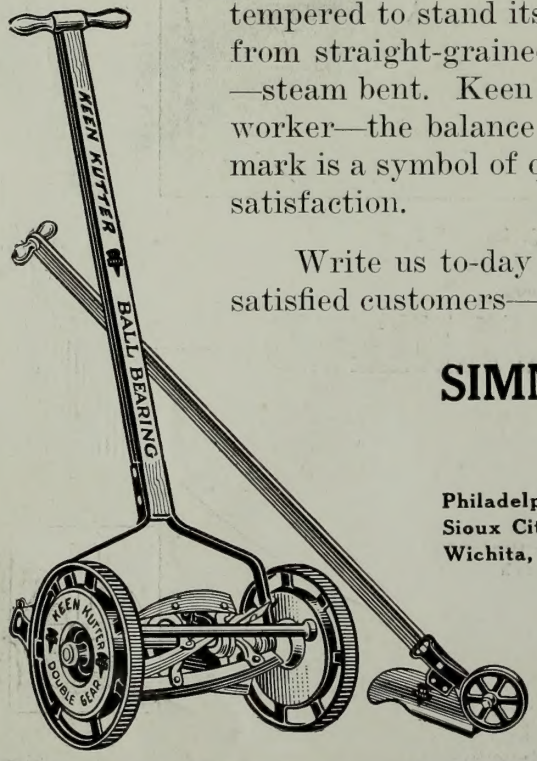
Also look back to last year's sales and find out if your profit on Garden Tools was as good as it should have been, and if the quality of the goods you sold proved satisfactory to your customers, or did you have come-backs or defective goods.



KEEN KUTTER QUALITY TOOLS

are made of the highest grade steel, and each tool is accurately tempered to stand its required work. The handles are fashioned from straight-grained lumber, and bent handles are **really** bent —steam bent. Keen Kutter tools are made to work **with** the worker—the balance is perfect. The famous Keen Kutter trade mark is a symbol of quality and is a lasting guarantee of absolute satisfaction.

Write us to-day and let us tell you how you can have **more** satisfied customers—and best of all—**satisfactory profits.**



SIMMONS HARDWARE CO.

Incorporated

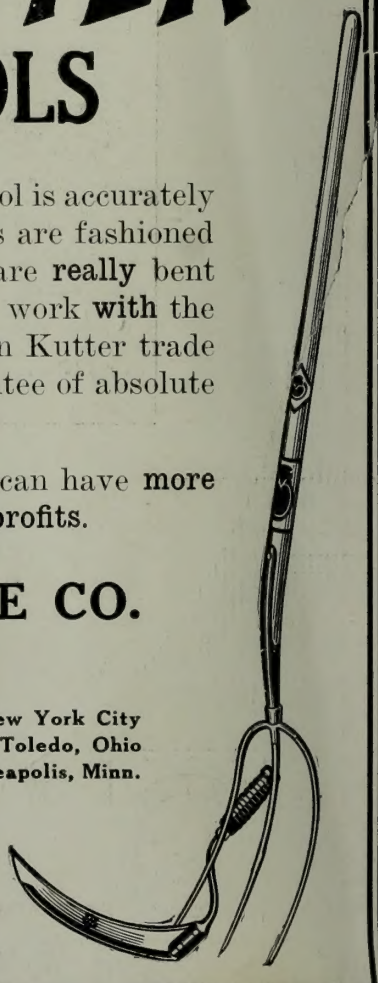
Manufacturers and Distributors

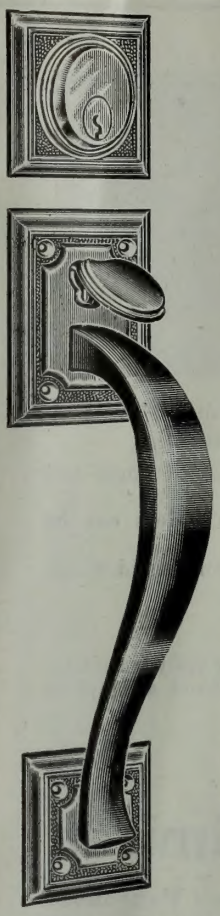
Philadelphia, Pa.
Sioux City, Ia.
Wichita, Kans.

St. Louis, Mo.
U. S. A.

New York City
Toledo, Ohio
Minneapolis, Minn.

We will help you make your display more attractive—Your advertising more effective—By furnishing you with Booklets, Store Cards, Posters, Even Complete Newspaper Advertisements.





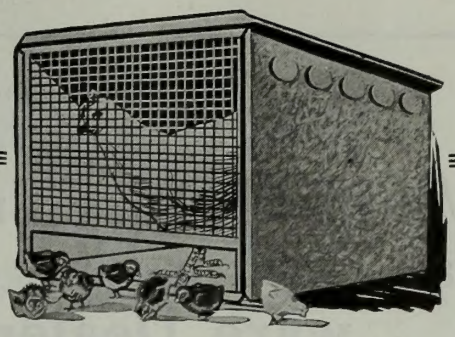
Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



Now is the time to demonstrate the

TRI-ANGLE CHICKEN COOP

and take orders for Spring Delivery

Tri-Angle coops **cut chicken loss 80 per cent.** because they are sanitary and rat and weasel-proof.

They are convenient and easy to keep clean, and the price compares favorably with any other coop on the market.

Send $2.00 to Henderson & Richardson for Full Size Coop. We positively guarantee satisfaction.

Canadian Agents:

Henderson & Richardson

MONTREAL

Manufactured by

The TRI-ANGLE MFG. CO., Freeport, Ill.



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

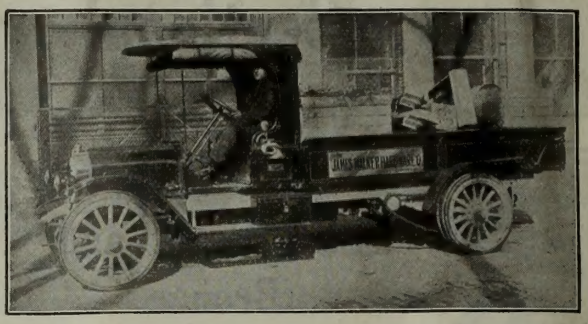
Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

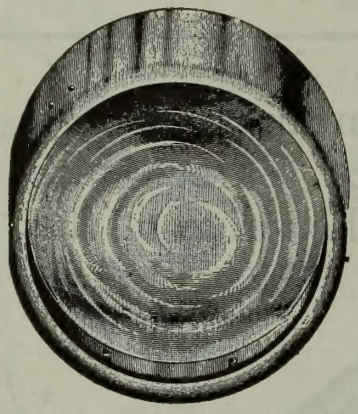
We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

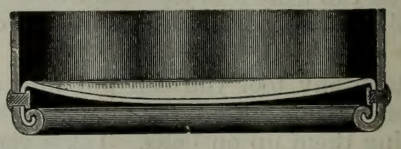
The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver



S.M.P.

MILK CAN TRIMMINGS



COMPLETE SETS.

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS.

Gallons	10	15	20	25	30	40
Case lots, sets	6	6	6	6	6	6

The roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the body of the can. It is the neatest and strongest in appearance and is supplied with concave bottoms. By examining the cut anyone can readily see that this style of construction makes it the strongest bottom ever produced. They do not cost any more than inferior bottoms. If you want to keep ahead of your competitors use S.M.P. Roll-rim Milk Can Bottoms.

PRICES ON APPLICATION.

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING
FORCE and LIFT
HAND and WINDMILL
PLAIN and RATCHET HANDLE PUMPS
PUMP STANDS, THRESHER TANK PUMPS, HOUSE PUMPS, TANK PUMPS, HAND and POWER SPRAY PUMPS, POWER PUMPS, BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT CYLINDERS



Fig. 1138



Fig. 722

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

We are also Agents for MYERS BARN DOOR HANGERS

Fig. 513

Fig. 1289

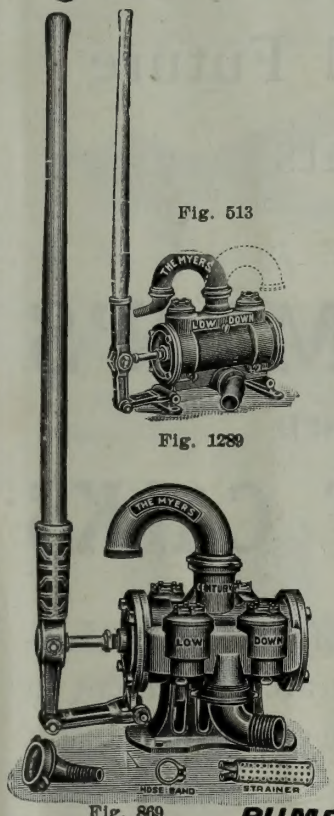


Fig. 869



Fig. 214

Fig. 792

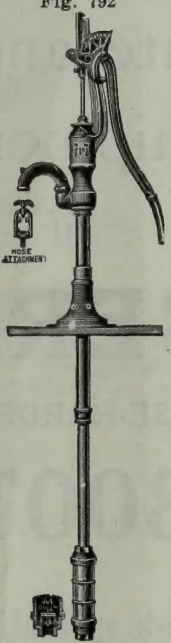


Fig. 577

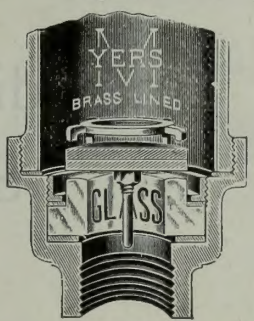


Fig. 1345



Fig. 1374

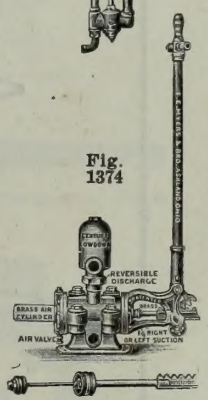


Fig. 639

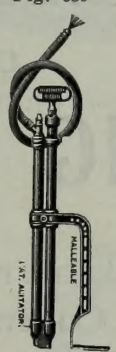
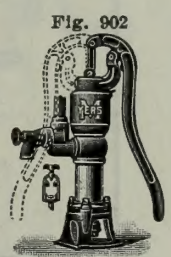




Fig. 902



Dealers who have had no experience with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It is Better to Handle the Myers than to Wish you Had

EXCLUSIVE AGENTS for PROVINCE of QUEBEC
Catalogue sent upon application.

Fig. 593

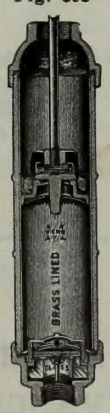


Fig. 976



LEWIS BROS., LIMITED

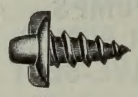
MONTREAL OTTAWA TORONTO

WING SCREW BOOT CALKS

The STEEL COMPANY of CANADA

LIMITED

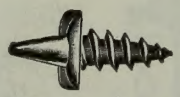
HAMILTON, ONTARIO



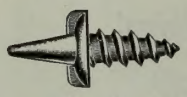
No. 00



No. 4



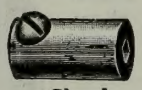
No. 5



No. 7



No. 8



Chuck

Book Your Orders Now for Immediate and Future Shipments of

LUMBERMEN'S CASE-HARDENED WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice, Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

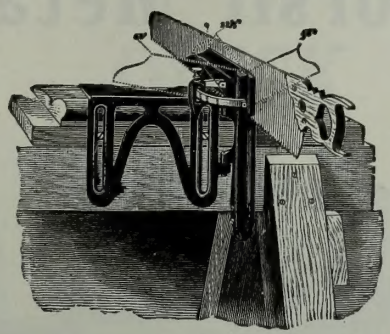
Send for Samples and Prices.

SALES OFFICES:

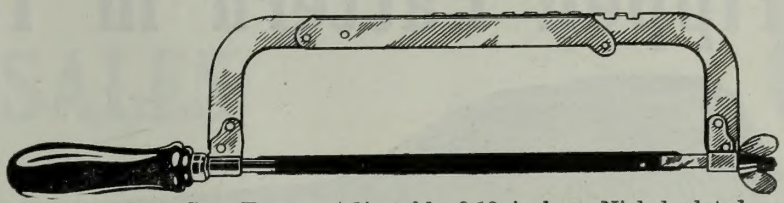
HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

AND NOW FOR 1914

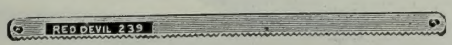
Make a resolution to stock the Red Devil line.



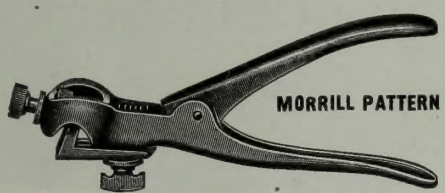
No. 159—Genuine Seavey Mitre Box. Weighs only 2 lbs. Cuts perfect joints, mitres and angles.



No. 092. Hack Saw Frame. Adjustable 8-12 inches. Nickel plated. Good value.



Flexible and all hard Hack Saw Blades, hand and power, all sizes.



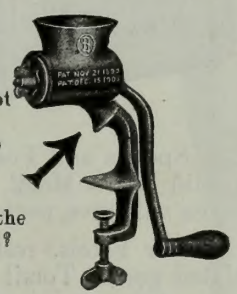
No. 482—Saw Set. A good tool.



Glazier's Diamond. We also have the most complete line of Glass Cutters on the market.



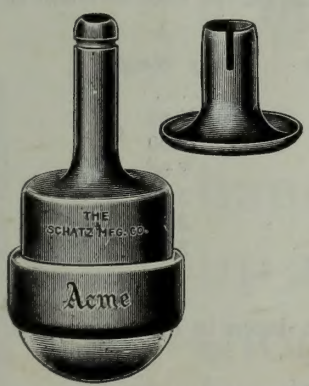
No. 100. Acme Can Opener. The best yet. Exclusive features.



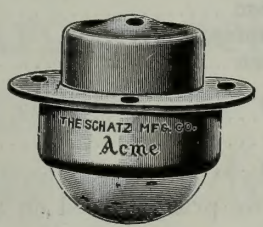
Juices' cannot drop on to floor.

See the point?

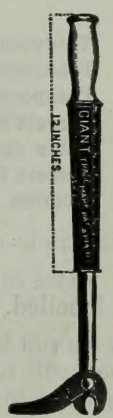
U. S. Food Chopper. A good seller.



No. 658. Acme Caster, pin pattern.



No. 656. Acme Caster, plate pattern.



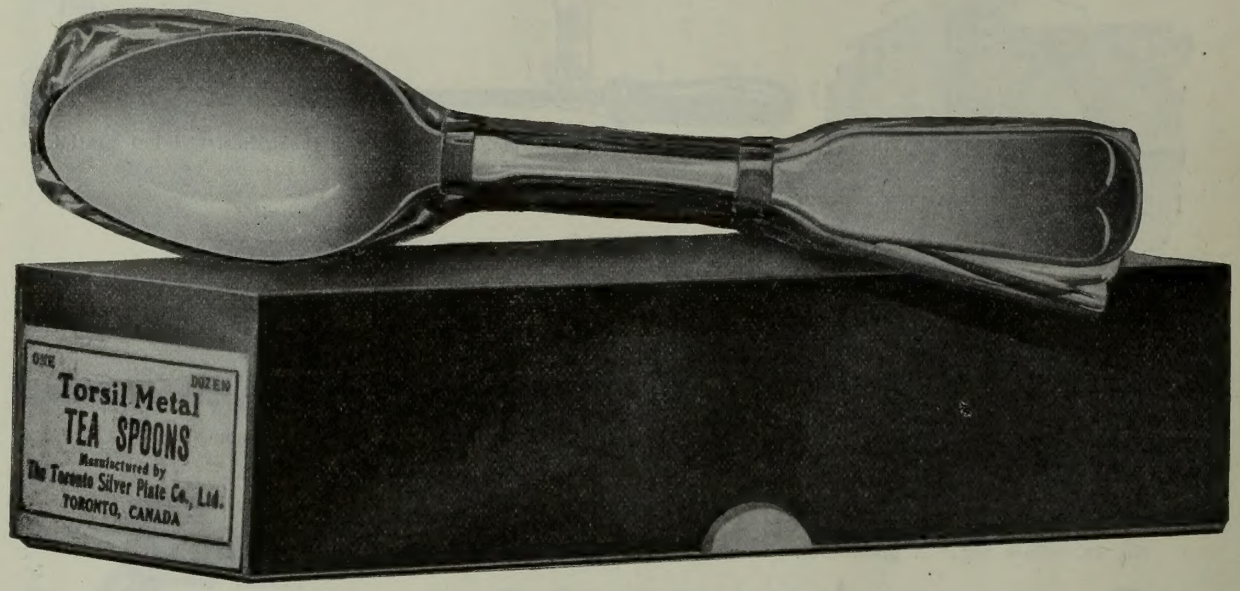
The original genuine Giant—The first made and still the best.

Smith & Hemenway Company

150-152 Chambers Street, New York.

THE TORONTO SILVER PLATE CO. LIMITED

Tipped Pattern in Torsil Metal



Spoons and Forks made of Torsil Metal are guaranteed solid metal throughout. Torsil Metal is a solid White Metal, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction.

For hotels, restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no Plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them; the more they are cleaned the whiter and more beautiful they become.

	Light Weight	Heavy Weight
Teaspoons, small, per dozen	$ .78	....
Teaspoons, medium, per dozen	.96	$1.60
Teaspoons, large, per dozen	1.16	2.00
Dessert spoons, per dozen	2.22	3.00
Table spoons, per dozen	2.70	3.50
Dessert forks, per dozen	2.22	3.00
Medium forks, per dozen	2.70	3.50

Special trade discount off above prices quoted on application.

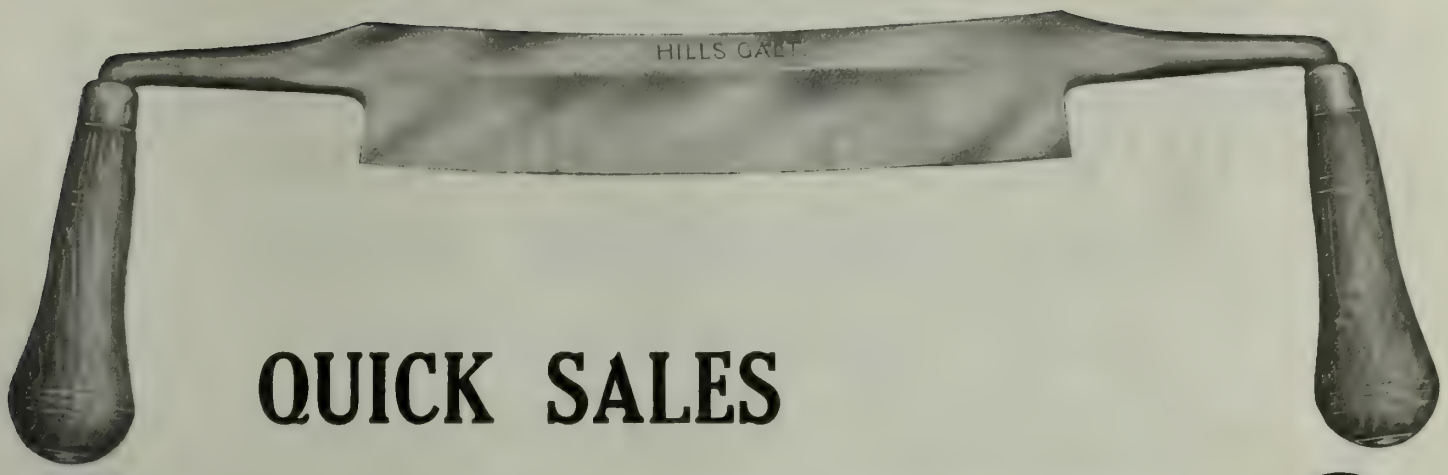
Torsil Metal Spoons and Forks are tied up in sets of six, packed one dozen in an olive green box and nicely labelled.

If you cannot buy this line from your jobber write us direct for our prices and a sample spoon; the sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may be now handling.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

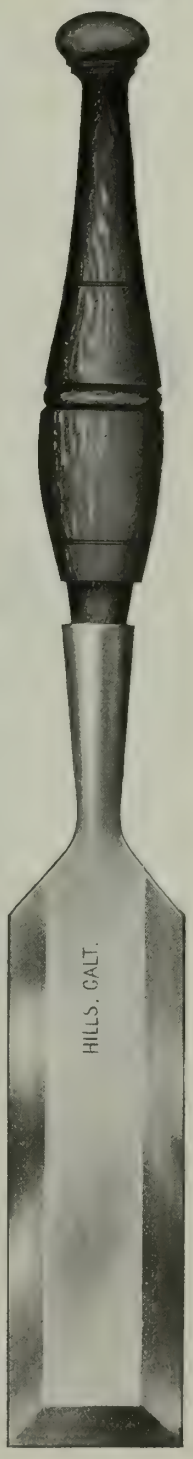
Factory and Salesrooms	Winnipeg Show Room	Vancouver Show Room
WEST KING STREET, TORONTO	ALBERT STREET	GRANVILLE STREET



QUICK SALES

GOOD PROFITS





The goods are made from the Highest Quality Swedish Steel made by the Electric Process.

The appearance is excellent.

We have large stocks on hand. In order to work up a good tool trade you should carry this line.

Allan Hills Edge Tool Co.,

Limited

GALT, ONTARIO



HOW ABOUT SIDEWALK SCRAPERS

Our Sidewalk Scraper is made with a heavy socket so as to provide enough weight to force the scraper through the hardest ice. The handle is long and straight, made of best quality hardwood and gives lots of grip to the hand. Shipments can be made upon receipt of order. Shipping weight 45 lbs. per dozen.

Canada Steel Goods Co., Limited

Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges



When You Order Cordage—

IF you want to get the material you specify?

IF you want a brand that holds the confidence of your trade?

IF you want cordage that will satisfy you and your customer, then order

LION

Consumers' TRADE  MARK **Cordage**

BRAND

ROPE IN EVERY FORM

Consumers Cordage Co., Limited

FACTORIES: Montreal, Que., and Dartmouth, N. S.

BRANCHES: Toronto, Ont., and St. John N. B.

F. N. Andrews & Sons, Quebec McGowan & Co., Vancouver. Tees & Persse, Limited, Winnipeg. Moose Jaw Saskatoon, Regina, Calgary, Emonton

Starrett

Your Pride—and Ours

A Little New Year's Talk.

Just at the new year it will do us all good to sit down and think—think of what we did last year and what we will do this year.

Take your own case. Are you proud of the way you handled your business problems?—did you get the salary increase you wanted?—did you successfully carry increased responsibility?

Now, either you *are* proud of what you accomplished and can look forward to a new year feeling competent to meet it, or else you feel that you have *not* accomplished your best and will use the new year as a fresh opportunity to play life's game, so that you will be proud of it.

Unless you *are* proud of what you did last year or are anxious *to be* proud of your showing for the new year, you are driftwood — you have lost your grasp on living — you are just existing.

Of our own work last year we are frank to say we are proud. We did more business, invented new tools, and perfected old ones, built additions to our plant, and we still more firmly secured the loyalty of all our workers who keep the wheels turning. This year we want to beat all records—more business, new tools, more buildings, and we want to continue our perfect relations with all our employees. We feel that only by keeping our ideals high and by hustling can we maintain our reputation as the World's Greatest Tool Makers.

Our purpose in talking ambitions or ideals with you instead of micrometers and surface gauges is this: If you are anxious to make more sales and win more loyal customers, you can do it only by selling reliable goods having wide sales possibilities. We want you to feel and to know how superior Starrett tools and hack saws are and how many sales chances there are for them. They are mechanically perfect in accuracy. They are designed for widest range of service, and they are made to last. Let all of us who take pride in our work, pull together for greater sales. Here's hoping we can help each other to be proud of 1914.

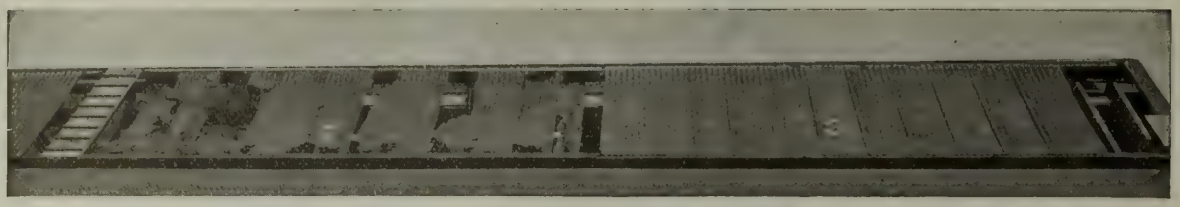
The L. S. Starrett Company

ATHOL, MASS.

NEW YORK—150 Chambers Street CHICAGO, ILL.—17 No. Jefferson Street
LONDON—36-37 Upper Thames Street, E.C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gages, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc. 42-271

The World's Greatest Tool Makers



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

HERE IS THE PROOF

That COPPER BEARING STEEL is more durable for Roofing Purposes

The above illustration shows the result of actual exposure to the weather. A series of similar tests all prove conclusively that **Copper Bearing Steel** is more durable for roofing purposes than ordinary steel or so-called "pure iron." Copper Bearing Steel can be supplied in both Black and Galvanized Sheets at but slight increase in cost over ordinary steel.

Send for our booklet giving photographic illustrations of actual tests; you will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

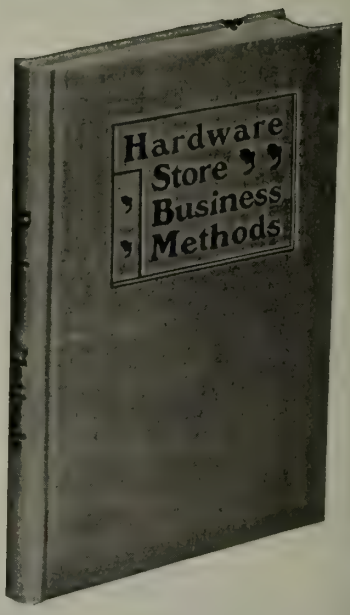
B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

HARDWARE STORE BUSINESS METHODS

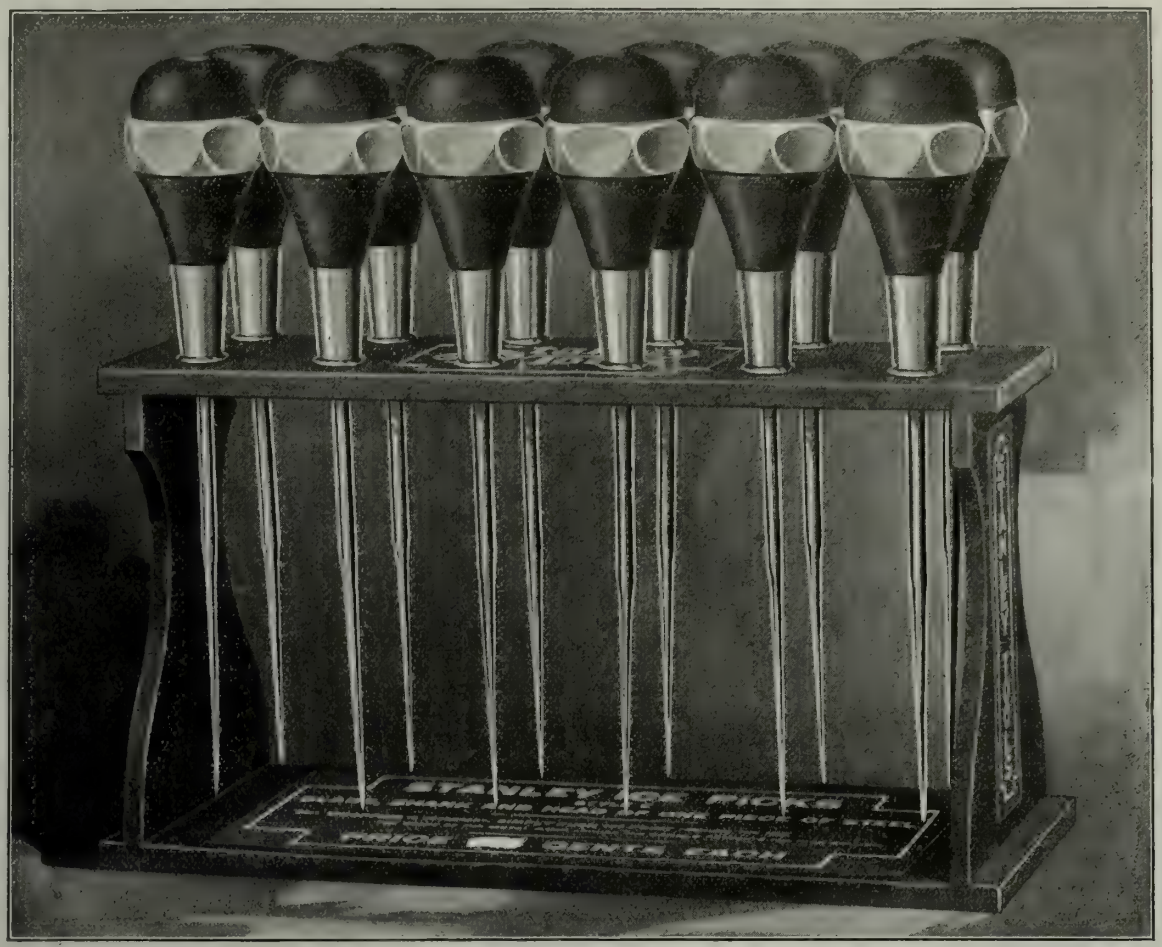
The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



THE MacLEAN PUBLISHING CO., LIMITED

BOOK DEPARTMENT

143-149 UNIVERSITY AVENUE, TORONTO



Stanley Tools

Stanley "Hurwood" Ice Picks

STYLE E

Strongest, Sharpest and Handiest Ever Manufactured

Similar in Construction to the Celebrated

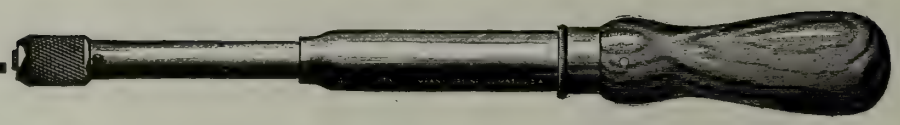
Stanley "Hurwood" Screw Drivers

They have a number of distinctive features that cannot help but attract attention. An attractive DISPLAY STAND furnished with each dozen ice picks. It will pay you to investigate this proposition.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



AUTOMATIC DRILLS

Rapid and easy running. Hard brass centre nuts for long service. All exposed metal parts nickel plated. The steel end nut has hardened steel jaws for holding GOODELL-PRATT Fluted Drill Points so that they cannot pull out.

Rock Bottom Prices

11 STYLES

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

Lundy Shovels

The Fine Finish Will Bring Customers and the Quality Will Hold Them

Made of open hearth crucible steel. Strap and Blade Point are exceptionally strong and durable.
Their superiority has been proved time and time again by comparative tests.
We make three grades so as to completely meet the demands of the trade.
If you cannot procure them from your wholesale house, write us. **We guarantee prompt shipment and satisfaction.**



will pile up more profit

The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

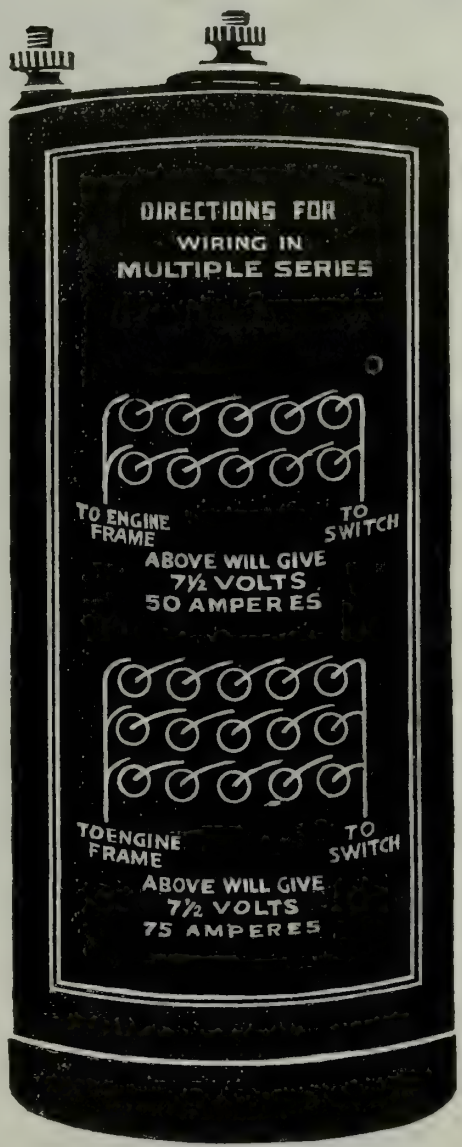
SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

Two Sides of This Battery Question



The two chief qualities required in an ignition battery, absolute reliability and long life, have been attained in the highest possible degree in the "Northern Six" Ignitor. That's why it is real economy for you to use the "Northern Six" Ignitor.

If you're selling ignitors you'll appreciate this fact too. The "Northern Six" Ignitor can be recommended without hesitation. You'll reap the benefits that come with satisfied trade.



THE Northern-Electric
AND MANUFACTURING CO. LIMITED

MONTREAL HALIFAX TORONTO WINNIPEG REGINA CALGARY EDMONTON VANCOUVER VICTORIA

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto



REMEMBER

All calks are not NEVERSLIPS.

Genuine Neverslip Calks are marked with a Red Tip.

The Neverslip Manufacturing Co.

New Brunswick, N.J., U.S.A.

Canadian Office and Factory: 559 Piux IX Ave. MONTREAL, CANADA

The Original and Only Genuine Self Cleaning, Self Sharpening and Shear Cutting Food Chopper



THIS ATTRACTIVE STEEL DISPLAY STAND FURNISHED FREE WITH YOUR FIRST ORDER FOR ONE DOZEN "UNIVERSAL" FOOD CHOPPERS.

No. 0	No. 1	No. 2	No. 3
Capacity 1½ lbs. per min. Diameter Hopper 2⅝ x 2¾. Height 8 in., weight 3 lbs.	Capacity 2 lbs. per min. Diameter Hopper 2¾ x 3½ Height 8½ in., weight 4¼ lbs.	Capacity 2½ lbs. per min. Diameter Hopper 3¼ x 3⅞ Height 9 in., weight 4¾ lbs.	Capacity 3 lbs. per min. Diameter Hopper 4 x 4⅞ Height 11 in., weight 8 lbs.

On All "Universal" Food Choppers the Tinning is Far Superior to Other Choppers—Making Them Wear Longer—Look Brighter and Sell More Readily

The "Silent Salesman" shown above, together with showcards, Newspaper Ads, Lantern Slides, etc. will make a Profitable Food Chopper Campaign this Winter.

FOR PRICES WRITE YOUR JOBBER OR DIRECT TO US

LANDERS, FRARY & CLARK, NEW BRITAIN, CONN., U.S.A.

"What is the amount of my bill, please?"

Your best customers often ask this question—your "slow-pay" customers are not interested enough.

You've provided some things for the convenience of customers purchasing—more than likely an excellent telephone service. But, have you a system that makes it easy for you to keep account of their purchases—that provides a statement of account with each purchase—that keeps you and your customers aware of the amount of their bills?

The Barr Account Register System

means a combination of these things—means that when you issue your counter check you have a complete statement of account to date—your customer has a chance to keep within the credit limits—your bookkeeping is finished.

Built in floor cabinet style, combining desk, credit register and filing cabinet, for any number of accounts, or in the smaller counter style for the smaller credit business, the Barr Account Register is a time, labor and money saver—money saver because you know when to limit the credit of your customers.

Write today for information and demonstration that await your request.

BARR REGISTERS LIMITED

TRENTON, ONTARIO

Great Britain—Head Offices—Dacre House, No. 5, Arundel Street, Strand, London, W. C.—Factory, Birmingham.

SPECIAL NOTICE

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

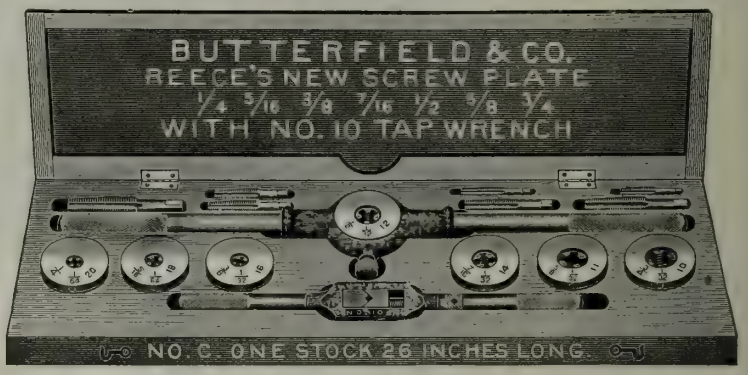


COUNTER CABINET STYLE—Closed.

"BUTTERFIELD"

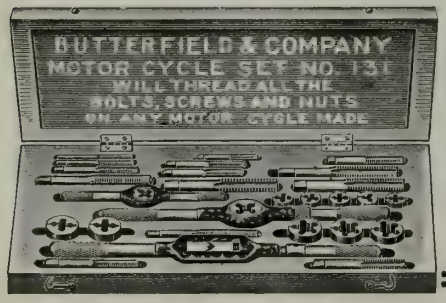
Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



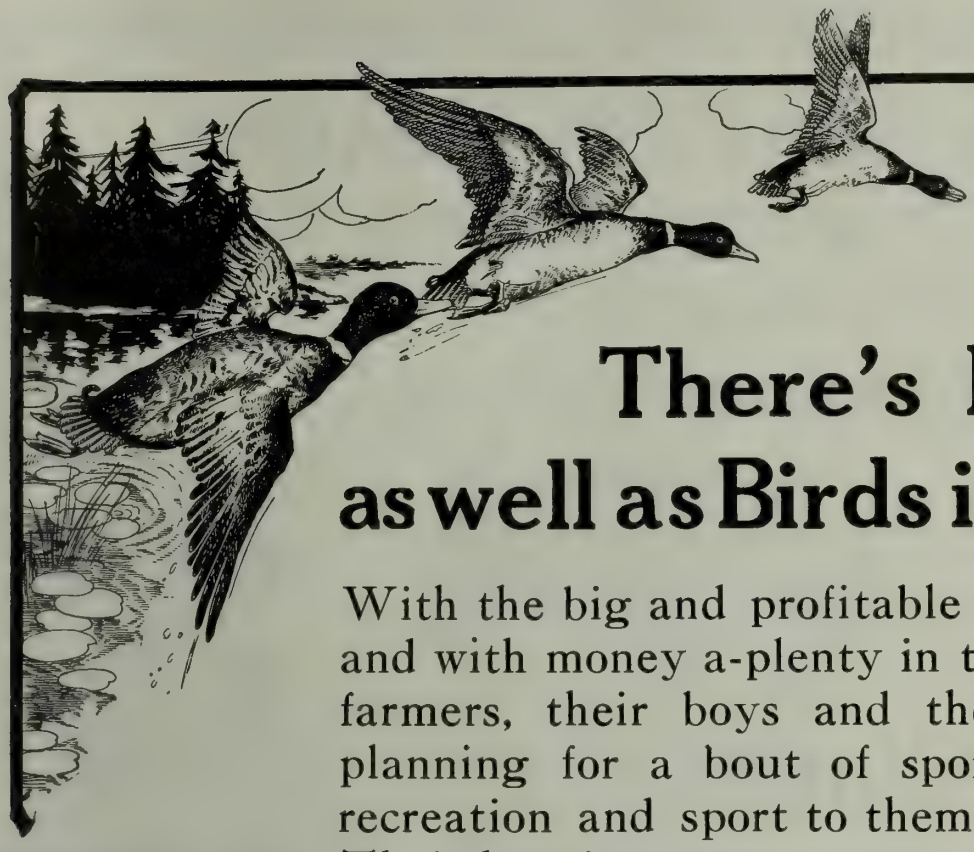
The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. DERBY LINE, VT.



There's Business as well as Birds in the Air

With the big and profitable crops harvested and with money a-plenty in their pockets, the farmers, their boys and their helpers are planning for a bout of sport. As a class, recreation and sport to them means hunting. Their hunting means new guns and supplies of cartridges and loaded shells. They want the best, so be prepared to supply them with

WINCHESTER

Rifles, Shotguns and Ammunition

the ready-selling, satisfactory line. Winchester guns and Winchester make of ammunition are favorably known and in general use the world over. The demand for them in the Dominion is bigger than ever and still growing. The advertising behind the **W** line was planned to help retailers and it is doing it. To get your share of the business it is creating, stock Winchester guns and Winchester make of ammunition, let it be known that you do, and the results, both in volume of sales and amount of profit per sale, will satisfy you.

When ordering, specify the **W** Brand.

WINCHESTER REPEATING ARMS COMPANY

New Haven, Conn., U.S.A.

THE CAPACITY OF OUR OUTPUT OF OUR

New Famous Oil Heaters

HAS BEEN STRAINED TO THE UTMOST

We fully anticipated that the demand would be exceptional and were gratified to find that customers appreciated the new features embodied in the Heater.

Take the one piece Copper Tank—it's the only Copper Tank manufactured and is fully guaranteed to resist the corrosive action of coal oil. A welcome feature for housewives.

The easy simple new method of replacing the wick has finally removed the long standing complaint of considerable inconvenience and annoyance when performing this operation.

The automatic locking device prevents the wick from slipping—an invaluable feature.

The oil indicator shows the exact amount of oil in tank.

Write our nearest Branch for a supply of booklets and folders.



McCLARY'S SHIP QUICK.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

A GOOD RESOLUTION THAT ONCE MADE IS EASILY KEPT

Sell McClary's Quality Goods

Your trade will receive such a stimulus that will increase the normal activity of your business to the level of assured success.

Commence this new era of increased sales with a

PANDORA RANGE



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

The Linings of the Firebox are constructed of McClary's Famous semi-steel; there is no other material to equal its fire resisting qualities.

The Grates are of the heavy triple triangular type; the teeth are short, sharp and strong and crush the clinkers with ease.

The flue construction enables the heat to go twice round the oven thus utilizing all the heat from the fuel.

The thoroughly ventilated **oven** has a continual current of fresh air moving through it.

Secure more particulars from our nearest Branch—booklet and full details sent immediately on request.

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

"McClary's on goods is a quality name."

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

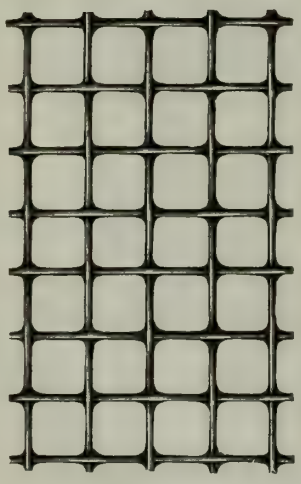
Associated with A. B. ORMSBY, Limited

MONTREAL, Que. **TORONTO, Ont.** **PRESTON, Ont.** **WINNIPEG, Man.** **SASKATOON, Sask.**

Offices in all large cities

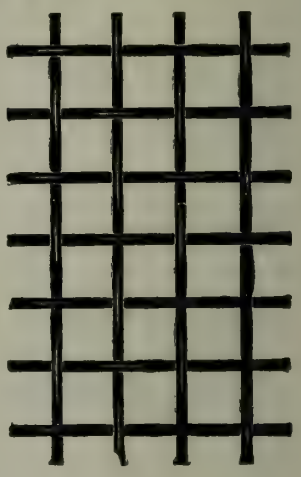
Head Office: PRESTON, ONTARIO

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every Description of
Wire Cloth and Wire Work



WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. **Montreal, Que.**

Get More Business



Reminding a man of something he needs at the right moment has produced many sales. You cannot always guess the right thing to suggest, but attractive "hangers" placed in conspicuous places about your store act like memorandum pages from your customer's note book.

A tool he has in mind, shown in an attractive manner in its natural colors and backed by the name of a well-known maker will frequently cause an inquiry that enables you to close an additional sale.

This set of five new, brilliantly colored signs will be sent free of charge to any dealer who will write for them. They can be used as hangers around the store, or in the dressing of your windows. In either case they catch the customer's eye and increase your sales.

Send a letter to-day—you should have these business boosters.

Henry Disston & Sons

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A.

Established 1840

TRADE MARK

Reg. U.S. Pat. Off.

"W & B" Reamers are Backed by the "W & B" Reputation



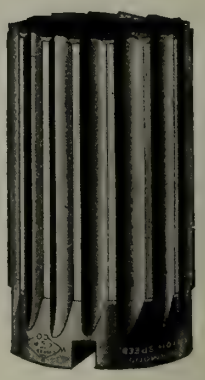
The quality standard back of "W & B" Machinists' tools dates back 60 years.

The tools themselves have been the best advertisements and salesmen for "W & B" Products.

Satisfactory service is the best reason for 60 years of continuous growth.

If there is any indication that you are getting less than the best reamer service, investigate "W & B" reamers.

Write for catalog No. 82-G



Tools of Quality Bear These Marks

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Office and Factory: St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**

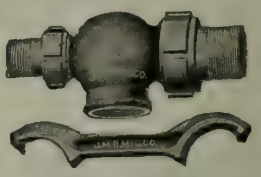
Everything in

Steam Goods

Highest Quality Guaranteed



J.M.T. Globe Valve renewable disc.



"Gem" Ejector.

The never failing service and efficiency of our lines means that you will give your trade perfect satisfaction.

May we have the opportunity of giving you full particulars and prices on any line or lines?



J. M .T.
SWING CHECK VALVES
Adjustable lift.



J. M. T. INJECTOR.
(Improved)

The James Morrison Brass Mfg. Company, Ltd.

93-97 Adelaide St. West TORONTO

THE CLARK AUTO HEATER



EVERY COLD DAY IS A PROFIT DAY

FOR DEALERS WHO SELL THE

Clark Indestructible Steel Heaters

for Automobile, Wagon, Sleigh or Carriage.

There is a great and growing demand for this, the advertised line of heaters.

Order an assortment from your jobber now and get this business in your community.

It will pay you and every heater you sell makes a permanent winter market for you on the Clark Carbon fuel.

Write for our 1914 catalogue. It's a beauty.

Clark Carbon

Ignites Easiest
Heats Strongest
Lasts Longest

of all Heater Fuels.

It's the kind that always comes awfully good.

There is no come back
It always makes good

Chicago Flexible Shaft Co.

250 Ontario St., Chicago

WE TAKE THIS OPPORTUNITY TO EXTEND A HEARTY NEW YEAR'S GREETING TO THE TRADE, HOPING THAT THEIR MEASURE OF PROSPERITY AND HAPPINESS FOR 1914 WILL EXCEED ANY THEY HAVE BEFORE ENJOYED, AND TO THANK THEM FOR THEIR PAST PATRONAGE.

Thanks to the loyal co-operation of our customers, we can say we have just closed one of the largest year's business in our history in spite of the many disturbing public questions and the vast number of cleaning devices of all kinds that are now offered on the market.

This all goes to prove what we have steadfastly maintained—that no cleaning device can take the place of the Bissell sweeper for the simple reason that the sweeper embodies more genuine convenience and cleaning efficiency, at a small cost to the consumer, than any other cleaning device ever made.

The Bissell is the ever-needed, ever-ready sweeping device that combines durability with efficiency and is sold at fixed retail prices that yield you a good profit.

We are advertising in about 65 of the best publications in United States and Canada, having an aggregate circulation of over twenty-eight million, and we want to emphasize that our publicity campaign is persistent and continuous, not spasmodic spurts that are more calculated for "dealer effect" than for the sincere purpose of creating a steady and enduring demand for the product.

BISSELL CARPET SWEEPER CO.

Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

BRANCHES—New York City (Salesrooms and Export Department) 25 Warren St.
Niagara Falls, Ont. (Factory), Paris, France. London, England, (Agency)

Put Your Accounting Troubles Up To Us

You can learn, without cost or obligation on your part, just where and how your profits may be increased and what leaks and losses are draining your business of net earnings. Unless we find you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

in your business, we shall not ask you to buy. If you do need the McCaskey System, we'll tell you so and show where and why. There are a few businesses that cannot use The McCaskey System with profit. If yours is one of these, we shall be very frank and tell you so.

Make use of this opportunity to learn something more about handling accounts. We have collected information from thousands of sources that you will find extremely profitable to you. Put your accounting troubles up to us. Let us show you in figures based on your own business how you can add to your profits.

If we recommend the use of The McCaskey System to you it will be for one or all of the following purposes:

Saving time in handling accounts.
Keeping every account posted up to the minute.
Making it impossible to forget to charge.
Preventing misunderstandings with customers over their accounts.
Preventing errors in accounts.
Improving your collections.
Protecting you against loss of insurance in case of fire.
Placing an automatic credit limit on each customer.

Remember, unless we are convinced that you really need The McCaskey System we shall not urge you to buy. We'll put the proposition up to you.

The advice we give is free.

Write to-day—and for your convenience use the coupon.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World.



First and still the best

THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

Name .....

City ..... State .....

Business ..... H.& M.

Why 400,000 cars are equipped with the J-M (MEZGER) SOOT-PROOF SPARK PLUG



When 400,000 car owners choose this plug in preference to all others, **there must be a reason!** And here it is, in a nutshell.

This is the **only plug that can't short-circuit**—because it is the only plug that is **absolutely soot-proof.**

It is impossible for soot to collect at the firing point, as the intense heat of the porcelain "petticoat" burns up the carbon as fast as it is formed. This is due to the fact that the "petticoat" extends to the **end of the outer shell,** where it is exposed to the heat of combustion. We control the basic patents for this form of construction.

The porcelain used in this plug is not affected by sudden changes of temperature. It is made of special clays tempered by a process of our own.

Millions of J-M (Mezger) Soot-Proof Plugs have been sold since they were put on the market, over 12 years ago.

Many that have been in use over 8 years are as good as new.

If any "J-M" (Mezger) Soot-Proof Plug fails to give satisfactory service we will supply a new one or refund purchase price. Price $1.00.

Write nearest Branch for Booklet and Special Dealer Proposition.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

THE CANADIAN H. W. JOHNS-MANVILLE CO., Limited

Manufacturers of Ready Roofings, Pipe Coverings, Packings, Stove Lining, Furnace Cements, Pipe Joint Cement, Garden Hose, Fire Extinguishers, Spark Plugs, Dry Batteries, Roof Coating, Etc.

TORONTO MONTREAL TRADE ASBESTOS MARK WINNIPEG VANCOUVER

2215

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

Personal Chat With Our Readers

PROMOTIONS ON H. & M. STAFF.

There is probably no other firm in Canada which recognizes ability and loyalty more quickly than does the MacLean Publishing Company.

A little less than four years ago, we announced the appointment of a new Associate Editor for Hardware and Metal, in T. B. Costain, whose successful experience on such newspapers as the Brantford Expositor, Ottawa Journal, Toronto Mail and Empire, and finally as editor of the Guelph Mercury, had marked him as the stamp of man who would answer the requirements of the MacLean Publications, and of Hardware and Metal in particular.

Before he had been on our staff two years, Mr. Costain was advanced to the position of Editor of Hardware and Metal, and he has shown conspicuous ability in performing the duties of this office. Under Mr. Costain's direction, Hardware and Metal has added many new editorial features which have made the paper more readable and more valuable to subscribers, than it had ever been before.

In recognition of the ability he has displayed in this direction, Mr. Costain has now been promoted to a newly created position, that of General Managing Editor of the MacLean Publications. In this new position, Hardware and Metal will still have the benefit of Mr. Costain's editorial ideas, and he will be sufficiently freed from detail work to enable him to spend more time in outlining broad editorial policies which will ensure Hardware and Metal being an even more vital force in the Canadian hardware trade than it has been in the past.

To succeed Mr. Costain, as editor of Hardware and Metal, the logical choice was, of course, George D. Davis, who has already become well known to the trade, as Associate Editor.

Mr. Davis joined the Hardware and Metal staff about a year and a half ago. Prior to that time, he had spent fifteen solid years in the hardware business, and had thoroughly familiarized himself with every department of hardware merchandising.

Commencing as a clerk behind the counter, Mr. Davis showed such ability in selling hardware that before long he joined the sales force of the Hobbs Hardware Co., and successfully covered Northern Ontario for that firm for two years. He then joined the Purdon Hardware Co., London, Ont., as buyer and Sales Manager. In this capacity, Mr. Davis learned how to conduct all the different branches of an up-to-date retail hardware business, and, as a constant reader of Hardware and Metal, he worked out many new ideas which were advanced in this paper, from week to week.

One day, in reading Hardware and Metal's advertising pages, Mr. Davis came across our own advertisement for a man with hardware experience to join the editorial staff of Hardware and Metal. He answered the advertisement, and before long was occupying the associate editor's chair.

Mr. Davis' long hardware experience has qualified him to edit Hardware and Metal in a sane, practical manner, which distinguishes it sharply from other trade papers conducted solely by "arm chair critics."

Mr. Davis has made a great many friends among Canadian hardwaremen in his fifteen years' connection with the trade, and we believe that, without exception, they will be delighted to learn of his well merited promotion.

A GOOD NEW YEAR'S RESOLUTION.

From all appearances, competition for business is going to be pretty brisk in 1914. The hardwaremen who will suffer least from the competition will be those who are able to adopt new trade-winning ideas to their stores.

Therefore, a mighty good New Year's resolution for all our subscribers to make is that they will carefully study every one of Hardware and Metal's 52 issues in 1914.

With Canada's greatest publishing organization behind it, Hardware and Metal is continually combing the entire Dominion for good ideas in hardware retailing and then passing them on to subscribers in every corner of Canada. These ideas are practical, and are submitted to our readers so that they may adapt them to their own businesses, and thus add to their profit.

And don't overlook the advertising pages. They contain, every week, some new message from the best manufacturers and jobbers who have goods to sell Canadian hardwaremen.

These advertisements contain helpful hints, not only for buying, but also for selling. To have read every advertisement in every issue of Hardware and Metal for a year, is in itself a liberal education in the hardware business.

So, make it one of your sincerest New Year's resolutions, to read Hardware and Metal with unusual care in 1914—and to study the advertising pages as thoroughly as any other part of the book.

OUR SILVER JUBILEE.

With the issue of December 27, Hardware and Metal closed its 25th year. And we believe our readers will agree with us that those 25 years have been years of steady progress in the quality of the service we have given them.

One thing we are very proud of, is that there are so many successful hardwaremen all over Canada, who can boast that they have been reading every issue of Hardware and Metal since it was first published, twenty-five years ago. To these, we can safely promise that the twenty-sixth year will show still further improvements—probably more than any previous year.

Readers of Hardware and Metal will further have the benefit of articles along practical lines, particularly tinsmithing problems, from the pen of Edwin Newsome, editor of the Sanitary Engineer, who is recognized as an authority in Canada on all problems of sanitation, heating and ventilating.

Money in Metallic? Certainly there is, Mr. Dealer!

The Superiority of "Metallic" Building Materials is a proven fact—

The "Metallic" Lines comprise the following fire-proof materials:—"Eastlake" Steel Shingles, "Manitoba" Siding, "Metallic" Corrugated Iron (superior in every respect to ordinary corrugated iron) "Metallic" store and house fronts, "Metallic" Brick, Stone and Clapboard Siding, "Metallic" Ceilings and Walls, "Halitus" Ventilators, "Metallic" Skylights, Ventilator Piping, Eave Trough and Water Piping, "Hayes" Patent Steel Lath, Roof Ornaments, "Metallic" Cornices, Weather Vanes, "Eureka" Spanish Roof Tile, Valleys, Ridge material, "Acheson" Barn Roof Lights, Corrugated Steel Granaries, etc., etc.

This is the Age of Steel

Houses, Stores, Public Buildings, Theatres, Garages are going up all around you, Mr. Dealer—old buildings require improving and repairing. From the Farmer's barn to the small store front, we can help you make money—this is where opportunity is asking you to "take notice."

Are YOU getting YOUR Share of the Business?

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

Established 1884

Write To-day for Catalogues

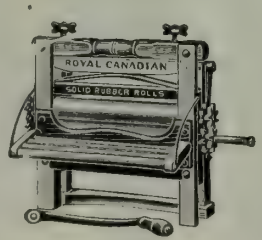
Tell us what you are particularly interested in.

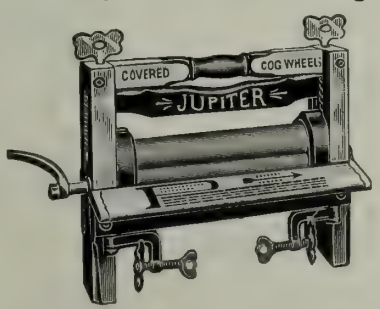
HOW TO SELL MORE CLOTHES WRINGERS

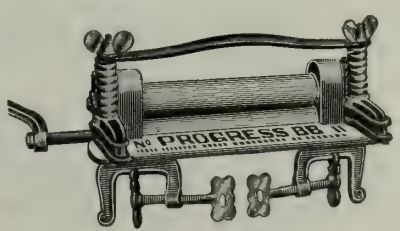
Just pull out a machine, point out to your customer its strong Construction, Superior Finish, the Excellent Quality of its Rubber Rolls and the Guarantee Tag that backs them. Also a few other points like Rust Proof Electro-galvanized Fittings, even to the threads on the screw bolts, etc.

Our catalogue No. 9 shows 41 styles—15 sizes—6 grades.









Cummer-Dowswell, Limited, - Hamilton, Ontario

CANADA'S GREATEST WRINGER MAKERS

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.



1883 WRIGHTLIGHT 1913

Short Globe Lanterns have behind them the guarantee and backing of the oldest established firm of Lantern manufacturers in Canada.

It was in 1883 that E. T. Wright & Co. turned out the first Canadian Tubular Lantern, and to-day (30 years afterwards) the same firm under the same management, are still the pioneers of the Lantern world.

Our **WRIGHTLIGHT** Lantern is the latest product of thirty years of Lantern experience. Let us tell you at least a few of the **WRIGHTLIGHT** exclusive features, which are not found on any of the Canadian imitations of our Lantern—

NON-DETACHABLE WIRE EARS AND BAIL—This patented idea of ours makes it impossible for the handle to work loose or drop off. The Lantern must be torn to pieces before the handle will break away.

RISING CONE—The burner cone is attached to the globe disc, and rises with the globe when you are ready to light the Lantern. This leaves the wick exposed ready for the match, and insures a perfect fit when the globe descends.

And then there is

THE SHORT GLOBE, which allows the hand to be easily inserted for cleaning purposes.

TO CORRECT A FALSE IMPRESSION that is being circulated among some of our Lantern friends, let us assure them that all patent rights in connection with our No. 3 **WRIGHTLIGHT** Short Globe Lantern are vested solely in ourselves, and are nobody's concern but our own—and our lantern friends, who benefit by them.

Buyers who prefer a full-length globe will find that our No. 4 Cold Blast Pattern will answer their requirements perfectly.

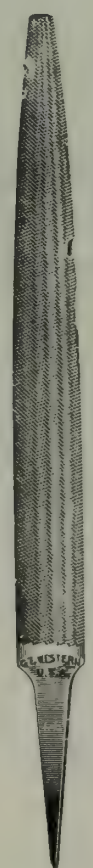
A large stock of both patterns on hand always, and prompt shipments a certainty.

E. T. WRIGHT COMPANY, LIMITED

HAMILTON, CANADA

The Lantern Manufacturers of Canada

In The Past **At The Present** **For The Future**



What 50,000,000 Files a Year Mean To You

That 50,000,000 NICHOLSON-made-FILES are used each year, means that you simply can't go wrong by stocking these files.

It means that thousands of Executives, Superintendents, Purchasing Agents and Department Heads have long since found the NICHOLSON the most efficient and economical file to use.

The example of this host of technical experts will interest you. They are unanimous in their fact-backed decision to **Buy and Use more**

NICHOLSON-made-FILES

Brands:

Kearney & Foot, Great Western, American, Arcade, Globe.

Sold by Jobbers everywhere.

NICHOLSON FILE COMPANY

PORT HOPE **ONTARIO**

Just as
there are several grades of

Enameled ware

so also
there are several grades of

Aluminum ware

It pays to know why they are not "all the same"

"Wear-Ever"

The Reason Why

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Demand for **"Wear-Ever"** utensils exists—has been increased each year for eleven years by consumer confidence, by sample-demonstration work, and by magazine advertising.

For 7,742 towns we have assembled names of consumers who have bought one or more pieces of **"Wear-Ever"** ware.

Names of Customers, cards to be used in circularizing them, folders for distribution, Ad Book, Window Display Book, Demonstration Book, display cards and picture slides are at the service of **"Wear-Ever"** dealers.

Write for printed matter. Address

Northern Aluminum Co., Limited

Dept. 29 **Toronto, Ont.**

"Wear-Ever"



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

Most Up-to-date Hardware Stores Sell
H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

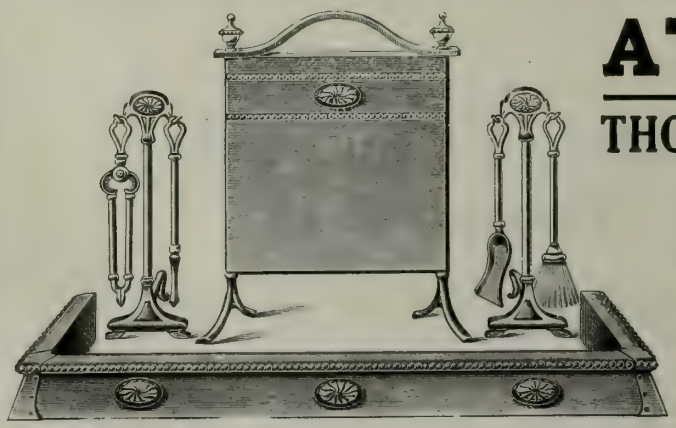
Ask Your Jobber to Show You the "Tree" Brand Lines.

Lumbermen's Supplies



We respectfully solicit your inquiries for Lumberman's and Shelf and Heavy Hardware in all lines.

Thos. Birkett & Son Co., Limited
Wholesale Hardware Merchants, Ottawa, Ontario



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS
DUDLEY, ENGLAND

SYNTHESIS S D

TRADE MARK

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Wholesale Distributors for

Hunt Planes
Stanley Tools
O-Cedar Mops and Polish
Colborne Electric Irons
Community Silver

HARDWARE AND METALS





With our large and varied stock we are prepared better than ever to take care of all orders entrusted to our care, and to give entire satisfaction to all our customers.

Mail orders are given special attention.

We keep

RAILROAD AND MILL SUPPLIES

at lowest prices.

High Speed Carbon and Mild Steel, Shovels, Picks, Crowbars and Wheelbarrows, Drag and Wheel Scrapers, Cement Barrows, etc.

CAVERHILL, LEARMONT & CO.

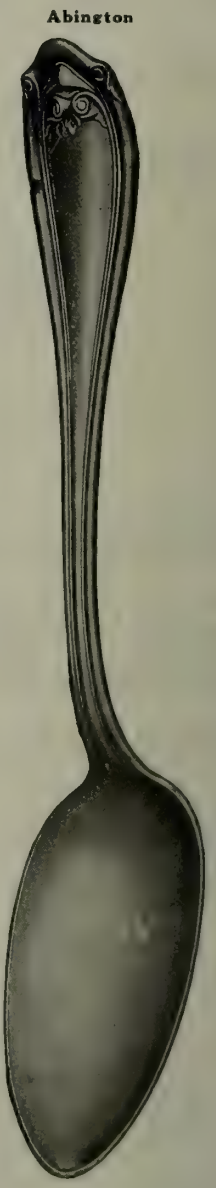
MONTREAL

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV1. TORONTO, JANUARY 3, 1914. No 1

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whether for Revolver or Rifle are manufactured and loaded with the same skill and care that has earned for

Dominion Shot Shells

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Dominion Cartridge Co., Limited
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The Canadian Brand Known by the ☞ on every box.



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Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

CHARCOAL TINPLATES

High grade genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVI. JANUARY 3, 1914 No. 1

The Inspection of Weights and Measures

Report of Deputy Minister of Inland Revenue Shows Revenue and Expenditure—Suggested Reduction in Fees — Deputation of Hardware Men Will Wait on the Government in February.

THE latest report of the Deputy Minister of Inland Revenue, on the inspection of weights and measures, contains some interesting data for hardware merchants, especially for those who have, for some time past, been advocating that the inspection of weights and measures should be made at the expense of the public treasury.

The total revenue collected during the year (fiscal year ending March 31, 1913), for the inspection of weights and measures was $100,696.52.

The total expenditure was $131,344.71. The kindred services of weights and measures inspection earned about 77 per cent., of what is claimed to be its actual cost.

Number of Inspections.

The total number of weights and measures presented for inspection was 359,068. Number verified 356,674. Number rejected 2,394. These figures do not include inspection of gas and electric meters. Seventy-five seizures were made, and it is interesting to note, that these seizures were all made, in one province.

The report shows a considerable increase in expenditure, which it is claimed, is due to the fact that the same immense territory has to be journeyed to perform an annual inspection as biennial inspection, whilst expenses for the cartage and transportation of inspector's standards and equipment is more largely borne by the service. An additional item of expense was also incurred by the purchase of a new set of standards for the equipment of the W. & M. Standards Branch.

Suggested Reduction in Fees.

Article 7 in the Deputy Minister's report contains some significant remarks as follows: "I might here remark that there is throughout the Dominion amongst the public, scale manufacturers, retail and wholesale merchants, and elevator interests, an intense and growing demand for more efficient and more frequent W. & M. inspection, and also for considerable reduction in the inspection fees collected.

"It would seem then that the time has come when the deficit incurred by the W. & M. service must be accepted as an administrative obligation, and as one that must necessarily increase, and be provided for in the interests of the stability and integrity of Canadian commerce."

Hardware and other merchants have for many years objected to the charges incurred by the weights and measures inspection.



Hardwaremen are heavy contributors to the revenue.

Merchants realize the importance, and necessity of weights and measures inspection, but object to legislation which, in a large degree, is protecting the public, who are receiving protection at the expense of the merchants.

The large percentage of those receiving protection pay very little towards the cost of enforcing the protection which they enjoy.

It is decidedly unfair that the merchant should have to stand such a large share of the expense. Hardware dealers in particular have been heavy contributors, on account of the large number of scales, measures, self-measuring pumps, etc., used in hardware stores.

Hardwaremen in convention have discussed the question from all angles, and it is the intention of the Ontario Hardware and Stove Dealers' Association to present to the Government, during the next hardware convention in Ottawa, a number of resolutions, among which is Resolution No. 2, as follows:—"Resolved that the inspection of weights and measures should be made at the expense of the public treasury, as the aim and object of this inspection is to protect the public."

An effort is being made by the officers of the Ontario Hardware and Stove Dealers' Association to secure the co-operation of the Dominion Board of the Retail Merchants' Association and have a deputation present from that body.

It is expected that the deputation, waiting on the Government, will present some very strong arguments to show why the merchants should be relieved of what appears to be an excessive charge for an inspection, the aim, and object of which is largely to protect the public.

Paragraph 7 of the report of the Deputy Minister indicates that the trade in general is demanding more frequent, and more efficient inspection and also a considerable reduction in the inspection fees collected.

Considerable pressure can be brought to bear upon the Government, if the merchants co-operate, and work together in an effort to relieve themselves of the heavy fees which they are called upon to pay for the protection of the public.

If the present system were abolished, and a new system inaugurated, whereby the inspection of weights and measures should be made at the expense of the public treasury, the merchant as an individual, would still bear his share of the expense of operating the weights and measures service, which was not instituted solely for the protection of merchants, but for the common good.

RESOLUTION OF RETAILERS.

Resolution No. 2.—Resolved that the inspection of weights and measures should be made at the expense of the Public Treasury, as the aim and object of this inspection is to protect the public.

EXTRACT FROM REPORT OF THE DEPUTY MINISTER OF INLAND REVENUE.

"I might here remark that there is throughout the Dominion, amongst the public, scale manufacturers, retail and wholesale merchants, and elevator interests, an intense and growing demand for more efficient and more frequent weights and measures inspection, and also for considerable reduction in the inspection fees collected. It would seem then that the time has come when the deficit incurred by the weights and measures service must be accepted as an administrative obligation, and as one that must necessarily increase and be provided for in the interests and stability and integrity of Canadian Commerce.

DEATH OF H. H. CLARK.

The death occurred in Montreal Royal Victoria Hospital, on Dec. 23 of H. H. Clark of Lennoxville, Que. Mr. Clark entered the hospital about 8 weeks prior to the time of his death, to undergo an operation.

For sixteen years the late Mr. Clark represented Lewis Bros., Ltd., Montreal, in the Eastern Townships, and during that time he made many friends in that territory who will deeply regret to hear of his death.

Mr. Clark was one of the most popular salesmen, not only in the Eastern Townships, but in Canada, and his wife and family will have the sympathy of a large circle of friends.

The funeral services were held at his late residence in Lennoxville, and the burial services in Cookshire Friday morning Dec. 26.

THE U. S. CURRENCY BILL.

Considerable discussion and interest, has been aroused by the recent signing of the new currency bill in the United States. The New York Herald in commenting on "What the New Currency Bill Will Do" states as follows:—

By bringing the thousands of scattered banks into one co-operative system with central supervision it is sought to reduce the reserve requirements and at the same time make the banks infinitely stronger in times of stress by making the whole volume of reserves "liquid." The new project is compared to that of a city in which the water is kept in one reservoir whence it can be directed to any necessary point in case of fire, instead of each household maintaining its individual tank and in case of alarm refusing to aid its neighbors.

BANS SPRING SCALES.

Ottawa, Dec. 28.—An order in Council has been passed amending the weights and measures regulations of the Inland Revenue Department, and making some minor changes in the present toleration of error from exact weight or capacity as fixed by the accepted standards for testing. The amended regulations prohibit entirely the manufacture or sale of spring scales, except in the cases of the kinds now used for weighing ice, sportsmen's spring balances, and farmers' milk scales of approved type.

NO "HOUSEHOLD" SCALE.

No weighing machine of any type whatever shall hereafter be admitted to verification as "family" or "household" scales only. All weighing machines submitted by manufacturers for original verification and stamping must comply with the regulations provided for trade scales of their respective classes. In the case of automatic coin-operated slot machines of the combined spring and lever platform type, it is provided that the tolerations of error on original verification shall not exceed eight ounces at the maximum capacity, with twice this toleration at subsequent inspection.

The best of salesmen fall down at times—none of them has a perfect score—but they always leave the way open to return to the prospect under more favorable circumstances or with another proposition. To add to the loss of an immediate sale, all possibilities of future sales is the crudest kind of bungling.

Business Conditions In Canada Are Not Bad

Extracts from Letters Received from Manufacturers Giving Review of Last Year's Business—Outlook for 1914 Good.

In our last issue we published our annual review of business conditions in Canada, giving extracts from letters which we had received from leading hardware manufacturers and jobbers in Canada.

A number of letters arrived after Hardware and Metal had gone to press and extracts from these letters are appended:—

Outlook for 1914 Good.

In reply to your letter of 18th inst., we have to report that the business of this Company was fully up to our expectations and therefore, highly prosperous until the stringency in the money market began to make itself felt.

This stringency affected our business first of all in the large centres such as Montreal and Toronto, where it was real, but it was not long until the feeling spread into the country districts where it was more apparent than real.

Speaking of the country districts in Ontario and eastward to the Atlantic, business conditions were really good, as the farmer, on whom so much depends, was in very good shape, but there is no doubt that the country merchants, seeing the conditions of the money markets in the larger centres, felt it wise to husband their resources by keeping their stocks of merchandise as low as possible and in this they cannot be blamed.

The whole tendency, however, was to curtail the sales of the manufacturer from the month of May onwards, but the aggregate of the whole year was quite satisfactory.

The outlook for 1914 is on the whole good, although for the first four months of the year, or until navigation opens business may be less than last year owing to the slackness of business in large manufacturing establishments which use our materials indoors, but as our sales for Spring delivery in 1914 are very much in excess of those of the previous year, we feel quite sure that next Summer will show a very substantial revival in business generally.

Good Average Year.

Your valued favor of the 18th to hand relative to the condition of business for the past year, etc., and note carefully what you say.

Now, trade with us during the past year to December 1st, which ends our financial period, while good, has not been up to the record of 1912, but when we consider that year was a banner one in practically all branches of the Iron and Sheet Metal Trade, we are satisfied with ourselves, knowing that a good, average year has been recorded, even with the falling off of trade during the past three or four months.

As regards the outlook for the New Year, we have to admit that right now business is QUIET, more so than it has been at this time of year in a long while. At the same time some good inquiries are coming through which we believe will materialize into orders a little later on just as soon as the public get back to business again after the holiday festivities, and we are optimistic enough to predict that while 1914 may not be a banner year there is going to be enough business moving to restore confidence again and keep Canada leading as the most progressive country on the map.

Business on Better Foundation.

Canada has given a much better account of herself during this year of so-called "reaction" than most people expected and business is actually on a better foundation to-day than it was a year ago on account of the retrenchment that has taken place all along the line.

There is no doubt that money is becoming distinctly easier in all the money markets of the world and that there will be abundant funds for all legitimate purposes within the next few months.

Canada is naturally affected to a great extent by the condition of business in United States, and affairs there are shaping up very rapidly for another forward movement. The new American Banking law is a development of the first importance the effect of which is likely to be very much greater than most people realize. The two main factors in prosperity are money and crops. There will be money enough and if crops are good there will be business enough to satisfy all of us.



HARDWARE AND METAL

VOL. XXVI. No. 1 Toronto, Canada, January 3, 1914 Two Dollars per Year

A GREAT INJUSTICE.

The last report sent out from the Department of Inland Revenue gives interesting figures on the inspection of weights and measures.

The total number of weights and measures inspected during the twelve months preceding the completion of the report was 359,068. Of that number 356,674 were found accurate and 2,394 were found to be incorrect; in other words fault was found in about one-third of one per cent. of the number tested.

For the maintenance of this system of inspection, the amount paid in by manufacturers and retail merchants during the year was $100,696.52.

These figures sum up the situation closely and it is not hard to see why the retailers as a body object to the assessment levied upon them for weights and measures inspection. They are compelled to pay a heavy tax each year in order that the public may be protected against dishonesty and inaccuracy. That the possible loss to the public from incorrect measures and scales has been reduced to a minimum is apparent from the report now published. It is quite possible, in fact highly probable, that the amount would be larger if the system of inspection were discontinued. Any retailer with a desire to cheat the public would then be able to give his dishonest propensities full swing and others might be inclined to less care in the verification of the accuracy of their weights. This is not disputed in any sense of the word. In fact, reputable merchants are anxious that the system should be continued. They realize the necessity of it.

But is it fair to put the heavy burden of paying for this system on the merchant? That at least 99 per cent. of retailers are scrupulously honest and careful is established by the figures in the report. That they should be compelled to pay tribute regularly is not just. The customs inspector gets his salary from the Government, not by collecting from the people whose effects he goes through. The play censor draws his salary from the municipality, not from the theatres he visits. The sanitary inspector is a civic officer, paid by the municipality and not by means of fees collected with each inspection. The principle behind each instance quoted is the same; where duties are created in the public interest, the expense attached is borne by the public. Why then should an exception be made in the matter of inspection of weights and measures?

It is gratifying to note that the report refers to the "intense and growing demand" for a "considerable reduction in the fees collected." The statement is made that "it would seem then that the time has come when the deficit incurred by the W. & M. service must be accepted as an administrative obligation." With this sentiment prevailing in administrative circles, it is reasonable to assume that the hardship will shortly be mitigated and, perhaps, ultimately removed altogether. It would be well, however, for the retail bodies to insistently present their case and to work without cessation until results show.

The deputation which will approach the Government on this question among others during the hardware convention in February, will have a strong case to present.

THE CUTLERY TRADES.

A notable book has been published by G. A. Lloyd, Professor of Economics in the University of Toronto, on the cutlery trades, in which a complete resume is given of the early history of the trade and its development, together with an interesting discussion of present tendencies and future possibilities. Professor Lloyd had exceptional opportunities for the compilation of the material as he occupied the chair of Economics at the University of Sheffield and thus was able to study the cutlery industry at its centre.

Necessarily the work deals to a large extent with the growth of the cutlery industry in Germany. The German cutler has been making a strong bid for supremacy and has exploited machine methods strongly. From careful comparison of methods and processes, he believes that the future lies with the machine.

Solingen is the centre of the cutlery industry in Germany. In past times both Solingen and Sheffield profited by the abundance of water-power supplied by the small streams in the respective neighborhoods and by the easy access to suitable stone for grinding, while the mountains adjacent to Solingen furnished good ore for direct steel-making in charcoal furnaces. In both places, again, many of the operatives are outworkers, and have retained much of the independence of the mediaeval craftsmen. One reads with some surprise that the concentration of the German trade in factories has received a check, owing to the rapid diffusion of cheap electrical energy among the outworkers, which enables them to command the assistance of motive power for their drills, lathes, and grindstones, besides electric light. This development has led to the recent multiplication of private grinding shops attached to dwelling houses in the suburbs, and has improved the position of many of the workers. By means of these private installations fresh shops are being provided at the rate of 200 per annum, half of them being used for grinding. Another statement which will cause surprise in this country is that the German manufacturers still give out more work than they carry on in their own factories.

OUR ANNUAL WINDOW CONTEST.

With each succeeding year, greater interest is exhibited in the annual window-dressing contest conducted by Hardware and Metal. The contest just closed has been no exception, and we have received a record-breaking number of entries,

That increased interest is being taken in questions of display and store publicity was strikingly evidenced by the response to the contest.

The displays submitted are of a very high order indeed, and a difficult time can be predicted for the judges of the contest, owing to the uniform high quality of the displays submitted.

It is very gratifying indeed to see the great improvement that is being made in the window displays of Canadian hardwaremen.

When the judges have finished their task, and the displays are reproduced in Hardware and Metal, it is safe to predict that subscribers to this paper will have an opportunity of seeing reproductions of some of the best, if not the best, displays of hardware that have ever appeared in Canadian hardware display windows.

PROFITING BY EXPERIENCE.

Now is the time to capitalize the mistakes of the Christmas trade. The holiday season is over and an opportunity should afford itself to everyone to sit down and think over the shortcomings of the past month and the best features.

What goods sold the best; what seemed to stick on the shelf; the arrangements that proved advantageous and the methods that meant loss of business should all come under review.

One of the most important things is to have an exact knowledge of Christmas goods of various kinds that were disposed of. This information gathered systematically, and placed where it can be reached when the autumn comes round again will mean dollars and cents to any dealer.

Those dealers who operate a cost book the year round in which all purchases are entered will have most of this information. If, however, no yearly cost book is used, there will be nothing to depend on but memory when goods are being ordered for next Christmas. Memory is too fickle with the majority of us to rely upon for so long a time.

POINTED EDITORIALS.

Now for the New Year.

• • •

Make 1914 a record year in your paint department.

• • •

If you hold the key to success, don't be too lazy to turn it.

• • •

The present year should be a good one. But 1915 should be a regular "hum-dinger."

• • •

Here's a resolution that all hardwaremen, we trust, have made: To go to the convention and exhibition at Ottawa.

• • •

Greater difficulties to face means the necessity for greater efforts. He who relaxes in the face of difficulty fails.

The Business Situation

Immediately after the Christmas rush is over, retail hardware merchants in nearly all parts of the country commence their annual stocktaking.

During the stock-taking period the merchants do very little purchasing, in fact, about the only lines of goods they will purchase, are those for immediate needs. Under these conditions, a quiet period is expected at this season of the year by manufacturers and jobbers. The quietness which now exists and will for the next few weeks, is customary during the present period of the year.

It is confidently expected, that retailers generally will find that 1913 has been a successful year for them. It may be that they have not had the increase in business which they had expected, but nevertheless a good volume of business has been passing.

For a number of years past, retail hardware merchants have enjoyed continued prosperity. In many cases they have shown large annual increases, and expected a correspondingly large increase for 1913. Reports from parts of Ontario and Eastern Provinces show that the hopes of a good many dealers have been realized, and that they have shown a good increase during 1913.

Other dealers report that their business compares favorably with their 1912 business, which in many instances reached the high water mark.

When the pinch of tight money became evident, there was a general movement on the part of retailers to retrench in their purchasing operations. Although the purchases from manufacturers and jobbers during the latter part of the year may have fallen off to some extent, it does not necessarily indicate that the sales of the retailer were falling very far behind.

When business was brisk, and there was no talk of a money stringency, the retailers carried heavy stocks. When the so-called reaction set in there was a movement on the part of retailers to reduce their stocks, and pay more attention to collections.

The result has been that, while the retailer has retrenched in his purchases, he has kept his sales up by pushing the lines of goods which he was carrying in stock.

By paying strict attention to collections the retailer has been able to clear off his books a good many accounts which, under ordinary conditions, would have been allowed to run on for a much longer period.

There is every reason to believe that the stocks of retail hardware throughout the country are comparatively light, and that there will be a good buying movement during the early spring of the New Year.

The reaction has undoubtedly caused a great deal of good in compelling merchants to delve into the depths of their business, and finding out exactly how it stood.

The growth of the hardware business in Canada has been steady, and has been built on a solid foundation. It has not been the result of mushroom growth.

Canada is a growing country, and as the country expands there will be continued demands for all kinds of hardware.

Plans are already under way for many big undertakings in Canada during 1914, and with the return wave of prosperity, hardware merchants are sure to be greatly benefited.

Business to-day is on a better foundation than it was a year ago, and with light stocks in the stores of the retail hardwaremen, and an exceedingly bright outlook for the future, there is every reason to believe that the year 1914 will be a highly successful one for the hardware trade in general.

A Review of Financial Conditions in Canada

More Promise of Easier Money—Canada's Exports Per Head Have Doubled in Sixteen Years—Great Increase in Productivity Made Possible by Importation of Capital—Value of Products of Canadian Industry.

The accompanying article is a summary of a number of articles which appeared in The Financial Post, reviewing conditions in Canada during the past year. They are reproduced as they give valuable insight into trade and commercial problems and contain much matter of direct interest to the retailer.—Editor.

LONDON, Dec. 26th.—Depression in trade is becoming more pronounced and is actively releasing funds. The promises, therefore, are for rather easier money rates. The Continental exchanges, too, are moving strongly in favor of this centre. But it is difficult to lift stock exchange depression. Both Paris and London are smarting from very heavy losses in Mexico, Brazil and China.

Our own Government's financial difficulties form an additional source of embarrassment as fully as it indicates another wave of taxation upon capital.

Paris Unfavorable to Higher Prices.

Conditions in Paris and Vienna, forbid much immediate hope of a general rise in Stock Exchange securities. Much will depend on whether Mr. Asquith proceeds with inflated armaments or is courageous enough to call a halt upon Winston Churchill, the first Lord of the Admiralty, whose ambitions are uncontrolable.

Consols will probably sink further as a result of any reduction in the sinking fund or increase in the taxation on capital.

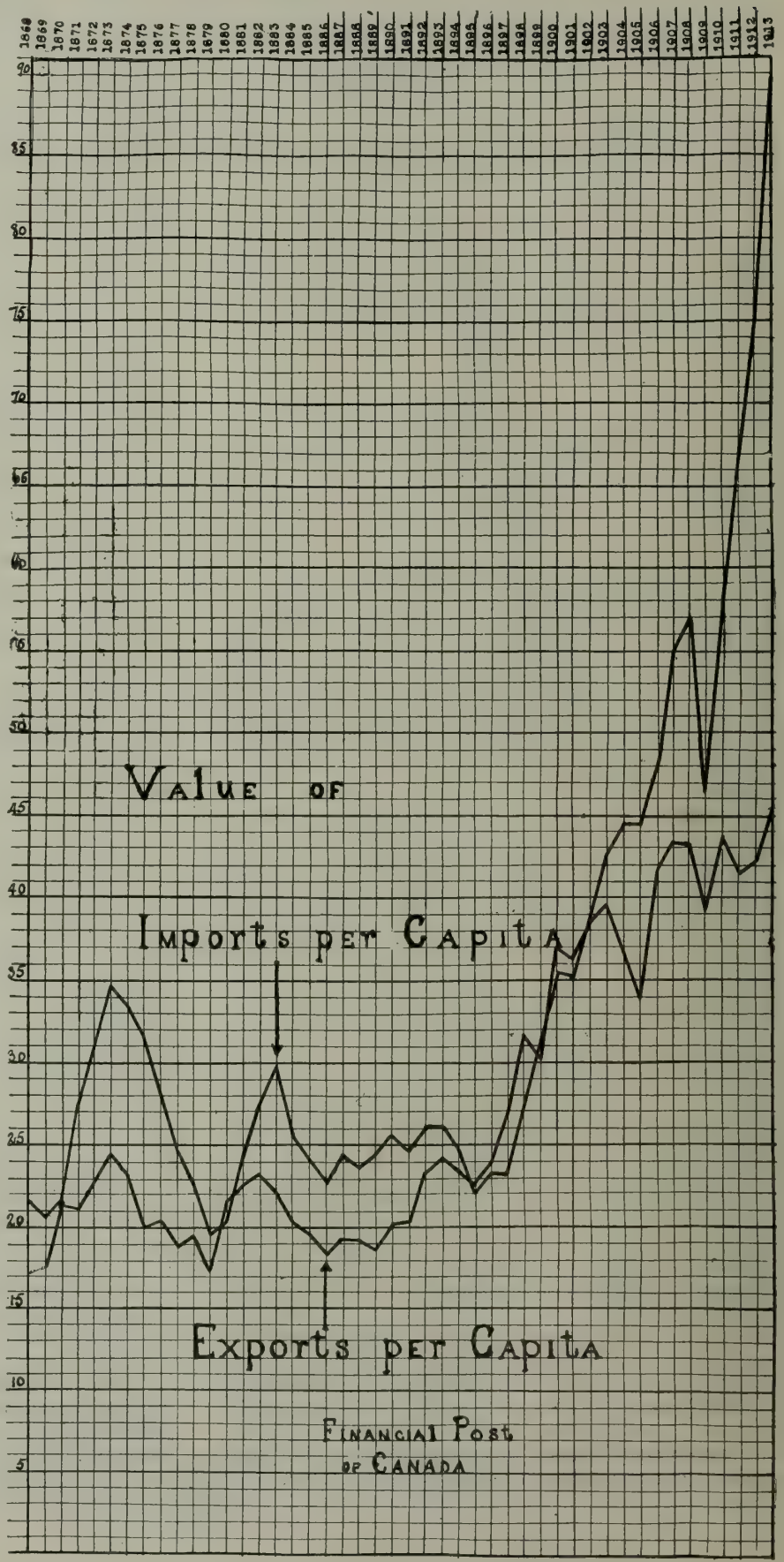
Canada Must Go Easy.

Day to day funds in London are easy, but the capital market is in a firm position. Our bankers recognize that world-wide demands for funds have been placed on file and will be satisfied as promptly as possible without causing undue strain.

Canadian requirements are still very large but will not be preferred as against other issues, as Canada has been getting much more than its share of the new capital available, in the last year.

Hopeful of American Railways.

London is taking a distinctly hopeful view of the American Railway position. Advices received here through Banking Channels give the results of personal assurance from President Wilson of sympathy with the railroads in their requirements for increased charges, for freight transportation. The Washington



Government's energetic advocacy of nationalization of railways and telephones and telegraphs is now recognized to have had the ulterior purpose of forcing the compromise which the American Telephone and Telegraph Company has just agreed to, and which other corporations are expected to follow.

Canada has been coming in for some very severe criticism during the past two years for the very considerable disparity that has come to show itself between the export and import trade of the country. This criticism has chiefly emanated from the United States which country has long since got past the days of unfavorable trade balances. The Post has prepared a chart which accompanies this article to show as fairly as is possible the movement of Canada's trade since Confederation. As the trade of a country is dependent entirely upon the producing and consuming people of that country it has been thought best to show the changes on a population basis, and for that reason the graphs indicate the changes in the value of trade per capita.

Value of Imports.

It is now quite obvious that the excess of imports over exports in the case of Canada represents entirely capital that is being invested in this country. The imports of this country must of necessity expand rapidly, along with a similar expansion taking place in all countries still in a development stage and which are consequently importing capital in large quantities. A Canadian promoter who sells securities in London deposits the proceeds in a London bank and pays by check for the steel rails or car wheels that he may need for his enterprise. These goods go to swell the import trade of the country. Such imports are essentially capital and as such are not to be compared with the exports that the country is making. It would be ridiculous to look for an even balance between imports and exports so long as Canada continues to need steel rails and car wheels for the development of natural resources.

The accompanying chart shows that from time to time the importation of capital into Canada has expanded very rapidly and then has fallen off just as rapidly as the money markets of the world have come to feel the strain of satisfying such demands. However, such importations of capital have resulted in the building up of the nation's industries and agriculture and unquestionably have ultimately been followed by great increases in production. The export trade is a fair index of the growing productivity of the country and the accompanying chart indicates that that export trade has continued to expand without the great fluctuations noticed in the import trade. There was time in the latter part of the last century when Canada was not regarded very highly as a field for investment and at that time the importation of capital was so slight that the export trade actually exceeded the import trade. Since the beginning of the present century, however, Canada has been more favorably regarded and as a direct consequence imports have advanced at a very rapid rate. At the same time the production of the country made possible by this new capital, as indicated by exports, has shown a very steady advance. Our exports per annum now amount to about $45 per head of population as compared with $22 in 1897. In other words the productivity of every man in Canada has been more than doubled by reason of the new capital at our disposal.

Making Use of Imported Capital.

The danger of course confronts us of finding ourselves with more capital than we have labor to develop it. For the year ending March 31 last our imports amounted to $89 per capita as compared with $22 in 1897. But at that time we were practically importing no capital and our imports simply representing goods we needed for daily consumption and which we secured in exchange for goods we were producing. Any new development at that time had to be financed out of savings from enterprises already organized. But the danger referred to is not a pressing one. Canada must be the goal of a greater part of the migrations from Europe for many years to come and although shortage of labor might for a time embrace the capital already invested, the evil would shortly be overcome.

The point most to be emphasized is that it is not necessary that Canada ever repay in exports the imports of the present developmental stage. It may be that Canada's export trade will never approach $89 per head of population, which is the present import rate, but so long as exports continue at a steady rate interest charges will be met and the foreign investor remain happy. The great excess of imports over exports renders us liable only to increase our production and consequently our exports, to a point where the annual charges on such excess can be met.

Production of Wealth.

During 1913 the production of wealth in Canada proceeded at a normal pace. Records established in 1912 were exceeded. In actual amount the increase was approximately $50,000,000. This is satisfactory in view of the uncertainty which prevailed and which caused some wheels to stop more because of nervousness than for lack of credit or capital.

General Showing.

The general wealth production of Canada estimated from careful compiled data will total nearly $2,510,000,000 compared with $2,460,000,000 last year or an increase of nearly fifty millions as stated above. The increase over 1910 is more than half a billion dollars and over 1908 nearly three-quarters of a billion. The government returns for the past six years give substantial yearly increases in practically every department of Canadian activity. This year's increase in gross wealth produced, is, not so great as the increases registered other years: but it is at least sufficient to show that we are certainly going forward at a normal gait.

The foregoing estimate only includes such products respecting which acceptable data were obtainable. No satisfactory estimates could be obtained with respect to dairy and cattle products. A rough estimate of these is given as being $350,000,000 during 1913, which would bring the total up to $2,859,000,000.

Manufactures in Six Years.

Taking the manufactures it will be seen that they have increased nearly sixty per cent. in six years, jumping from $1,020,000,000 in 1908 to $1,620,000,000 in 1913. Gains in this particular product have been pretty uniform, and have been due probably more than anything else to the policy of the banks in taking care of the needs of commerce.

Forest Products.

Uniform, also, has been the gain in forest products, which have increased from $163,000,000 in 1908 to a round $183,000,000 in this year. Not such a heavy gain, but steady each year. This year's product will probably be somewhat larger than the figure allowed in the tables; because pulp and paper mills have all exceeded their last year's consumption of raw material and several new sawmills are reported as cutting this year, but others have been inactive.

Minerals Up Ten Per Cent.

Examination of the mineral production shows that the gain this year has been nearly $12,000,000 or somewhat less than ten per cent. Not so great as last year's gain over 1910. but still quite satisfactory. The 1913 production valued at $145,000,000 is over fifty per cent. greater than that of six years before, when it amounted to only $85,927,802.

Fisheries Equal 1911.

Products of fisheries have been estimated this year at $35,000,000; which is quite conservative. Packs reported by the big canning companies have been

(Continued on page 57.)

The Value of Price and Show Cards

Department Stores Make Extensive Use of Price and Show Cards —An Incident Noted by a Traveller—Kingston Hardware Merchant Makes Good Use of Price Cards.

A successful merchant once said that price tickets and price cards are the lubricant of a store, and with them the goods glide easily away.

The true value of the price and show card has been realized more in the department store than in almost any other line of business.

When you enter a large department store you are confronted on every hand with displays of goods, accompanied by cards, giving information regarding the goods on display and generally showing the prices in plain figures.

Customers are drawn towards the goods, on which the prices are given. An illustration will bring this point out more fully.

A Toronto department store is in the habit of running off some lines which they do not advertise in the local papers.

Their method is to show the goods in various parts of the store, using price cards to arouse the curiosity of the public.

One day recently they had a large pile of bake boards on sale at 48 cents each. These boards were on display in the basement, and were placed on a table, one of many used for showing goods of this nature.

A large show card was used, bearing the following:

Bake Boards, with rim, good, clear wood, special to-day, 48c each.

A large number of people stopped and looked at the boards, and several sales were made in a short time.

Finally one lady customer came along, and, while looking at the boards, in the absence of the saleslady, dislodged the show card and it fell behind the table.

A traveller who was waiting for the manager of the department noticed the card fall, and he having previously noticed the number of people attracted to the display, wondered what effect the absence of the card would have.

In a store such as the one referred to there are always large numbers of customers passing to and fro.

The traveller noticed after the card had fallen that only a few people paused to look at the bake boards, and no sales were being made.

When the saleslady in charge of the circle returned to the section where the bake boards were displayed she replaced the show card. Almost immediately people again began to stop and examine the boards.

The traveller left the store shortly after this, but when he returned late in the day there was not a single bake board left.

He spoke to the saleslady about the little occurrence he had noticed in the morning and asked her what she thought of the value of price and show cards as a means to create enquiries and sales.

She replied that she thought the reason her department disposed of such a large number of household articles was simply because the goods were well displayed, and accompanied by show cards, price cards and price tickets, each one giving the price in plain figures.

She also stated that in many cases the goods were sold by the price cards before the customer was approached by the clerk, and the latter simply had to wrap up the goods and take the money.

The value of good price and show cards cannot be over-estimated, and hardware men could greatly increase sales of household goods, cutlery, and many other lines by making general use of this method of creating business.

(Continued on page 60.)



Interior of the John Corbett Hardware Store, Kingston, Ont.

Creating Business During Dull Times

It is Not Advisable to Retrench in the Matter of Advertising and to Relax in Advertising When Business Becomes Dull—Greater Difficulties in Getting Business Should be a Spur to More Strenuous Effort—The Experience of an Automobile Manufacturer.

WHEN the driver of an automobile comes to an upgrade, he puts his machine on a speed where he gets the largest leverage. Only in this way is it possible to make the grade.

When a man engaged in any task encounters something of a particularly difficult nature, he braces himself for the work, throwing his full strength and skill into it. If it is a heavy weight to be lifted, he finds it necessary to exert himself to the utmost, to call to his assistance every ounce of reserve strength that he may possess. If a teamster approaches a muddy part of the road, which he fears will "mire" him, does he drive his team slowly, to husband their strength for the work of pulling the load out after it has been stuck? On the contrary, he may, if the need seems great enough, place planks ahead for the wheels to cross on and urge the team over at top speed. By putting on extra speed, it is possible to skim over dangerous places on the ice, where a slow skater would go through every time.

All of which goes to show that when any task or feat presents unusual difficulty it is necessary to exert unusual effort in coping with it.

Is this rule followed out in business circles? Strangely enough, the answer is in the negative.

Some business men, particularly retail merchants, consider it advisable when trade gets a little dull to adopt a policy of immediate retrenchment. They start to cut down expenses, to save in every possible direction, to buy in limited quantities—and to cut down or eliminate entirely their advertising.

In other words, at times when the greatest difficulties confront them, they reverse the law of nature and, instead of exerting greater efforts, they permit themselves to relax.

It is not intended to assert that when business becomes dull, the merchant should throw economy to the winds and endeavor to force business by strenuous extravagance. It is undoubtedly advisable and expedient to carefully supervise all disbursements when receipts fall off. It is intended to assert, however, that the time of trade depression is the time for renewed effort, for earnest striving to keep business moving. It is the time when advertising is most essential.

It is in respect to advertising that business is most likely to err when times get dull. It is sometimes the first item lopped off the expense list. "Unnecessary expense," declares the merchant. But is anything which brings in business unnecessary? Can a revenue bringer be considered at any time as unessential?

Advertising brings results always, whether times are at the crest of prosperity or down in the trough of depression. A carefully planned and skillfully executed campaign will bring business when money is as tight as the bark on a tree. It is sometimes said that results from advertising can be traced more surely during a dull season than during an active one. Business will be secured then which would never have been secured in any other way while during a time of business boom, the general prosperity urges people to buy, and thus places advertising in the role of an assisting agency.

When Aggressive Work Told.

A couple of months ago the manager of a large hardware house decided that business had reached such a stage that a a careful investigation of conditions was necessary. He called in the head buyer and asked him how he stood.

"We are pretty heavily stocked," confessed the buyer, with a worried look." I fully expected a brisk fall trade and ordered a little more heavily than usual. You see, we have increases right along each year and in order to meet the demand it has become necessary for us to buy in gradually increasing quantity. I followed along on this policy for our fall and winter stock."

"Sales are light," said the manager.

"I know it. Unless things pick up, we won't sell out our present stock let alone handle repeat orders as in other years."

"We have heavy payments to make soon and we simply must get the money to meet them. What do you suggest?"

"There's only one thing to do," urged the buyer. "Retrench. We can cut down expenses in lots of ways. A couple of the men could be let out. And there's no use advertising now. You can't get business when the business isn't there to be got. If we cut down in every direction, we can get over the difficulty."

"Frank," said the manager, "You've got me into this difficulty by overbuying. Now you propose a way to get out which would set us farther back. It doesn't seem feasible to me, when we are overloaded with stock, to suddenly drop all efforts and try to make up for lack of sales by shortening up on expenses. If you had your money tied up in a piece of property and you needed that money badly, you would just naturally hustle out to sell that property. You would take off your coat and work early and late. If you knew of a prospective purchaser living in a town nearby who could be reached by the payment of a small railway fare, you would get over there as soon as the train would take you. The cost of the ticket wouldn't stick you.

"Now then, here we have our money tied up in goods and we need the money badly. There are prospective purchasers all over the district if we can only get to them. It costs us the price of advertising space to get to them but we've got to do it. To cut down our advertising would be just as foolish as for that man with the property to economize by not buying a railway ticket.

"No, Frank, I am going to try exactly the opposite to what you suggest. Instead of letting any men go, I'm going to keep them as long as the prospect of work holds out. Instead of cutting off all advertising, I am going to try the experiment of using more space for a while to see if we can't scare up more business."

This policy was carried out. A more comprehensive advertising scheme was started and the results soon showed. Business became appreciably better and, according to last reports, the firm are beginning to send in repeat orders.

This is an actual instance; not a hypothetical case. It shows that where success can be achieved by not slowing down the wagon of business when it approaches the bog of depression but by laying down the planks of advertising to provide a firm way across.

How it Works.

However, nothing is more convincing than to hear a successful business man tell of his own experience. It will be interesting, and convincing, therefore, to quote extracts from an address by John N. Willys, president of the Willys-Overland Co., Toledo, delivered before the Sphinx Club, New York, on December 9. He said in part:

We have found that it pays us to be continuous advertisers. We do not be-

lieve in advertising to-day and forgetting it for six months. We do not believe in stopping our advertising in the dull season. We believe in keeping our name before the public twelve months in the year, and that's what we try to do in some form or other.

The automobile industry is getting to be one of the largest in our country. It may be of interest to say that there has been expended in the year 1913 one thousand million dollars, or one billion dollars, for automobiles, and for the equipment of automobiles, and the expense of maintaining and operating those machines. It is a large amount of money to go into any industry, and when you consider the growth of this industry, when you consider that ten years ago it amounted to practically nothing, then you understand how hard it has been to keep pace in this industry; how hard it has been always to make your car in a manner that would be satisfactory to your customer, and in a manner that would gain you a reputation and a future in the industry.

One of the very serious drawbacks that I found in starting our industry was the fact that we could not get proper materials and get them properly made. It is all right to advertise, it is all right to sell your product, but unless your product gives satisfaction in the hands of the user, you cannot possibly have a future.

Why? Because what in the world is the use of advertising a car, an automobile, in a periodical that has a large circulation in California, if you haven't an agent in California?

It seems to me there is a great deal of money wasted in advertising because the advertisers don't study their own conditions. Advertising that is good for automobiles, might not be good for breakfast foods, or books, or patent medicines —whatever it may be. There are lots of different copy. We have found that it pays us not to try to put so much in an ad. that nobody will read it. We find that the less we say and the more "kick" we get in it, the more pointed we make our advertising, the better it pays.

If you go to the theatre, a light opera, and you hear four or five different pieces, as a general thing there will be one piece played that evening that you will carry home, and if you can make your advertising so strong, so pointed, that a customer in turning through the magazines or papers will read your advertisement and carry that home, it seems to me that is the situation for which we are all striving.

Ours is an old company. The largest output the company had up to six years ago was forty-nine cars for a year. I think that was the fourth or the fifth season; and when I was the sales agent I had contracted to take the whole output of the Overland factory for the year 1908.

Fighting Off the Receiver.

When the panic of 1907 came along our little company was "broke." It didn't have the money to meet the pay-roll. I came along to the factory and I saw my deposit that I had put up for these automobiles vanishing away. It looked as if the concern was going to fail. In the city of Indianapolis you couldn't get a check cashed in December six years ago.

One Sunday morning the manager of the plant told me, "We are going in the hands of a receiver to-morrow." I said, "Why?" "Because we can't meet the pay-roll; we gave the checks out last night and haven't money to meet the payroll." I said, "Is that so? How much is the payroll?" "About three hundred dollars."

I thought I might as well die for a whole sheep as a lamb, and if I could get three hundred dollars I might as well put that in. I went up to the clerk in the hotel at which I was stopping—I had stopped there a good deal—and I said, "Frank, I want three hundred dollars Monday morning."

He said, "Where are you going to get it?" I said, "Why, I am going to get it from you." He said, "I wish you luck. If I had three hundred dollars I wouldn't speak to you."

That wasn't a very interesting start for me. Frank seemed to take it as really a good joke that I wanted three hundred and had any idea I could get it. But I finally convinced him I really wanted the three hundred, and produced a check on a little bank in Pennsylvania in which I had an account. I finally induced him to promise not to let any traveling men leave town by cashing any little checks, fifteen or twenty dollars, the rest of the Sunday and save it all for me. And Monday morning I had the finest collection of currency, one, two and five dollar bills, you ever saw in your life. But I got the three-hundred dollars and took it over to the bank and said, "I want to make this deposit to the credit of the Overland Automobile Company."

I guess the bankers thought I was crazy, and wondered where I got the pile of one, two and five dollar bills. But we made that deposit and kept the company out of the hands of a receiver, and we started out and made our money again. It was pretty hard work for a few months. We got the cars out and they proved satisfactory.

We didn't have any money to advertise to the consumer. We got some agents by trade-paper advertising, and it was the second year before we did any general advertising. We had something like six thousand automobiles in the hands of the users. We had over five hundred agents in the United States before we did any general advertising, and then we went at it with hammer and tongs.

If times are really going to be as bad as we are led to believe, every time we go down town, why, I say, advertise! Instead of spending eight hundred thousand dollars for advertising this coming year I am willing to spend a million and a half.

We have the agents now, we have the product, and we are going to sell it, and if it takes a million and a half in advertising, it is good business for us to spend it.

I called on one of the banks down town the other day. The officials asked: "What do you hear from out West?" I said, "In October we had an increase of sixty-nine and one-half per cent. over October of last year." "Well, that was not so bad, was it?" "We thought it was very good," "Well, what happened in November?" "Well, in November we had about thirty-two and one-half per cent. increase over last year." "Falling off! Falling off!" they exclaimed. I said, "Yes, that's right; falling off, just like business in straw hats falls off in November. Of course it falls off. We are not going to get the business in December and January that we get in the summer months and we don't expect it. We don't feel on that account we are not going to have any business at all. I don't see anything the matter with this country. I don't see any reason why I should be pessimistic. I don't see any reason why any of us should be pessimistic. If business isn't as good as it ought to be, there is only one thing for us to do: that is to get it away from the other fellow. There is going to be business; we are all going to have some business; we are not going into bankruptcy to-morrow throughout the whole country; and if business isn't good, and we are going to have hard work to sell automobiles, all right: let's have more men in the field; let's work the dealers harder, be up earlier in the morning and stay up later nights and keep at it. I don't propose to sit down and say, 'My business is going to the dogs,' just because somebody down on Wall Street tells me things are blue."

The time really to make good, the time to know whether you have got a real business in any line, isn't in boom times. Anybody can be successful, anybody can sell a lot of merchandise, in boom times, when the times are good. But that concern which can increase its business,

(Continued on page 57.)

Card Suggestions for Winter Sales

Axes of Quality

With or Without Handles

Axe Season is Here

72c, 85c, $1.00, $1.55

Do You Need?

An Axe Stone	5c—10c
An X Cut Saw File	15c
A Saw Set	75c
An Axe Handle	25c—35c
Leather Mitts	35c to $1.00
6 lbs. Wire Nails for	25c
Lantern Globes	10c—15c
Snow Shovels	25c to 75c

No excuse for you to have

A Cold Horse

these days. Our Blankets will keep him warm.

$1.00, $1.50, $2.50 to $8.00 each

Cross Cut Saws

Our Saws Give Service.

The kind that makes the farmer smile.

$2.50 to $6.00 each.

Night on the Farm

A good lantern that will not leak nor blow out, is the kind the farmer appreciates. Our lanterns are fully guaranteed.

25c., 85c., to $1.50 each

Waterproof Your Roof

If your roof is leaky, you can repair it, on short notice at reasonable cost, with our ——— Roofing.

$2 00, $2.50, $3.00 per roll

Let the Folks Know

You're coming. Buy a set of our well-toned Shaft Chimes.

75c., $1.00, $1.50 to $4.00 Pair

A Cold Home

is a menace to your family. Do your duty and provide adequate heating equipment. Come in and see our line of Heaters.

Simple Solution of a Ventilating Problem

An Article Dealing with Heating and Ventilating Problems, Showing How a Ventilating Problem Was Solved by Using an Emerson Ventilator, Improved Style.

Written for Hardware and Metal by Edwin Newsome, Editor Sanitary Engineer, Plumber and Steamfitter of Canada.

It is well known throughout the civilized world that the matter of proper ventilation in our homes, our office and factory buildings is one of the most vital problems of the age.

Our Food and Drugs Act protects to some extent the food we consume.

Our plumbing ordinances take care to a certain extent also of the method by which the domestic sewage is either conveyed away from our dwellings and other building, though the proper method for finally disposing of such matter is yet being investigated. We have, however tried several methods which have in a way answered our purpose.

Ventilation.

The problem of ventilation is one which, too, has recently become more interesting to the trade.

It is, however, still in its infancy. It is a problem which has been too long neglected, and it is surprsing, yet nevertheless true, that we can exist longer and fare better with poor food than we can under conditions of poor ventilation.

Our health authorities do not demand in terms forceful enough that our homes be properly ventilated, and what is the result? Pale faces, tuberculosis and scores of other aches and pains which humanity seems to be heir to. Hence we should take this problem to heart and study more the methods of ventilating.

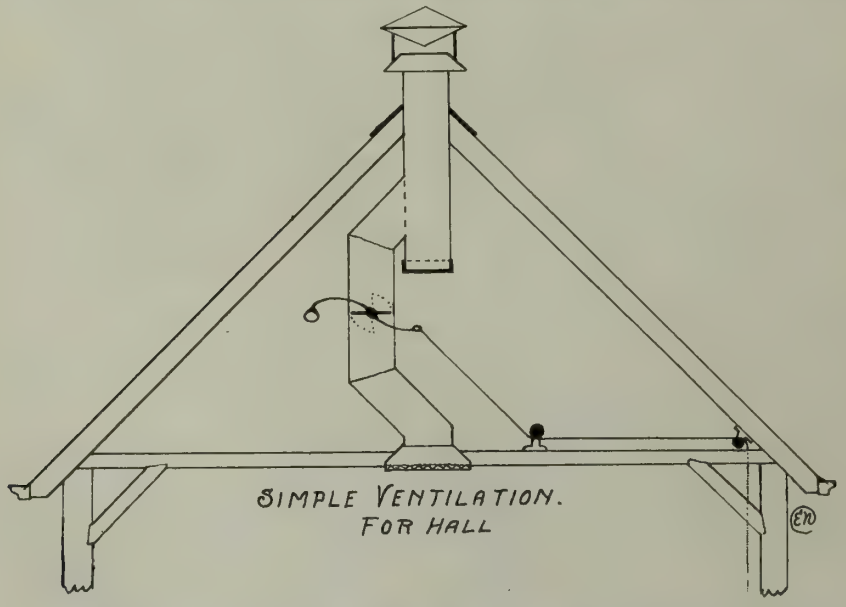
In some future issue we will show how closely related the two problems—viz., heating and ventilating are.

However, in this article we will deal with a simple ventilating problem which came to the notice of the writer not very long ago—namely, that of a small hall.

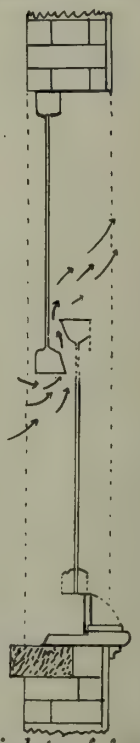
The hall was not properly ventilated and the consequence was, the hall became overheated, particularly when a large number of people were present. If windows were opened in cold weather there was a draft, etc.

However, the writer was asked to solve the problem, which was done as follows:—A large cast iron register was placed in the ceiling, and to it a square to round galvanized box was fitted. Then a 24-inch pipe was placed in between the ceiling and the roof in the form shown in plan A, the chief item being what is known as an Emerson ventilator, improved style.

It may be here stated that the original Emerson ventilator had a flat disc for the hood, but experience has proved this improved type to give far better results. We will now explain more fully how this hall was successfully ventilated. First, by installing an Emerson ventilator, Fig. 1., in the way shown. The idea of the straight pieces being carried down was so as to form a receptacle to catch any condensation which might take place, as well as any rain or snow which might be apt to blow down the ventilating pipe, had it been put straight down.



A check was put in similar to an ordinary stove pipe damper, but with an arm on one side of the bar, which caused the check to always stand open when the rope was loose, and when the controlling rope was hooked down the check was closed.



Note inlets of fresh air.

To admit air in at the windows a piece of ½ inch lumber was fastened on the sill inside the window the full length of the sash, as shown in Fig. B. The bottom sash was raised and the piece of ½-inch lumber, which was hinged, also raised, cutting off any draft and fresh air was let into the room between the two sashes. This scheme worked well, and gave every satisfaction.

We will now go into the method of construction of this Emerson ventilator, shown in Fig. 1.

Fig. 2.—First, draw the dotted line A. B., which should represent the total height of the ventilator. We will presume we are developing a pattern for a 6 in. one. We will then take the compasses and mark off the diameter 6 inches from B. Then draw a horizontal line, as shown at G. G. This line should be exactly twice the length of the diameter to be in proper practical proportions. Then place the compasses where A. B. and G. G. intersect at 4. Then open up to G. and mark off on dotted

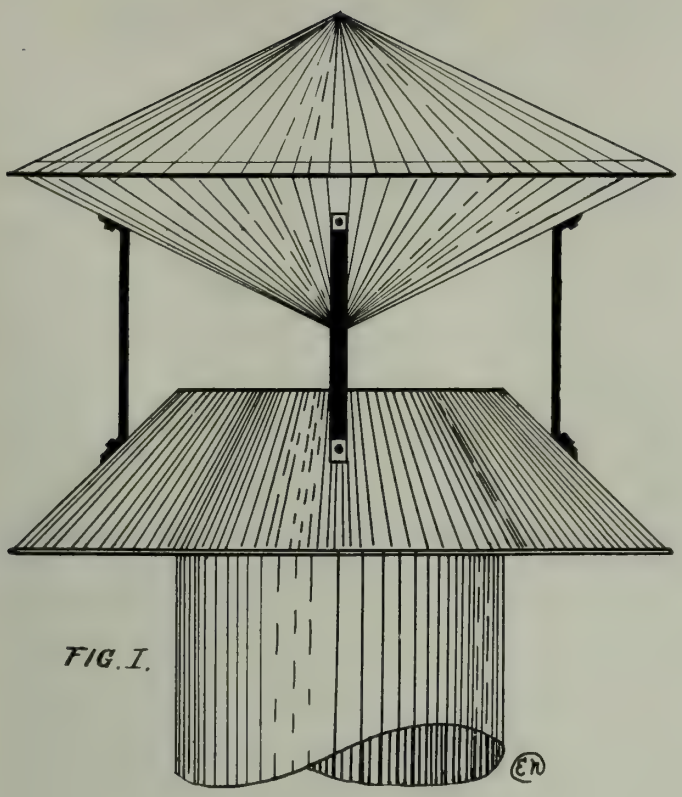


Fig. 1.

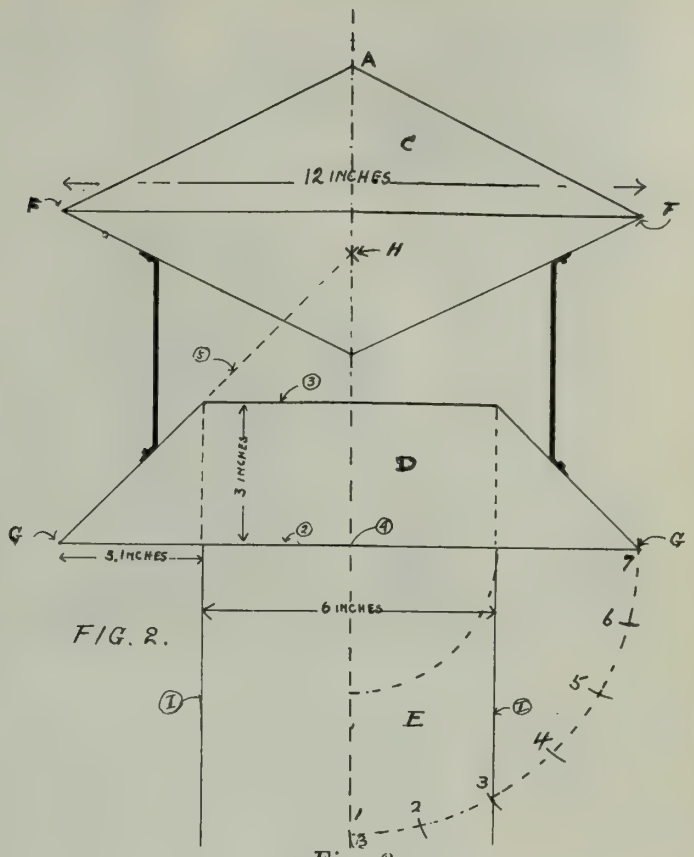


Fig. 2.

line at H. Then draw line 5, which should be exactly 45 degrees with A. B., and should also meet lines 1, which rise in dotted form. This is the actual opening of ventilator. We must now develop pattern E, which is bottom of flare D. This is done by placing compasses at centre 4, and opening up to point G, which reaches point B. Then close compasses and inside diameter of bottom. Then space off as shown and mark 1, 2, 3, 4, 5, 6, 7, all to be of equal distance apart.

We will now proceed to develop pattern for flare D, as shown in Fig. 3. Draw vertical line, and make centre H. Stretch compasses from H to G on Fig. 2, and make a circle as shown. Take the stretch-out measurements, 1, 2, 3, 4, 5, 6, 7, shown on Fig. 2, and start at 1 in centre at top of circle, spacing off as shown twice on the right and twice on the left. This will give the exact outside diameter of flare.

Then to mark out centre place compasses again at H on Fig. 2, and open up to where line 5 meets line 1 at G and H. Then transfer this diameter, as shown in Fig. 3. Place the straight edge at H and G, Fig. 3, and develop line 1. Then mark off sufficient allowance for seam, which should be made as shown in Fig. 4.

We will now develop the top and bottom of cone C, which are both exactly alike, except the piece to be used for top half must be a little large to allow for seam as shown.

(Continued on page 58.)

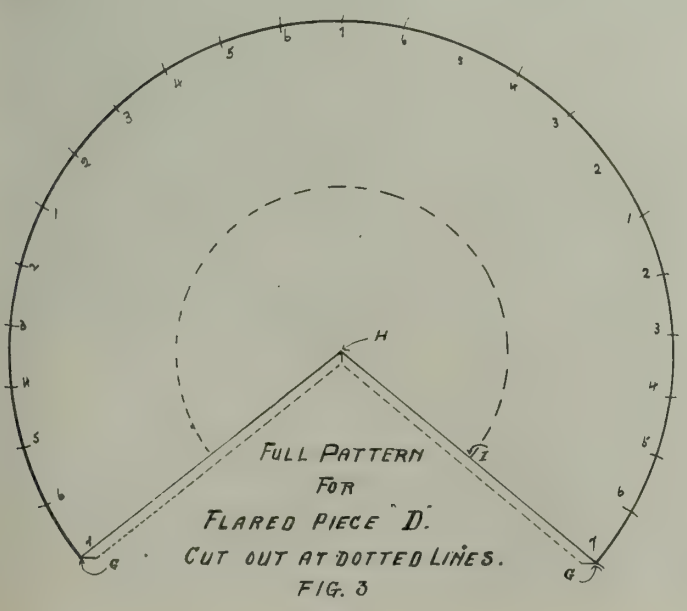


Fig. 3.

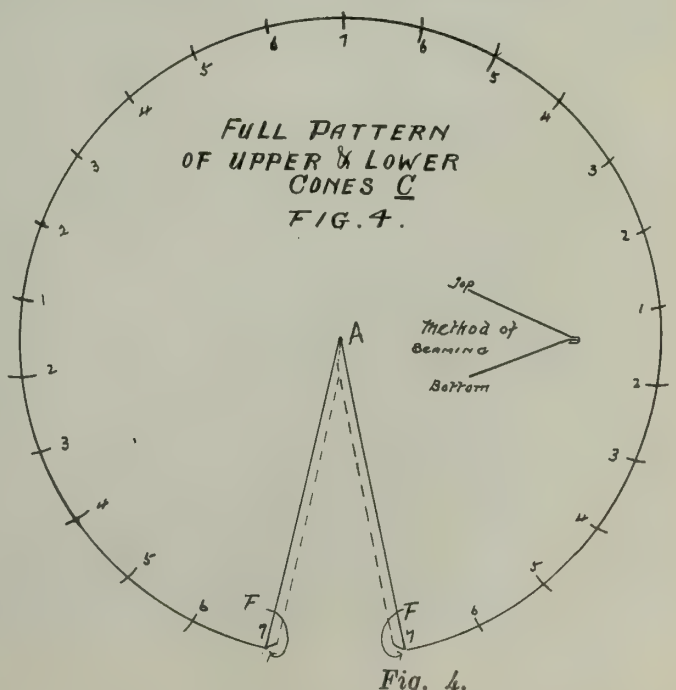


Fig. 4.

Keeping the Home Trade at Home

The Actual Experience of a Western Ontario Firm Which Succeeded in Cutting off Practically all Outside Buying—Names Only Are Fictitious.



"We are not getting as much of their trade as we should."

BUSINESS was rather slack with James Reynolds a few years ago when he took his son Frank into partnership. His establishment was located in a comparatively fair-sized village in Western Ontario in the heart of a good fruit and farming district, and as he conducted a general store, he should have been fairly prosperous long before.

Frank Reynolds had taught school in a country district for three or four years, and being of an observant turn of mind had given some thought to conditions there. Often when chatting over the counter with the general merchant in the district where the school was located, he had heard complaints about what the mail order houses of the big cities were doing to the trade of the community. People there were, constantly telling the merchant that they saw this and that in the mail order house catalogue, how it was cheaper, etc., etc.

The Partnership Formed.

So it came about when Frank got tired of teaching school and his father suggested that he join the business, he agreed, believing himself capable of putting new life into things and of overcoming the gradual decline of trade.

For a month or two business ran along in the same old groove with perhaps a little improvement due to the somewhat improved service; for the son was a live, aggressive young man, polite and courteous and willing to please.

But between times he had been watching and thinking.

"Say father," he said one evening, just before closing time, "can we not prevent so many people driving over to S———— and N———— every week. In the past month I have noticed a great many going over to one or the other of those towns. Some of them stop and ask us to get ready for them or send them some sugar, nails, or overalls, but it is plain that we are not getting as much of their trade as we should."

One town was 4½ miles away and the other 7.

"That is quite true, Frank," replied the father, "but how are we to stop it? We carry just as good goods as the dealers there and our prices are no higher. Where lies the remedy?"

Eliminate the Cause.

"I think I see one," said Frank. "Why cannot we buy those things that these people go there for. Either you or I drive to S———— every Thursday. We have to go anyway for our own supplies and we might just as well get anything extra our customers want. That will give us a good opportunity to know their wants and we shall in future be able to serve them better."

"Go on," observed James Reynolds, dubiously.

"My scheme is this," persisted Frank. "Let us each Wednesday ask our customers if there is anything they want from S———— this week. Tell them that we are going over to-morrow with the large rig and if we can be of any service to them we shall gladly render it. Our plan should be to purchase what they want and bring back the receipted bill just as we get it. They will then see that they pay us just as much as and no more than they would to the merchant in S———— if they had gone themselves."

"Now, there is the Jones Fur Co., the S—— Hardware Co., Henry Farley, the harness man, and so on. Surely we could arrange with these men and others for a discount off the regular price of the goods if we give them the exclusive trade of our customers in those particular lines.'

The father began to see some logic in his son's plan and after further discussion of the project it was decided that Frank, on his next Thursday's trip should determine what he could do.

Arranged for 10 P.C. Commission.

The results of the scheme were better than anticipated. Frank arranged with the biggest merchant in the town—in lines which did not conflict with the general stock of the Reynolds store—for a 10 per cent. commission. One dealer was selected for furs, another for furniture; one for notions, novelties, etc.; a fourth for the more expensive boots and shoes, and so on. The goods were bought at the same price as each individual customer would have paid, and each customer received from Reynolds & Son the receipted counter check of the fur, hardware, or notion house in S. It saved them a trip to the town and the loss of the time.

What was of more importance, it kept the customers of Reynolds & Son from buying out of the village anything that could be bought in it. It kept the money circulating at home, which helped to build up the local district and to make the people happier.

Reynolds & Son probably received the greatest benefit. The rig had to go over every Thursday anyway. That meant one man's time, his dinner and feed for the horses. The 10 per cent. commission gave them enough to pay all expenses and a profit besides and they sold more goods from their own store.

Occasionally they ran into "bargains" in the department stores and often picked up some fancy goods for themselves which they were able to place on sale at an attractive profit. If they wanted anything for their own use from any of the stores in the plan, they secured the 10 per cent. commission which meant that much discount in such a case. If a customer was not pleased with the purchase, it was either taken into stock or exchanged on the next trip. But that seldom happened as care was taken in receiving instructions.

Frank Reynolds observed one drawback to all this when the plan got working well. Villagers and farmers were greatly pleased with the service. That was plain because this trade had grown wonderfully and so had their own. But every Thursday morning the big two-horse wagon went out of the village empty. Here was waste motion and waste energy. Was there no remedy for that?

Following Wednesday evening, the young man went into the telephone office in the store with a list of names of all farmers on the route to S. who had rural phones. This was a representative conversation:—

"Good evening, Mr. Allan; this is Frank Reynolds speaking; just thought I would call you up to say that I'm going into town in the morning with the empty rig and to ask if there was anything you needed—it might save you a trip and I could take it along just as well as not."

The very first farmer spoken to wanted a milk pail and a plough point; and his wife wanted a sack of flour. A few more phone connections brought other orders, and next morning when the wagon rolled out of the village it contained some $40 or $50 worth of groceries, hardware and dry goods. The farmers were delighted. When delivering these goods Frank took orders to fill in town for some things for the women folk.

Mail Order Houses Get Set-back.

His entire theory had worked out splendidly and his father now blesses the day that brought his son into the business. The mail order houses are finding it mighty difficult to get any trade in that district. Personal service and the flesh and blood power of personal contact, following a close study of existing conditions, turned the trick.

Gordon C. Seybold, of the Cochrane Hardware Company, Sudbury, Ont., has been spending a few days in Montreal with his father J. P. Seybold and has been looking up his old acquaintances there.

TRAVELLING MEN WANT BETTER COMMODATION.

A meeting of the Commercial Travellers' Association of Canada was held in St. George's Hall, Toronto on Dec. 26. The report of Treasurer, E. Fielding, showed that the membership had largely increased during the past year, while the funds show a net surplus of $989,951, an increase of $91,293, in answer to Joseph Oliver, the past President, the Treasurer stated that no Toronto debentures were in the list of the association's investments, as they did not pay enough.

It was urged that the Government should be asked to better the conditions in small cities with regard to hotel accommodation. Northern Ontario was especially complained of in respect to poor hotel accommodation. A member of the board of directors promised that their actions during the coming year would be influenced by this discussion.

The following were elected to the Toronto Board of Directors: John Everett, Alex. Cook, Walter Moore, C. J. Silver, C. J. Tuthill, Harry Dodgson, R. G. Hector, J. W. Chambers, A. C. Rogers.

Hamilton Board.—C. C. Smye, A. F. Hatch, H. G. Wright, (seventeenth time), M. P. Malone, P. A. Somerville, George Matheson.

Montreal Board—George Dawson.

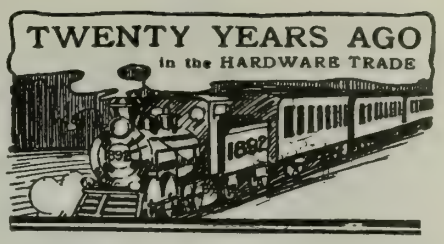
The following officers: S. H. Sterling, President; J. G. Cane, First Vice-President; G. W. Moore, Third Vice-President, and E. Fielding were all re-elected at the nomination meeting a week previous.

PRESENT BAG TO MR. TROWERN.

Officers of the Association and members of the office staff of the Toronto branch of the Retail Merchants' Association presented the Secretary, E. M. Trowern, with a handsome leather travelling bag fitted throughout with silver-mounted toilet utensils. The presentation was made by J. C. Van Camp, President of the Toronto branch, and was accompanied with a suitably prepared address, handsomely mounted, setting forth appreciation of the Secretary's services and the esteem in which he is held. Mr. Trowern made a suitable reply.

PRESENTATION TO CHAS. A. MOORE.

The employees of the Stratford Manufacturing Co., Stratford, Ont., presented Chas. A. Moore, Manager and Secretary-Treasurer of the Company with a handsome club bag as a slight token of the esteem in which he is held by the employees of the firm.



The following items were taken from the issue of Hardware and Metal of Jan. 6, 1894:

"Another year has been added to the century; and another volume of Hardware and Metal has been placed upon our library shelf. It is the fifth volume, and with this issue appears the first number of the sixth. Every yearly volume since the inception of Hardware and Metal has shown an improvement over its predecessor; and that for 1893 was no exception to the rule."

Editor's Note.—Hardware and Metal has now passed the 25th year, and we can repeat the assertion made twenty years ago, that every yearly volume since the inception of Hardware and Metal has shown an improvement over its predecessor; and that for 1913 was no exception to the rule.

* * *

"J. A. W. Allen, hardware merchant of Newmarket, Ont., was a visitor in Toronto this week."

Editor's Note.—Colonel Allen is still in the hardware business in Newmarket and has just been elected by acclamation Mayor of the town, for a second term.

* * *

"Mr. Wortman of Wortman & Ward, London, was a visitor in Toronto this week."

Editor's Note.—Mr. Wortman still resides in London, Ont., but the business has been taken over by Beatty Bros., of Fergus, who now have plants in Fergus and London.

* * *

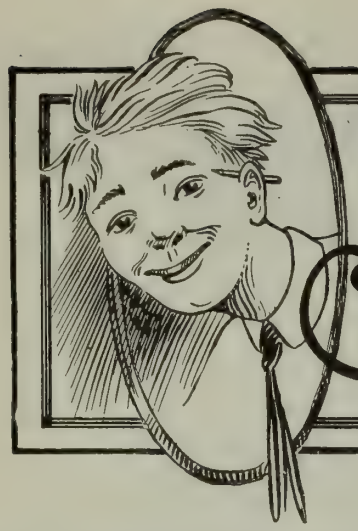
"The factory of Thomas Davidson & Co., wholesale manufacturers of tinware, Montreal, has been damaged by fire."

Editor's Note.—The Thomas Davidson Mfg. Co., are still located in Montreal, and their business has grown considerably during the past twenty years.

* * *

"The foundry buildings, owned by Charles Fawcett, of Sackville, N.B., were completely destroyed by fire."

Editor's Note.—The foundry was rebuilt and the business is now carried on under the name of Chas. Fawcett, Ltd.



THE JUNIOR CLERK'S PAGE

HOW SILK FISH LINES ARE MANUFACTURED.

Hardware and sporting goods dealers will be interested in the method of making silk fishing lines, and will after they have some idea of it understand how it is necessary for the price to be so high.

The fishing lines are made of glutinous thread or silkworm gut as it is generally known to the trade. This silkworm gut is usually prepared from silkworms in the caterpillar state. When the worms are about ready to spin their cocoons they are killed by lightly pulling so as to break their skins, after which they are immersed in vinegar for a considerable time. They are then pulled apart in a way to draw out a long glutinous thread formed by the silky secretion of the worm. This thread is then stretched on a board or otherwise, and dried in the sun. In the West River district of Hongkong, where most of the exports come from, the silkworm is usually of a green variety about three inches long, which is fed on leaves of the camphor tree. The threads of these worms vary in length from three to six feet. About 40 grades of the gut are recognized by the Chinese dealers and the price varies from 30 cents to $6 gold per pound, the latter price being obtained for a small quantity of very fine product. The Chinese trade at present is said to be entirely in the hands of natives, but the product is obtainable through most any of the export houses.

The production of silkworm gut has been materially increased during the past few years, and more attention is being paid to the export trade. Japan is said to take about one-half of the Chinese exports.

After this glutinous silk thread reaches the manufacturers of silk fishing lines it is carefully made up, great care being taken to preserve its flexible qualifications and at the same time give the anglers a line that will not break.

HOUSES BUILT WITHOUT NAILS.

In Alberta there is a village of houses which have been constructed without nails. As a matter of fact, little or no hardware of any character has entered into their construction. These houses have been built by Ruthenian immigrants and their architecture is quite novel. Their first attempts at house building are usually of the kind they have been accustomed to over in Europe, and their buildings are of the typical Ruthenian style—log, pitch-roofed, thatched and wide in the eaves.

In many cases these buildings are put up without a dollar's worth of hardware. Even the door, an affair of slender twigs woven and laced together, swings on home-made hinges, and is latched with a wooden hasp. The floor is of hewn logs, unnailed. The roof, as the favorite Russian roof always is, is a wonderful fabric of poles and cross-woven wheat straw, 10 inches thick, packed tight and solid, and laid with such care that it will stand the weather for 20 years.

SIMMONS ON "SERVICE."

Wallace D. Simmons, president of the Simmons Hardware Company, made an address recently at the monthly dinner of the Business Science Club of Philadelphia. His subject was "Business Building." Service was its key-note, which, he stated, was the main essential to the building up of any business.

"Good service," he said, "means a satisfied customer, and that is the best advertising a business can have. The business man too often loses sight of the fact that one of the biggest factors in his business is to deliver the goods as promised. If goods are advertised as one thing and sold as something else, there can be but one end. The profit may be greater as long as the advertising is continued, but the patronage of steady customers, which comes only from fair dealing, and which can be depended upon whether there is advertising or not, is lost."

THE UBIQUITOUS MIKE.

Ashes to ashes, dust to dust,
Is the way the old saw goes,
If the germs don't kill us, the microbes must,
And when we're gone, who knows?

There's microbes in the things we eat,
And microbes in the air,
And microbes in the telephone;
There's microbes everywhere.

There's microbes on the greenbacks
And it scares some folks a lot,
But we defy 'em one and all,
That's on the bills we've got.

There ain't no use, so we have found,
O making any fuss
About the microbe and his clan,
We just forget the cuss.

REMARKS OF THE JUNIOR CLERK.

Tackle the hard jobs first.

* * *

Forgotten your good resolves yet?

* * *

How far ahead of last January are you?

* * *

Don't do any worrying to-day that you can put off until to-morrow.

* * *

People who wait for the New Year to bring them prosperity are apt to die poor.

* * *

This is the time of the year when you discover that after all there is more cheer in the world than jeers.

* * *

Every man should have his field of usefulness, but it isn't necessary to put a barbed wire fence around it.

New Goods Offered Canadian Hardwaremen

IDEAL PAINT PACKAGE.

Hanline Bros., paint manufacturers, Baltimore, Md., are putting on the market a special package containing sufficient paint, stain, dressing and polish to finish and polish an entire Ford touring car. Included in the package are the brushes necessary for the work, sand-



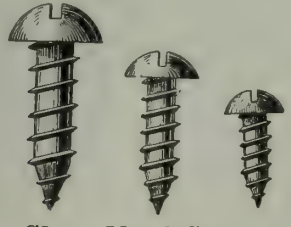
Ideal Paint Package.

paper, cheese cloth and waste. The package is called the Original Ideal Paint Package, and is shown in the accompanying illustration.

PARKER'S SHEET METAL SCREW.

Parker Supply Co., 517 W. 45th St., New York., are offering the trade the Parker sheet-metal screw here illustrated.

The screw is especially adapted for sheet metal work. It is tapered at the



Sheet Metal Screws.

point, made of steel properly tempered and sharply threaded close to the head.

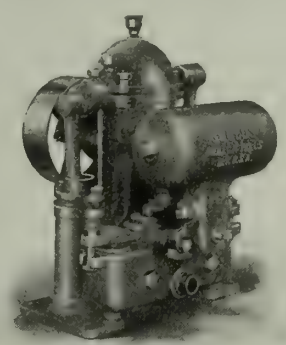
The screw is claimed to be particularly adapted for such work as connecting of joints in ducts, pipes, etc. By punching a hole slightly smaller than the size screw used, the screw will cut a sharp thread in the metal securing thereby a strong hold—and without injuring its thread.

The fact that the screw is tapered only at the point and threaded straight from the point up, it is claimed prevents the screw from working loose once it is in place. The screws are done up one thousand in a box and are made in the following sizes: — ⅛ in. x ½ in.; 3-16 in. x ¾ in.; ¼ in x ⅞ in.

GOULDS POWER PUMP SPRAY.

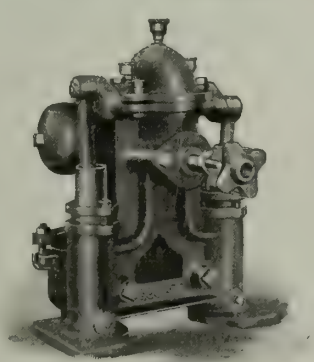
The new "Sturdy" Power Spray Pump recently developed by the Goulds Mfg. Co., Seneca Falls, N.Y., can it is claimed, be connected to any engine without the use of a jack, belt or gears.

To permit direct connection it was



Front view, equipped with pulley.

said to be necessary to have an especially high speed reduction between the driving and crank shafts of the pump. To acomplish this

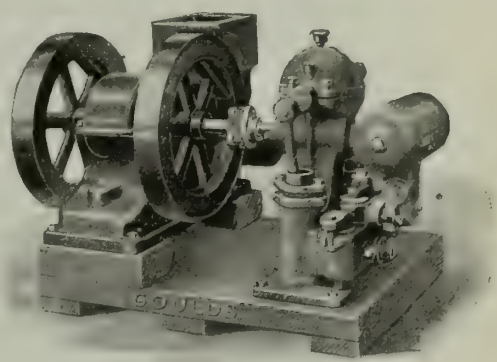


Rear view, connected with flexible coupling.

result a worm gear is used which gives a reduction of 8 1-3 to 1. The pump can therefore be connected direct to engines of any speed from 400 to 600 revolutions per minute.

The two plungers are 2 inches in diameter and the stroke is 2½ inches, at pump speeds of 50 r.p.m., the capacity is 3.4 gallons per minute, and at 60 r.p.m., 4 gallons per minute and 70 r.p.m., 5 gallons per minute.

The plungers are heavy drawn brass tubing. The connecting rods are malle-



Connected to gasoline engine.

able iron. The shaft is steel, and a steel ball thrust bearing takes up the end thrust. The valves and seats are cast bronze. The suction is for 1 inch pipe or hose, and the discharges are for 3-8 or ½ inch hose as ordered.

The overall dimensions are: width 14½ inches, height 19¾ inches and length to end of shaft 16⅜ inches.

ONIX SHINE POLISHING CLOTH.

Onix Specialty Co., 2754 Germantown Ave., Philadelphia, Pa., are offering the Canadian hardware trade the Onix Shine metal polishing cloth.

The makers claim that the polishing cloth will do the work of one-half gallon of metal polish, and that it produces a lustre that is not easily affected by dampness, and will not leave chalky or greasy residue in the corners or ornamental parts.

It is said that there is no danger of soiling the hands, clothing, floors or woodwork.

The cloth can be used on gold, silver, brass, copper, brittania, tin, lead, pewter, steel, nickel and aluminum. The polishing cloth measures 12x14 inches.

A dealer remarks: "There is no question but what the cash business is the business to do. Some of the most successful business men in the country, however, are those who are doing a credit business.

Current News of the Hardware Trade

Business Changes.

Kennedy, Sask.—J. A. Armstrong has sold a half interest in his hardware business to T. H. Cunningham.

Neville, Sask.—McKenzie and Robinson have been succeeded in their implement business by W. H. Lant.

Tugaske, Sask.—Phillips and Swain hardware dealers have dissolved partnership. Frank Phillips is discontinuing the business.

Tofield, Alta.—R. G. Grieve & Co. announce that they have disposed of an interest in their hardware, furniture and implement business to Geo. McLaughlin and the firm will in future be known as Grieve-McLaughlin, Ltd.

New Firms.

Rapid City, Man.—J. K. Johnson has opened an electrical store in the Nelles Block.

Fire Losses.

Montreal, Que.—The Decbul Tools Ltd., have suffered loss by fire.

Guelph, Ont.—A small fire occurred in the japanning room of Griffin's foundry.

Montreal, Que.—National Stove and Foundry Co. have suffered damage by fire.

Ontario Companies Incorporated.

Kawneer Manufacturing Co., Ltd., Toronto, Ont., capitalized at $100,000.

The Canadian Oak Leather Co., capitalized at $100,000 with head office in Brantford, Ont.

National Vending Machine Co., capitalized at $100,000, with head office in Toronto, Ont.

Dart Cycle Car Co., Ltd., capitalized at $100,000 to manufacture and deal in cycle cars and power-driven vehicles.

Pneuma Tubes, Ltd., capitalized at $1,000,000, with head office in Toronto, Ont., to manufacture and deal in rubber tires, tubes, etc.

The Canadian Mantel and Refrigerator Co., Ltd., Hamilton, Ont., capitalized at $100,000 to manufacture and deal in grates, mantels, refrigerators, etc.

Non-Nitro Explosives Co., Ltd., capitalized at $180,000, with head office in Toronto, Ont., to manufacture and deal in explosives and by-products thereof.

Dominion Incorporations.

American Titanic Iron Co., Ltd., capitalized at $1,000,000, with head office in the City of Quebec, to manufacture and deal in iron, steel and all other metals.

Russell-Jennings Mfg. Co., Ltd., capitalized at $50,000, with head office in St. Catharines, Ont., to manufacture and deal in auger bits, machinery, tools, etc.

P. L. Schmidt Hardware, Ltd., with head office in the City of Montreal, capitalized at $50,000, to carry on in all its branches a general hardware and cutlery business.

To Increase Capital.

Winnipeg, Man.—G. S. Judson & Co., dealers in hardware and implements are applying for authority to increase their capital from $10,000 to $100,000.

Death of James Steele.

The death occurred in Guelph, Ont., after three days illness of James Steele in his 67th year. The deceased was at the time of his death, President of the James Steele Wire Works Ltd.

Burial of A. D. Harris.

The funeral of the late A. D. Harris, president of the Ontario Sewer Pipe Co., who died in London, England, on Dec. 12. took place in Toronto on Dec. 29.

Succumbed to Stroke.

As a result of a paralytic stroke William J. Shaw died at 227 Leslie street, Toronto, on December 29, aged seventy-three years.

Mr. Shaw had been engaged in promoting the International Tool Steel Company of Port Hope, the plant for which is in course of construction and is nearing the stage for manufacture to begin.

Mr. Shaw was formerly a resident of Whitby, and the body will be conveyed to that place for burial.

Burglars in Milton.

Burglars entered the premises of E. F. Earl, stove dealer of Milton, Ont. Several other stores were entered the same night.

Industrial Notes.

Kingsville, Ont.—The R. F. Green Co. Ltd., will build a stove foundry here on a site given by the town.

Brantford, Ont.—The A. J. Reach Co. are putting up a modern plant here to manufacture sporting goods.

Bedford, Que.—Plans for the new plant of the Bedford Mfg. Co., call for four buildings 150 x 50 ft. each.

Ft. William, Ont.—The new plant of the Steel Co. of Canada, will not be ready for operation until the spring.

Sarnia, Ont.—Brick masons have started work on the Perfection Stove Co. plant. The steel framework is all finished.

Petrolea, Ont.—The Canadian Oil Refining Co. are building a new wax works. The cost of the new plant is estimated at $75,000.

Ft. William, Ont.—The National Tube Co. have finished their plant and will employ 100 men in the manufacture of small pipe.

Gananoque, Ont.—The St. Lawrence Steel & Wire Co. have erected a large addition to their factory for storing raw materials.

Walkerton, Ont.—The Walkerton General Casting Foundry, owned and built by Isadore A. Ellinghausen commenced operations on Dec. 13.

Welland, Ont.—A permit for the new factory building and office of the Electric Steel & Metals Co. was issued by the city engineers department last week.

St. Catharines, Ont.—The Consumers Rubber Tire Co., which will establish its factory here, has applied to the Dominion Government for a transfer of lease of 2,000,000 feet of water per day from the Welland Canal granted to the H. Goodrich Co.

Personals.

J. C. Stewart has been appointed manager of the Toronto Wire Nail and Tack Co.

P. F. McClure has resigned his position as manager of the Manitoba Hardware & Lumber Co., at Hamiota, Man.

F. R. Falconer, proprietor of the Pioneer Hardware of the Gateway City, has been spending a few holidays in Edmonton, Alta.

Frank Parsons of Oak Lake, Man., has left for Gravelbourg, Sask., where he has been appointed manager of the hardware department in a large general store in the latter place.

P. L. Robertson president and manager of the P. L. Robertson Screw Co., Milton, Ont., is at present in England completing the organization of the Recess Screw Co., under British patents.

Owen Sound, Ont.—G. N. Griffin of the hardware firm, of Creeper and Griffin, has taken the position of manager of Canada Beds, Ltd., Chesley, Ont., a manufacturing concern, in which he is interested.

Mr. Griffin will still retain an interest in the hardware business in the city.

F. Isaac, of the Leopold Frank Company, of London, England, is returning from a business trip through the West and after covering Eastern Canada he intends sailing for England on the 24th of next month on the Corsican of the Allan Line.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Retailers are busily engaged in taking the annual inventory and are only buying for immediate needs.

A considerable improvement has been noted in the metal markets. Tin, lead, spelter and copper have advanced in price. Metal merchants report that a better feeling exists all round. Trade in iron and steel is still quiet but the tone of the market in these lines has greatly improved.

Stove manufacturers report only a moderate amount of business passing. The continued mild weather is having a bad effect on stove sales.

Paint manufacturers are busy and expect a big years' business in 1914. Prospects for a good future paint trade are very bright.

MONTREAL.

Montreal, December 30th.—Business on the local market this last week has been rather brisk. As a rule, in practically all parts of the country with the exception of this province, business falls off to a marked extent after the holiday rush has been satisfied, but the French Canadians celebrate New Year's day in the same way as the English Canadians celebrate Christmas day with the result that local retailers are still handling quite a number of articles used for gifts and the wholesale houses are receiving repeat orders, although they are limited. The snow fall which came last Tuesday stimulated the Christmas buying greatly and one of the managers of a large firm in this city remarked that as soon as the snow appeared on the scene the Christmas buying, which had consisted of toys and such things up till that time turned into a demand for skates, hockey sticks, and all such seasonable lines. This year has been a very good one for skates, although the heavy demand only started a week or so ago. The amount of business done in this particular line locally has shown an increase over last year.

The fact that the travellers are now in and getting their samples fixed up for the New Year has had its effect on trade in general and the amount of business passing at the present time consists of a few orders of a sorting up nature and these are only in a small way.

Collections in the east are very good, especially in the maritime provinces. Although most of their factories are not doing the amount of business which they are capable of handling it is on account of the western conditions but as these are improving each day it is thought by many that things will be well in their old stride again by the middle of summer. Retailers are ordering in small quantities as they seem to prefer to order oftener.

The only change in prices which occurred through the week were in iron pipe and the following quotations are being given by local dealers.

Size.	Black.	Galvanized.
¼ inch	2.05	2.92
⅜ "	2.05	2.92
½ "	2.50	3.40
¾ "	2.86	3.98
1 "	4.23	5.90
1¼ "	5.72	8.00
1½ "	6.85	9.55
2 "	9.21	12.85
2½ "	10.85	20.55
3 "	19.40	26.90
3½ "	23.35	32.30
4 "	27.65	38.30

In the metal market conditions are improving daily and prices have had a tendency to firm up a little under a little stronger demand from American buyers. The quotations are as follows.

Tin.—The London and New York quotations have both increased since last week under a little stronger demand particularly from American buyers which has had a good effect in strengthening the market. London quotes £170 12s. 6d. for spot while £172 is asked for futures. The New York price this week has also advanced and the quotations are $37.30 for spots while $37.62½ is being asked for futures. It was reported that purchases on the New York market last Saturday easily exceeded 500 tons and that these were all for immediate consumption. It appears that the feeling now existing and the present demand are not of a temporary nature. The local market although not showing any change of price is firming up and if the present conditions are maintained on the primary markets we might expect to see an advance before long.

Spelter.—The demand is still very consistent, but holders will not sell with the same freedom with which consumers are willing to order. The London price this week is £21 12s. 6d., or an advance of 2s. 6d. over last week. New York price also shows an advance and quotation this week is 13 cents over that of last week or $5.15. Local conditions are much the same. In the primary markets it is reported that buyers are so anxious to secure spelter that they are over bidding themselves. It is reported that they are offering premiums over present prices to secure delivery for the distant months as they are, almost without exception, predicting a business boom after the opening of the new year and seem anxious to stock up as soon as possible. The heavy curtailment in the production of spelter and the strength and activity in the zinc ore market also tends to hold

MONTREAL QUOTATIONS ON PIPE.

Size.	Black.	Galvanized.
¼ inch	$2.05	$2.92
⅜ "	2.05	2.92
½ "	2.50	3.40
¾ "	2.86	3.98
1 "	4.23	5.90
1¼ "	5.72	8.00
1½ "	6.85	9.55
2 "	9.21	12.85
2½ "	10.85	20.55
3 "	19.40	26.90
3½ "	23.35	32.30
4 "	27.65	38.30

prices up. Some of the dealers on the New York market expect prices to advance to what they term "their proper level" and are credited with saying that they would not contract ahead for any quantity at 5.40. With these reports in circulation it looks as if this market will hold its present consistent tone for some time to come.

Lead.—The market has firmed up somewhat during the last week and the result has been an advance in prices. London quotation is £17 17s. 6d. or an advance over last week of 2s. 6d. while the New York quotation for the week is $4.05 or an advance of 15 cents. There is a good demand and the market seems to be quite active at the advance. However sellers continue shy and if the present demand from consumers continues prices no doubt will advance again in the very near future.

Copper.—This market has been subject to quite a change during the past week. The London price to-day is £66 for spots, an advance of £1 6s. 3d. over last week while futures have advanced £1 9s. 6d. and are quoted at £66 10s. The New York price has advanced 55 cents from last week and is to-day quoted at $1.55. Reports from the latter city are to the effect that the demand is very active and that the amount of business being done is tremendous. It is stated that the total sales for Christmas week were well on to 100,000,000 pounds and from a seller's standpoint it was the best week of the year. Although there does not seem to be any improvement in the brass and copper mills this is not expected during the closing week of the year. However it is encouraging to know that most manufacturers are anticipating better business conditions after the close of the year.

Antimony.—Although there is no change in the prices of antimony there has been more interest shown in this market lately. This was expected about the first of the year and of course although it is rather early it is not surprising.

Iron.—This market is about the only one that has not shown a change during the week. The London quotation of 50 shillings is the same as that which was quoted one week ago. Business in this line seems to be rather quiet at present as some of the mills are now closed down for their annual repairs. The local conditions are still rather quiet and not surprising for this time of the year.

In the Stove and heating lines the manufacturers are finding conditions rather quiet at present although the retailers are reported to be doing a fair amount of business. It is expected though at this time of the year that the demand needs some stimulation. The heating business at present consists principally of a general repair work.

TORONTO.

Toronto, Dec. 31.—With the Christmas rush over, hardware merchants are now busily engaged in taking the annual inventory. For the next two weeks very little buying will be done, except for immediate needs.

Before figuring on future needs to any heavy extent, the merchants will be anxious to know the results of the past year's business.

Despite the fact that there have been many complaints about business, in various lines of trade, there is every reason to believe that hardwaremen generally, will find that the past year has been a prosperous one for them.

It may be that in some sections of the country, they have not made the increases in business which they had expected to make, but taken on the whole, indications point to a good year's business for Canadian hardwaremen.

Reports from retail dealers in Ontario and the Eastern part of Canada show that in many cases they have shown a big increase in sales.

There is every reason to believe that 1914 will also be a good year for hardware merchants. Canada is bound to grow and prosper, and with growth and prosperity there is a big demand for hardware.

That retailers have faith in next year's business, is indicated by their willingness to book for 1914 spring deliveries. Hardware jobbers report that booking so far on some lines, for next year's business, is the heaviest on record.

Very few travelers are out at present, but by the middle of January they will be starting out in earnest after spring business.

Improvements in Metals.

A pronounced improvement has been noted in the metal markets, and dealers are quite optimistic.

Tin has advanced ¾ cent. per lb., and copper has taken an advance of ½ cent per lb. Lead and spelter have advanced 5 cents per 100 lbs. Pig iron remains unchanged.

Business in iron and steel products is still quiet, but there is a much better feeling in the market. The following prices are now quoted on metals:—

Tin—42c to 43c lb.
Copper—16½c to 16¾c lb.
Lead—5.45 to 5.65 per 100 lbs.
Spelter—5.45 to 5.65 per 100 lbs.

Rope, Twine, Etc.

The demand for rope is quiet, a condition which usually prevails at this season of the year.

The primary markets are easy. No price changes have taken place since the reduction anounced in Hardware and Metal two weeks ago, the reduction then took place on account of easiness in the primary markets.

Toronto quotations are as follows:—

Pure Manila rope.....	16c	base
African hemp rope.....	12c	base
British Manila rope ...	12c	base
Sisal rope	11c.	base
Lath yarn, single	10¼c	base
Lath yarn, double	10¾c	base

Dealers in rope report that the year just closing has been a very satisfactory one as far as business was concerned, and they are looking forward to a good volume of trade in 1914.

Quotations on binder twine for 1914 delivery will be issued in February.

Nails, Screws, Etc.

Wire nails are still quoted in Toronto at 2.25 base. The demand at present is not heavy. There has been considerable price cutting in nails, during the past year and competition has been keen.

No change has taken place in wood screw quotations since the ten per cent. reduction reported a short time ago. Quotations at present are as follows:—

Flat head bright screws..85-10-7½-10%
Round head bright screws 80-10-7½-10%
Flat head brass screws..75-10-7½-10%
Round head brass screws 70-10-7½-10%

A large number of poultry netting orders have been booked for spring delivery. In several instances jobbers re-

WINNIPEG AND FT. WILLIAM QUOTATIONS ON FENCE WIRE.

	Fort William.	Winnipeg.
Lyman 4 point, per 100 lbs.	$1.95	$2.30
Glidden 2 point, per 100 lbs.	1.82	2.15
Baker 2 point, per 100 ibs.	1.80	2.12
Emerican Special, per 100 lbs.	1.45	1.70
Plain Twist, per 100 lbs.	2.80	3.20
Coil Spring No. 9, per 100 lbs.	2.20	2.60

port that poultry netting orders are more numerous, and for larger quantities than the orders booked during the corresponding period of last year.

Two-inch mesh netting is quoted for spring delivery at 50-10 per cent. discount. Smaller sizes are quoted as follows:—

½	in. mesh	x 22 ga. x 12 in.	$3.00	roll.
½	" "	x 22 ga. x 18 in.	4.30	"
½	" "	x 22 ga. x 24 in.	5.65	"
½	" "	x 22 ga. x 30 in.	6.90	"
½	" "	x 22 ga. x 36 in.	8.20	"
1	" "	x 20 ga. x 12 in.	1.50	"
1	" "	x 20 ga. x 18 in.	2.10	"
1	" "	x 20 ga. x 24 in.	2.70	"
1	" "	x 20 ga. x 30 in.	3.25	"
1	" "	x 20 ga. x 36 in.	3.80	"
1	" "	x 20 ga. x 48 in.	5.10	"

Screen wire cloth for spring delivery is quoted at $1.50 per 100 sq. ft. in 100 ft. rolls, and $1.55 per 100 sq. ft. in 50 ft. rolls.

Electrical Goods.

With the Christmas rush over, there has been a relaxation in the demand for electrical appliances. As predicted in Hardware and Metal some time ago, hardware dealers had an unprecedented demand for this class of goods during the Christmas rush.

Household Goods.

As soon as stock-taking has been completed, there will be considerable activity in household goods. The annual household goods, and stock-taking sales will commence and a good demand for household goods will be created.

Such lines as woodenware, enamelware, tin and aluminumware, etc., will be greatly in demand.

Winter Goods.

The weather so far this year has been rather disappointing, as far as dealers in winter goods are concerned. Such lines as skates, sleighs, toboggans, snowshoes, skis, snow shovels, etc., have not been selling as rapidly as might be desired.

Should a severe cold snap set in during the early part of January, it would help in a large degree to move many of the lines, which have not moved as rapidly as they usually do at this season of the year.

NEW QUOTATIONS IN WINNIPEG.

Pure Manila Rope,	16½c lb| base
British Manila	12½c lb. base
African Hemp	12½c lb. base
Sisal	12½c lb. base
Solder ½ and ½	26c lb.
Planished Copper	37½c lb.
Tinned Copper	30c lb.
Turpentine	75c per gal.

NEW QUOTATIONS IN WINNIPEG.

Canada Plates:—	
Half polish 6-7 inch	$3.50
Half polish, 8 inch	3.75
Full polish, 6-7 inch	4.35
Full polish, 8 inch	4.60
Galvanized iron:—	
Apollo, 16 gauge	3.85
20 gauge	4.00
22-24 gauge	4.10
26 gauge	4.25
28 gauge	4.50
10¾ oz.	4.75

Builders' Hardware.

Business in builders' hardware is quiet at present and will in all probability continue so until the resumption of building operations in the spring.

The Stove Trade.

Stove manufacturers are experiencing a quiet spell at present. The comparatively mild weather which has prevailed during the past two months has not been conducive to good business.

Retail dealers are, in the majority of cases, busily engaged in taking the annual inventory. Stove travelers are busily preparing for an early start in the New Year.

Trade in enamelware, tinware, aluminumware, etc., is holding up well and a very fair volume of trade is passing in these lines.

WINNIPEG.

With the New Year come many important changes in prices mostly a revision downwards. An important staple line which all western hardware men must carry is barbed wire on which the new prices and other changes in copper, Canada plates, galvanized iron, rope and solder, will be found in the list of Winnipeg wholesale prices.

For the present trade is very quiet. Travellers are off the road for the holiday season and the greatest wholesale and jobbing houses are stock-taking. It is generally understood that 1913 can be classed as a good year though not ranking with 1912 which, however, must be remembered as exceptional.

The general tone of business in the West is satisfactory and healthy, colder weather and snow will put considerable life into certain lines that have been quiet for some time. A largely increased acreage under crop in 1914 will undoubtedly lead to a considerable expansion of trade in certain lines and next year's building programme will be a large one.

Most hopeful for the hardware man too is the enormous construction work planned by the great transportation companies. The definite announcement that the C. P. R. will push active construction into the Peace river valley and further north is important. There is a vast territory in that direction awaiting development and thousands of settlers will pour in as transportation improves. Fortunately competition among the railroads to secure footing is very keen and development will be rapid.

CREATING BUSINESS IN DULL TIMES.

(Continued fro mpage 46.)

which can have a larger and a growing and a better business in bad times than it has had in good times, is the concern that is going to stay in business and the concern that is going to survive in spite of any obstacle.

This good old country of ours isn't nearly as bad as some of them would like to paint it. Let's all be full of optimism. Let's all make up our minds that we are going to have a good year in 1914, and start out the year 1914 with that in our minds, with that intention to make our business, each one of our businesses, whatever that business may be, whether we are the buyer or the seller—let's do that work thoroughly. Let's do whatever we try to do well, and let's go at it consistently and work, and we will all be successful next year.

A REVIEW OF FINANCIAL CONDITIONS.

(Continued from page 42.)

larger, and these figures will probably be exceeded.

The per cent. gain in fisheries in six years has been greater than most products. As a matter of fact it has amounted to nearly forty per cent.

Crops a Big Item.

Though second in total wealth valuation, the field crops of Canada are of primary importance as a producer of wealth. It is true that output in bushels of some grains show a falling-off this year; but this is largely counterbalanced by the larger wheat crop and the superiority in quality of crops this year. With net result, that total valuation of crops gives this year $526,295,410 compared with $511,977,600. Still, they were not up to 1911's $555,874,600 though better than 1910's $507,184,100.

Methods of Retailing Paints and Varnishes

1914 Outlook in the Paint Department

Balancing up for the Past Year—The Outlook for 1914 is Bright—Suggestions for Improvement Next Year—Your Paint Business Will be What You Make it.

The Christmas rush is over and hardwaremen in all parts of the country have started the annual stock-taking.

The inventory, if properly taken, reveals to the dealer, the condition, and value of his stock, and he is enabled to balance his books.

To some dealers, the results of the year's business, will be very satisfactory, and to others dissappointing.

There are very few dealers, who, on looking back over the business of the past year, will not be able to see where several improvements could have been made in their business organization.

It may be that improvements could have been effected in the advertising methods of the firm, the arrangement of the stock, the selling organization, the use of the show windows, use of free advertising matter supplied by the manufacturer, or in other ways, which are now apparent to the dealer.

Many of the improvements, thought of by the dealer, can be applied particularly to the paint department.

The progressive dealer will not sit down, and mourn over his mistakes of the past year. He realizes that all men make mistakes. He will start out with a grim determination to make 1914, a bigger, and better year, as far as his business is concerned.

Even if his expectations have been realized, he will not be satisfied to go ahead in the same manner as last year. The merchant who is satisfied to leave well enough alone, is standing still.

There is good business ahead, manufacturers, jobbers and retailers generally, are looking forward to big things during the next year.

During the past year, many buildings have been painted, but many remain unpainted.

The talk which has been circulated about the financial stringency, has caused many intending paint purchasers to put off their painting until next year.

Many of the prospective customers have had the money to spend, but owing to the reports of hard times, have been retrenching in their expenditures.

A man who owns several houses, and does a considerable amount of painting almost every year, was asked why he did not do any painting last fall. He stated that the financial stringency had prevented him from spending any money on paint. When asked how he knew there was a financial stringency, he stated, that he had read about it in the newspapers.

This man is not in a class by himself, there are many more like him. They have been holding on to their cash during the past year.

A spirit of optimism prevails at the present time ,and the New Year has many good things in store. There will be many good opportunities for making paint sales next year.

There are many people who realize that they should have done their painting last fall. They will be excellent prospects to follow up early in the new year.

In thinking over the mistakes of the past year, think also of a remedy and put it into effect during the first month of the new year.

Make your plans early. There are very few hardwaremen who do not have time during the winter to plan ahead with a view to doing bigger and better things.

Make up your mind that your paint department is going to show a big increase next year, not only in turnover, but also in profits.

Study the arrangement of the stock in your paint department, and see if a re-arrangement would not be advantageous. Because the goods have been kept in a certain location for many years past, is no reason why they should be kept there indefinitely.

Plan to make better use of your advertising matter in order to create more enquiries and sales. Spend some of the spare time early in the new year, in having conferences with your selling staff and give them a few lessons on paint salesmanship.

Get up a complete mailing list for use early in the spring.

Introduce a system, for going through your paint stock each week in order to find out if the stock is low in any line. Lost sales are lost profits.

Make up your mind to make the coming year, the bumper year in the history of your paint department. Your 1914 paint business will be about what you make it.

NEW CARTAGE SCHEDULE EFFECTIVE JAN. 1.

Montreal, Dec. 29.—The railways issued their new cartage schedule to-day to take effect January 1. They have established a rate in Montreal of four cents per 100 lbs., which is an increase over the present rate of one cent.

The rates for the other centres are:

Toronto, 3¼ cents; Hamilton, 3 cents; and the following points also 3 cents; Bothwell, Brantford, Glencoe, Guelph, Hamilton, Kingston, London, Ottawa, Sarnia, St. Catharines, St. Hyacinthe, St. Thomas, Thamesville, Valleyfield, Walkerville, and Windsor.

The minimum in all cases is 20 cents. A feature of interest to the shippers is the addition to the list of exceptions to the flat tariff of the following freight: Baskets, empty packages, furniture (excepting brass and iron bedsteads).

The request of the local shippers has been granted as promised by the Customs Department, namely: To hand the delivery of customs parcels over to one carrying agent under orders from the customs examining warehouse, and thus cheapen the cartage which importers have agreed to pay.

SIMPLE SOLUTION OF A VENTILATING PROBLEM.

(Continued from page 49.)

Take compasses and place at A, opening up to F. Then draw vertical line and make centre A. Then draw circle as shown in Fig. 4. Use the same stretch-out measurements as shown in Figs. 2 and 3, viz., 1, 2, 3, 4, 5, 6, 7, repeat the same operation as was required when developing flare D, the lower piece to be known as the deflector, being the exact size, the upper one or hood to be large, as stated before, to allow for seam. All these seams should be well sweated together, and made air tight.

For a 6-inch ventilator the position of hood should be one inch higher than the opening of pipe at line 3.

Vitralite

The Long-Life WHITE ENAMEL

Pratt & Lambert's Well Known Products

A VARNISH FOR EVERY PURPOSE

For over sixty years Pratt & Lambert varnishes and stains have been on the market. For three score years—longer than the life of the average user—they have been advertised to an appreciative public. They have found popularity with painters everywhere solely on their merits.

Sell your customers the best and retain their trade. If you are not a Pratt & Lambert dealer, let us supply you with full details of this stock. It will pay you to handle these well-known products.

"61" FLOOR VARNISH

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

Three Big Reasons Why

BERRY BROTHERS VARNISHES

Are Money Makers for the Dealer

1. Berry Brothers Have Been Making High-Grade Varnishes for Fifty-five Years.

The reputation of Berry Brothers as makers of good varnish dates back 55 years.

Painters, decorators, architects and home owners for over half a century have been friends and users of Berry Brothers' Varnishes. Berry Brothers' dealers have been successful because Berry products stand the test of time and repeat.

2. Berry Brothers' Progressiveness Have Helped to Make Our Dealers Successful.

There is now a Berry Brothers' product for every varnish need. No matter what your customer's need may be—interior or exterior finish—varnish for house, boat or furniture—there is a Berry Brothers' product best adapted for that use.

And your customers will appreciate your interest in recommending the proper varnish for the use they have in mind.

3. Our Extensive Advertising to Varnish Customers is a Big Sales Help to Our Dealers.

For many years we have been telling the Berry Brothers story to varnish consumers from Coast to Coast. That is one big reason why dealers have found it pays to push Berry Brothers' products.

Any good article which bears a reliable manufacturer's name, one that is backed by a large amount of money spent in national advertising, is bound to have an increasingly popular demand year after year.

This is especially true of Berry Brothers' products. They have unusual merit, they have the reputation, and they are backed by a large volume of intelligent advertising that brings varnish consumers into the stores of Berry Brothers' dealers.

If you do not handle our varnishes you will find it well worth while to send for our literature and dealers' proposition to-day.

HERE ARE FOUR OF OUR PRINCIPAL PRODUCTS.

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish or interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar (It's Waterproof)—Widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

World's Largest Varnish Makers

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, December 30th, 1913.—Conditions in the local market at present are rather quiet owing to the majority of the manufacturers having closed down for their annual repairs. The travellers are in off the road and this, of course, has had a tendency to quieten things to some extent. In the prepared paints it is reported that the retailers are holding small stocks at present and the manufacturers are anticipating a big year in this trade. Orders being received at present are very small and it seems that the retailer prefers to order small and often instead of stocking up to any great extent. White lead prices show no change from last week and it appears that buyers are holding off. Linseed oil and turpentine remain unchanged with a seasonable demand in evidence. The demand for coal oil is, of course, very good as is usual. Gasoline has quieted down somewhat as has also benzine. The demand for glass and putty is much the same as in previous weeks. Owing to building operations having practically ceased for the winter months this business has, of course, slackened up a bit.

Local manufacturers, or at least some of them, will start operations again on Monday and they will devote most of their attention to their stock of prepared paints. They will, of course, have to stock up for the spring and summer demand and also stock up their branch houses for the same purpose. This no doubt will attract most of their attention until the spring rush starts in. The travellers will start back on the road again next week and this ought to stimulate business to some extent.

Linseed Oil.

The following prices are quoted on linseed oil:—

Raw Oil—

1 to 4 barrels	57c per gal.
5 to 9 barrels	56c per gal.
10 to 25 barrels	55 per gal.

Boiled Oil—

1 to 4 barrels	60c per gal.
5 to 9 barrels	59c per gal.
10 to 25 barrels	58c per gal.

With open prices for carload lots.

White Lead.

Buyers of white are purchasing only for immediate needs. The following quotations are still ruling:—

Dry White	6¾ cents.

Lead in Oil—

5 ton lots	$7.75
1 ton lots	8.05
Less than 1 ton	8.25

Glass and Putty.

There is a reasonable demand for glass and putty. No price changes have occurred. Standard putty is quoted as follows:—

Putty quotations as follows:

Bulk, in casks ....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 10 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

TORONTO.

Toronto, Dec. 31.—With the holiday spirit still very much in evidence, there is only a limited amount of trade passing in the paint business.

Very few travellers are out at present, but a start will be made early in the New Year. Varnish manufacturers report that business is holding up exceptionally well for this season of the year.

The year just closing has been a very fair one for the paint trade in general. There is every reason to believe that a large volume of paint business will be transacted during 1914.

Retailers are busily engaged with the annual stock-taking, and until it is completed very few new orders will be placed.

A large number of heavy orders have been booked for spring delivery, in fact up-to-date they appear to be heavier than during the corresponding period of last year.

Manufacturers of paint are, in the majority of cases, very optimistic regarding the outlook for 1914, and are making preparations for a big year's business.

The fact that retailers who have booked their spring orders, have ordered heavily, indicates that they too, expect a good share of trade in 1914.

No price changes have occurred in Toronto quotations during the past week.

Linseed Oil.

Quotations on raw and boiled linseed oil remain as follows:—

Raw Linseed Oil—

1 to 2 barrels	59c per gal.
3 to 5 barrels	58c " "
6 to 9 barrels	57c " "

Boiled Linseed Oil—

1 to 2 barrels	62c per gal.
3 to 5 barrels	61c " "
6 to 9 barrels	60c " "
10 barrels	Open.

Oil for less than 1 barrel 7 cents per gallon additional, with the usual charge for cans.

White Lead.

The demand for lead is quiet at present, and dealers are only purchasing for immediate needs. A number of orders have been booked for spring deliverey. Quotations for delivery up to May 15, 1914, are as follows:—

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Turpentine.

Receipts at Savannah last week were 3,260 barrels, and sales 2,502 barrels. The market continued unchanged. Toronto dealers are selling turpentine at 66 cents per gallon, in single barrel lots, and 65 cents per gallon, in 2 to 4 barrel lots.

Glass and Putty.

There is a seasonable demand at unchanged prices.

Standard putty is quoted as follows:—
Bulk in casks, $2.40 per 100 lbs.
Bulk in 100 lb. drums, $2.60 per 100 lbs.
Bladders in barrels, $2.90 per 100 lbs.
Pure Putty, 70c per 100 lbs. advance.
Glass is quoted at 15 per cent. discount.

THE VALUE OF PRICE CARDS.

(Continued from page 44.)

In the accompanying illustration is shown an interior view of the hardware store of John Corbett, Kingston, Ont.

Mr. Corbett is a firm believer in the value of show and price cards, and in the accompanying view a few of the many cards used in this store are shown.

Neat price cards, with large clear figures, are used, and some of the lines on which prices are quoted are:—Knife boards, thermometers, kalsomine brushes, door mats, corkscrews, and many others.

The store is a model for neatness, each article has a place, and can be found in its place.

Another feature in this store is the manner in which the goods are displayed. No waste space is allowed. Samples of all goods carried in stock are shown.

Seasonable goods are always kept well to the front.

Price and show cards are used literally and assist materially in making sales.



ALL PAINTERS KNOW

that if wide and long continued use is any indication, then

Brandram's B.B. Genuine White Lead

is the very type of success, for it is doubtful if there is any other branded product that has endured for so many years and held its own against time and change, and the reason for it is this:

The nature of the Brandram process is such that the White Lead produced by it is strictly amorphous and noncrystalline, 100% pure and of perfect evenness of grain; and this is *always* true of it, hence a uniformity of product unknown in leads made by other processes.

Such lead as this is the only kind that you can always depend upon. It is unequalled in covering qualities and durability and makes the most perfect known base for paints.

This is the White Lead you should sell—the only kind that pays in the end.

Write for booklet telling all about it.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3¾ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge..... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS. VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lbs.	
Casting ingot	16 75	16 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1..	21 00	21 00
Canadian Foundry, No. 2..	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs...	2 30	2 35
Refined iron, per 100 lbs...	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)..	2 50	2 50
Reeled machinery steel ...	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 38
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel..	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....
Cold Rolled Shafting.		
9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75		2 85
All bright, 52 sheets	3 90		4 00
Galvanized—Apollo	D. Crown		Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x30	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

STANDARD WROUGHT LAPWELD PIPE.

Size.	Black.	Galvanized
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	158 70
10 inch	133 90	179 20
12 inch	172 40	233 20

Size.	Black	Galvanized
¼ inch	2 16	3 06
⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

The above prices are for Standard Wrought Buttweld Pipes.

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.
Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 11¼
Light copper & bottoms..	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 45
Imported pig, per 100 lbs..	5 65	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 26½	0 25
Wiping	0 24½	0 24

Hoyt's strictly, standard, wiping, 20c to 30c lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lbs.	6 25	5 45

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)		Per box.
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	9 50

"DOMINION CROWN REST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50
"Allaway's Best" Standard Quality.		
I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	....	7 50
XX, 14x65, 50 sheet bxs.)		

TINNED GOODS.

12x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized		2 85
Plain		2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-inch x 22 ga. x 12-inch, roll	$3 00
½-inch x 22 ga. x 18-inch, roll	4 30
½-inch x 22 ga. x 24-inch, roll	5 65
½-inch x 22 ga. x 30-inch, roll	6 90
½-inch x 22 ga. x 36-inch, roll	8 20
1 inch x 20 ga. x 12-inch, roll	1 50
1 inch x 20 ga. x 18-inch, roll	2 10
1 inch x 20 ga. x 24-inch, roll	2 70
1 inch x 20 ga. x 30-inch, roll	3 25
1 inch x 20 ga. x 36-inch, roll	3 80
1 inch x 20 ga. x 48-inch, roll	5 10

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.

Rustless screen cloth, 7c sq. foot.

Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

Minerva Co-operation Is Real

How is your paint stock? Does it hang fire and stick on your shelves? The full margin of profit in your paint department can only be realized by handling a good clean-cut quality stock, of known reputation and backed by common sense help in direct support of your business, **the kind of co-operation that counts.**

Feature—**MINERVA PAINTS**—the famous British Brand, and watch your paint sales grow.

Ask any Minerva agent for his opinion.

We will be pleased to supply their names on request. There are hundreds with daily increasing sales.

You should know about our 1914 campaign. Write for details.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

MINERVA HOUSE **377 Carlaw Ave., TORONTO**

Established in England in 1834 Y-67

What Are You Going To Do?

Success for the New Year depends largely on the plans and decisions you make now. Paints and Varnishes are important lines, and should have your full consideration before deciding what brand you are going to sell.

Compare all the various makes that the market affords, keeping "Service to your customer" uppermost in your mind, for your profit and success for the next twelve months will be in proportion to the service you render your customers.

Martin-Senour "100% Pure" Paint is the line of least resistance—the easiest paint to sell, by reason that buyers are pre-convinced that purity in paint means greatest service and greatest satisfaction.

Before deciding on your line of Paints and Varnishes for 1914, look well into this Martin-Senour Proposition — the quality of the goods—the forcefulness of our *nation-wide* advertising campaign—you will find many points of advantage that are bound to interest you. A postal will bring you full particulars.

THE MARTIN-SENOUR CO.

LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Millo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 25
O.K. Paper, No. 1, per roll..... 0 25
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 80
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100 ..... 3 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 8 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" " English 17 00 21 00
" " American, low 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. ..... 5 50
Fire clay (American), net ton 8 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs. 4 65 4 80

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 40
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 86
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 65	1 20
8 in., doz. prs.	2 10	1 50
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock ..... 16c ft.
Ontario ..... 16c ft.
Faultless ..... 20c ft.
Extra Heavy ..... 23c ft.
Hercules ..... 23c ft.
Decorator ..... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.35
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22			2.86
24			3.12
26			3.38
28			3.64
30			3.80
32			4.16
34			5.10
36			5.40
38			5.70
40			6.00
44			7.48

(COMMON SINGLE LADDERS)

8 ft., each $0 80
10 ft., each 1 00
12 ft., each 1 20
14 ft., each 1 54
16 ft., each 1 76
18 ft., each 1 96
20 ft., each 2 40
22 ft., each 2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each ....$1 50 14 ft., each $4 20
8 ft., each .... 2 00 16 ft., each 4 80
10 ft., each .... 2 50 18 ft., each 5 40
12 ft., each .... 3 00 20 ft., each 6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 80
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.36, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 3, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 15 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH TAILOR SHEARS



You'll Find Heinisch Quality and Heinisch Profit a Combination Hard to Beat.

"Heinisch" Tailor Shears are made by methods developed during the **85 years** of their manufacture.

The **quality** of material used, and the workmen employed are the **very best** procurable.

Heinisch high quality is also found in our **Scissors, Trimmers, Tinners' Snips,** etc.

Be sure to specify "Heinisch" Goods when ordering from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture **Robertson Socket Head Wood Screws** and **High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OIL CANS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00

MACHINE OILERS.

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope 0 11
Pure Manila rope 0 16
"British" Manila 0 12
frican hemp 0 12
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¼
Lath yarn, double 0 10¾
Sisal bed cord, 48 feet, per doz.. 0 72
Sisal bed cord, 60 feet, per doz.. 0 90
Sisal bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3ply twine.... 0 26
Wrapping cotton, 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

65d ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 3 40
Common, plain 4 25
Common, plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs. 2 35
Solid, 3 to 30 lbs. 1 65

SASH CORD.

No. 9, per lb. 0 50
Sash Chain, No. 2, hd. ft. 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 18, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent

Wood	F.H.,	bright and steel.	85 10	7½ 10
"	R.H.,	bright	80 10	7½ 10
"	F.H.,	brass	75 10	7½ 10
"	R.H.,	brass	70 10	7½ 10
"	F.H.,	bronze	70 10	5 10
"	R.H.,	bronze	65 10	5 10
Drive screws			65 10	5 10
Set, case hardened			60 10	
Square cap			50 and 05	
Hexagon cap			45	
Bench, wood, per doz.			$5 00	
Bench, iron, per doz.			4 25	

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½	45
Draining tools 60	60	
Scoops .....50 and 5		45 and 5
Hollow backs and sand shovels 60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 5 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

6 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

6 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 15 75

STONES—OIL AND SCYTHE.

			Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.			3 50	4 00 5 10
No. 2, 6 in., 7 in., 8 in...			2 50	3 10 3 50
Hindostan		per lb.	0 06	0 10
"	Slip	"	0 15	0 20
"	Axe	"	....	0 16
Deer Creek		"	....	0 10
Weerlick		"	....	0 25
"	Axe	"	....	0 15
Oily White, 6 in., 7 in., 8in., doz.			6 00	6 60 7 60
Arkansas		"	....	1 50
Water-of-Ayr		"	....	0 10
Scythe		per gross	3 80	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 51 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 130 00
Velox 130 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 130 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., dos..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 50 25
Trojan, 13 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 31 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in..			0 70
"	"	" 34 in..	1 00
"	"	" 36 in..	1 25
"	"	neckyokes, 36 in..	1 25
"	"	doubletrees, 40 in..	0 95
"	"	lumbermans, 44 in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors', 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 85
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders, 50 and 5 per cent.
Steel fry pans, 60, 20, 10, and 5 p.c.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 109..	1 35	2 80

Toasters, 50 per cent.
Fire shovels, 50.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 80
Folding ironing boards 10 25 12 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz. 6 80
With rim, 18x28, per doz. 7 20
With rim, 20x30, per doz. 7 80
Without rim, 18x24, per doz. 4 00
Without rim, 18x28, per doz.".... 4 50
Without rim, 20x30, per doz. 5 00

"Best Wishes and Our Thanks"

At this—the dawn of 1914—we just want to wish you the compliments of the season, your full share of good health, a large slice of prosperity in the New Year.

And at the same time we would like to express our sincere thanks and appreciation for your patronage during the past year and to assure you, that if you try us out in the coming one, you will not find us wanting.

Benjamin Moore & Co., Ltd. **Toronto, Canada**

"SILKSTONE" Flat Wall Colours

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good in your store for the customers they bring—good for your customers for the service they give.



Silkstone—smooth as silk, hard as stone—is sanitary, washable and better than wall paper. Your customers will be satisfied with it—they'll come again, and the nice profit will make you glad to see them.

We want agents in some places yet. Write.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. **WINNIPEG, CANADA**

Over half a hundred years of paint production

has brought us to the point where we can unhesitatingly recommend Jamieson's various Paints to be unsurpassed for the particular work for which they are manufactured.

The dealer is protected

because this recommendation amounts to a guarantee on every drop of paint that goes out of our factories.

We want to talk over the paint proposition with you. How about it?

R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. Dods & Co., Limited

Montreal **Vancouver**

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	**1 80**
Folding, per doz.	**3 60**

WASH BOARDS.

Glass, doz.	**3 25**
Enamelled, doz.	**4 80**

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	**1 00**

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
Litharge, flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake 0 10	0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb.	0 19½
In 50 & 100 lb. drums, per lb.	0 20¾
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts., 100 lb. in cs., lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs., lb.	0 23¼
In ½ lb. pkts., 100 lb. in cs., lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per Gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil. H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	**2 50**

PINE TAR.

Half-pint tins, per dozen	**0 80**
Pint tins, dozen	**1 10**

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	**6 15**	**6 00**
Genuine, 100 lb. kegs, per cwt.	**6 40**	**6 25**
No. 1 casks, per 100 lbs.	**5 90**	**5 75**
No. 1 kegs, per 100 lbs.	**6 15**	**6 00**

SHINGLE STAINS.

In 5-gallon buckets	**0 75**

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	53	59
Linseed Oil, 3 to 5 bbls.	52	58
Linseed Oil, 6 to 9 bbls.	51	57
Linseed Oil, boiled—		
single bbls.	56	62
3 to 5 bbls.	55	61
6 to 9 bbls.	54	60
Alcohol, 5 gal. lots, per gal.	**1.00**	**1.00**
Resin Grade G, bbl. lots	**7.25**	**8.00**

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Star.	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	**3 40**	**5 00**
26 to 40	**3 60**	**5 45**
41 to 50	**4 00**	**6 25**
51 to 60	**4 25**	**6 75**
61 to 70	**4 50**	**7 25**
71 to 80	**....**	**7 75**
81 to 85	**....**	**8 50**
86 to 90	**....**	**10 00**
91 to 95	**....**	**11 00**

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	**0 07½**

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	**0 70**
Gilders bolted, in barrels	**1 00**

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 80 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.91 Fort William, $2.27 Winnipeg. Baker 2 pt., $1.93 Fort William, $2.26 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.96 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Price quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅝, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75, sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 8-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $36.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.80.

LOGGING CHAIN.

⅛ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.00; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

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Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

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Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

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Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

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Per gal., barrel lots, 70c.

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White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.75 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3¼c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

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PARIS GREEN.

24½ cents per 112 lbs.

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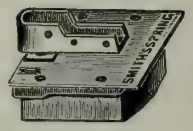
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With 2 in Shoe,
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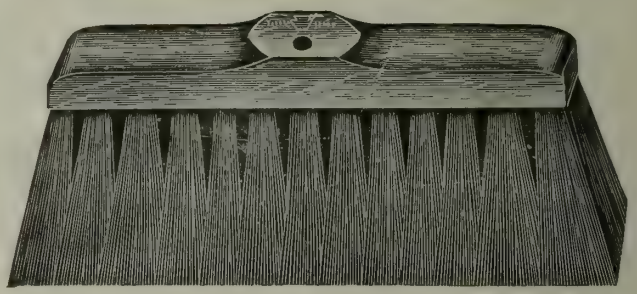
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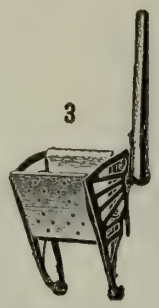
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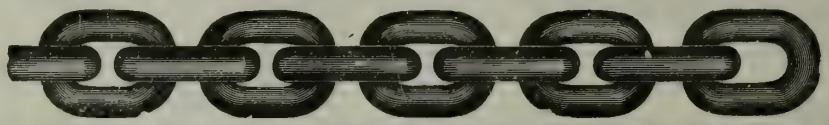
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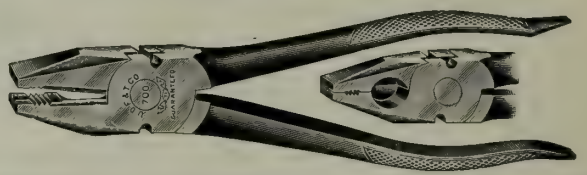
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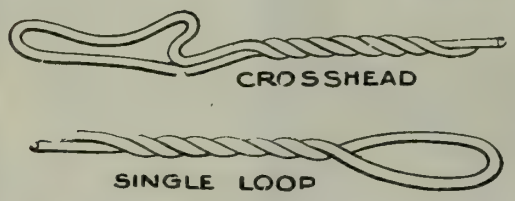
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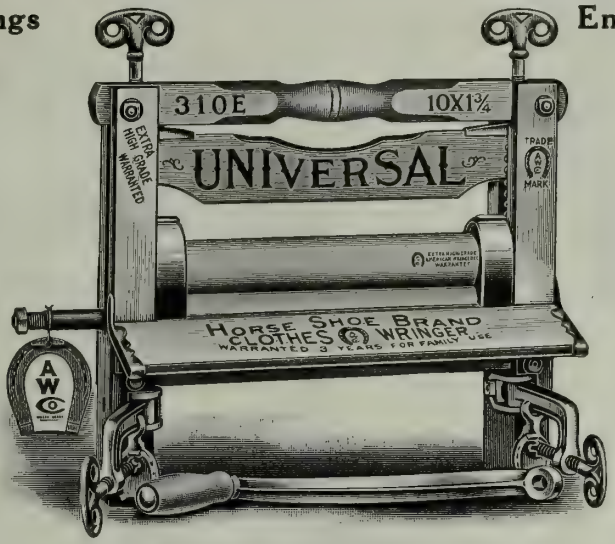
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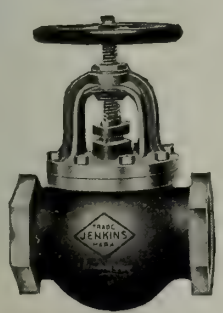
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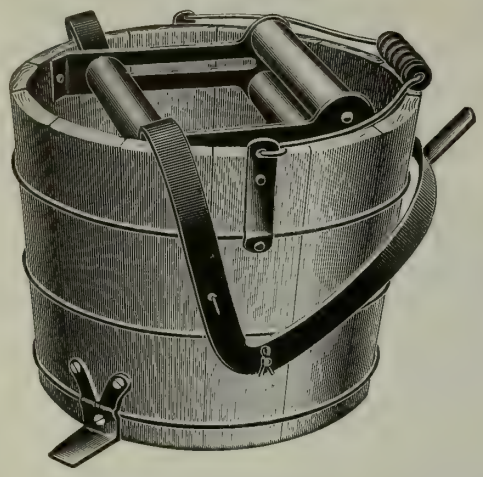
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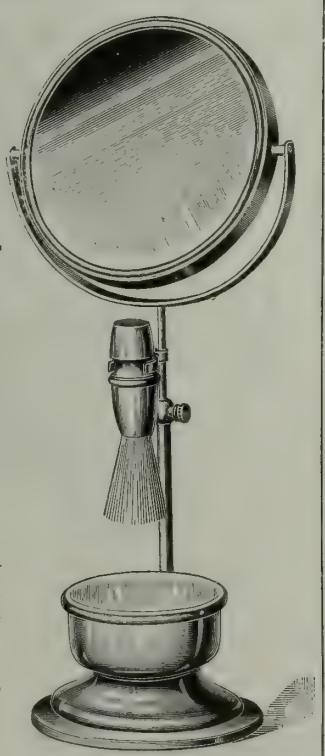
We Manufacture

HIGH CLASS METAL

SHAVING SETS.
BOWLS, MIRRORS, ETC.
TOILET ARTICLES OF EVERY DESCRIPTION.
ALSO AN EXTENSIVE RANGE OF TEA POTS, COFFEE POTS, SUGAR BASINS, ETC.

PROGRESSIVE CANADIAN DEALERS CAN PROFITABLY HANDLE OUR PRODUCTS.

Canadian Agents: Messrs. Rau, Voss & Co., 160 Bay Street, Toronto.



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SPAICHINGEN, - GERMANY

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

is the roofing that gives the greatest satisfaction to customers.

Its **lasting** waterproof quality appeals strongly to them because they know it means trouble-proof, economical roofing.

And when they learn that the patented Kant-leak Kleet, in rolls of Genasco smooth surface roofing, makes seams lastingly waterproof without cement or large-headed nails, they want it double quick.

Take hold of this easy-selling satisfaction-giving proposition and make your share of money out of it now.

Order from your jobber. Write us for samples and full information.

The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto. Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden & Co., Ltd., 200 York St., London, Ont. The Canadian Asphalt Co., Ltd., Winnipeg, Man.





25 Years' Experience

in making hack saw blades stands back of every

Star Hack Saw Blade

we send out. Our sales have increased yearly because time has demonstrated the surpassing qualities of Star Blades. Steel, teeth and temper are right and **always dependable**, and this **uniform** excellence is your best guarantee of service and satisfaction.

Send for Catalog.

Millers Falls Company
28 Warren Street
New York



TWO STYLES MEET ALL DEMANDS

SHEET ZINC

PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

B. & S. H. THOMPSON & CO., Limited

TORONTO MONTREAL WINNIPEG



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

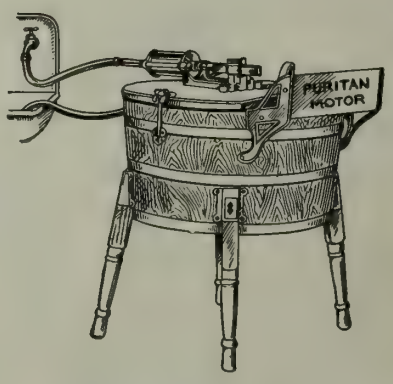
You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

Sell Your Customers The MAXWELL "Puritan" Motor Washer!

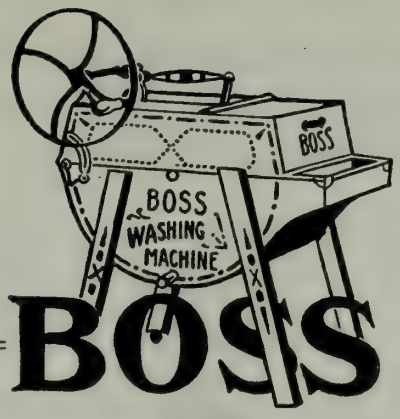


A PERFECT and complete self - washer which runs by water power from the ordinary pressure obtained from the faucet. Requires no attention and does the work in a fraction of time required by any other method. Simple and easy to operate. No delicate parts to break or get out of order.

MAXWELL'S "PURITAN"

Motor is of the reciprocating type—the most reliable and satisfactory of all styles of water motors. Valves built to resist action of grit or sand. Write to-day for Catalogue.

DAVID MAXWELL & SONS, St. Mary's, Ont.



BOSS

No. 23

The "**Boss**" is pre-eminently the washer for the home. Its moderate price and efficiency as a washer, make it a very desirable aquisition from the housewife's viewpoint. And where you might sell **one** more expensive machine, you'll sell **ten** "Boss" washers, so it will pay you to keep the "Boss" always in stock.

Besides we allow you a very handsome margin of profit.

Our line of woodenware is complete. **Write us for catalog.**

WALTER WOODS & CO.

Hamilton and Winnipeg

A Dealer's Proposition

of exceptional interest to live hardwaremen is that of the

CONNOR LOW PRESSURE Water Motor Washer

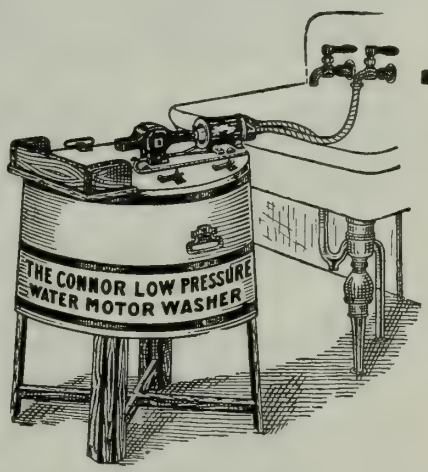
This washer lives up to its name—running efficiently on a pressure as low as 20 lbs. Women all around you are waiting for just such a washer. By getting in on this early you will secure the cream of the trade in your district.

We have a dealer proposition that will "look good" to you. Write for details.

J. H. CONNOR & SON

Limited

OTTAWA ONT.



Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

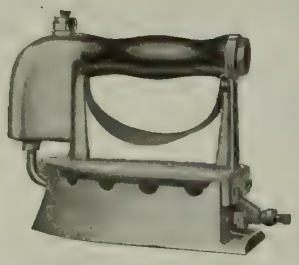
The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

Easy for you to sell Easy for your Customer to use—



Patd. Aug. 9th. 1910.

The "Standard" altogether is an easy money proposition.

A self-heating sad iron, light, handy, easily regulated; safe, economical, usable anywhere, it will appeal directly to that large number of your patrons, the housewives.

For them it robs ironing day of its fatiguing terrors.

For you it earns a handsome profit. We guarantee it absolutely safe; it has a cast fuel tank, and we back you up in selling it on the "money back if not satisfied" principle.

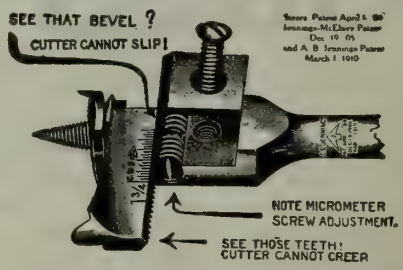
Write for our proposition to-day.

The Standard Sad Iron Co.

Mansfield, Ohio.

The Greatest Invention Ever Made in Wood Boring Tools

By means of the micrometer screw adjustment the cutter can be adjusted to 1-1000 of an inch and once adjusted will bore any number of holes and each hole will be exactly the same size, both top and bottom.



Made in two sizes:

No. 1—cuts from 7/8 to 3 in.
No. 2—cuts from 5/8 to 2 in.

Both furnished with two cutters.

Canadian Quality Saw & Tool Works

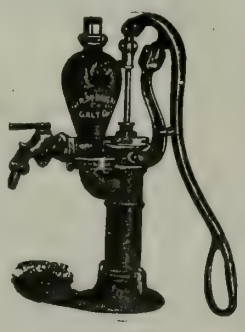
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MONTREAL - QUEBEC

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The R. McDougall Co., Limited

GALT, CANADA

We are headquarters for

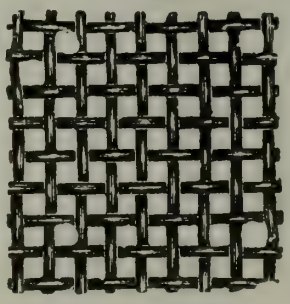
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.

Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

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D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

Amatite ROOFING

Needs No Painting

Tin makes a good roof *if you paint it.* Canvas makes a good roof *if you paint it.* Any felt makes a good roof *if you paint it.* Even paper makes a good roof if you paint it. But Amatite makes a good roof if you *DON'T* paint it.

On a painted roof, the paint is what gives the real protection. The rest of it has no function except to provide a smooth, unbroken surface with no seams or cracks, to which the paint can be applied. Anything which has strength enough to keep the wind from blowing it away or the rain from beating it in, will be waterproof if you use paint enough.

Amatite Roofing, however, needs no painting. *It is a real roofing,* a roofing that can be left out in the rain without the slightest damage.

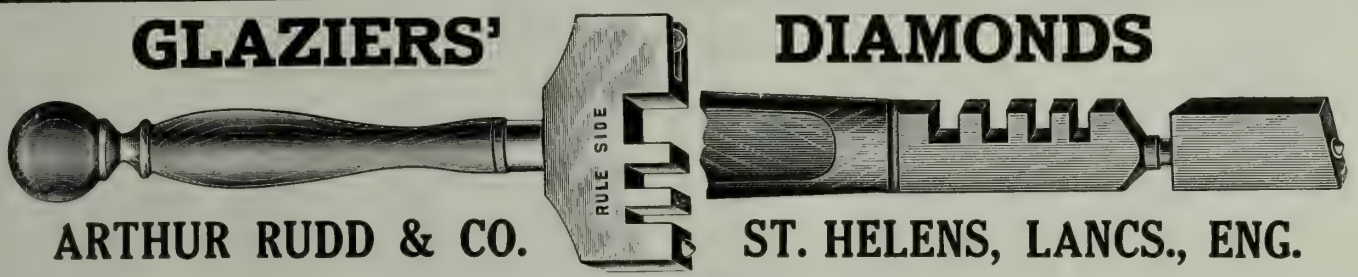
The wearing surface is mineral matter embedded into a heavy coating of pitch and never needs painting.

We shall be glad to send you a sample of Amatite free of charge if you will send a postal request for it to our nearest office. The sample will show you what the mineral surface is like.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S

GLAZIERS' DIAMONDS



ARTHUR RUDD & CO. **ST. HELENS, LANCS., ENG.**

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

St. Helens, Lancs., June 27th, 1899.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal. ***Write for Price Lists.***



You Never Miss the Hatchet Until the Handle Breaks

Your customers appreciate that fact, and will buy the Bur-Nor, if you show them the reinforced, all steel Handle. They are 50% stronger than wooden handled hatchets.

Ask your Jobber or write us for catalogue and prices direct.

Burgess-Norton Mfg. Co.

Geneva, Ill., U.S.A.

BUR-NOR

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Rarting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
Jennings Pattern Auger Bit.
Bates Pattern Auger Bit.
Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience



goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"



Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

BRASS CORNICE POLES and FITTINGS.
CURTAIN RODS and FITTINGS.
STAIR RODS and EYES, STEP PLATES.

Write for samples and prices.

G. B. BIRCH

The Cheapside Brass Foundry

BIRMINGHAM, ENGLAND.

IF YOU WANT



DOOR CURTAIN RODS
DESK OR HAND RAILS
STAIR TREADS & NOSINGS
TUBES, BEADINGS
MOULDINGS OR

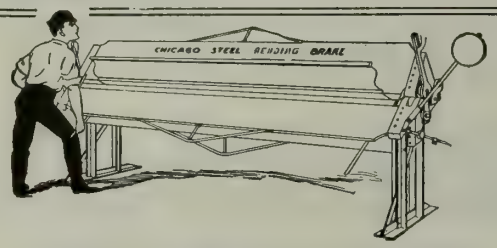
ANY KIND OF BRASSWORK

Get them from

you may as well have the best obtainable. Write us for quotation.

WILLIAMS BROS & PIGGOTT Limited

Herbert Rd., Small Heath, Birmingham.



CHICAGO STEEL BENDING BRAKES

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

THE STEEL BENDING BRAKE WORKS, LTD.
CHATHAM, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

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MONTREAL



"Fishing Tackle that's Fit for Fishing".

EVER SINCE 1820
Shall we send a SALESMAN?
Or our 224 page Catalogue "M"?
Or BOTH? Write to-day to

ABBEY & IMBRIE, NEW YORK



Babbitt your journals with

ARCTIC METAL

The wearing qualities will prove to you that Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

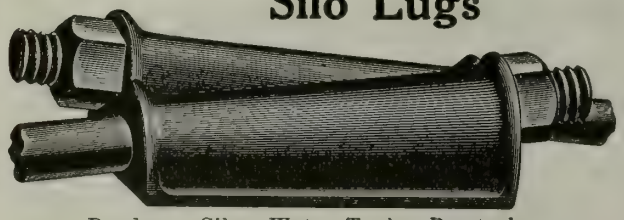


Ford—The One Best Bit—Ford

It's always the same RELIABLE FORD never fails, always satisfies.

Ford Auger Bit Co. **Holyoke, Mass.**

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO

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RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON
SALEM, NEW YORK



THERE IS ONLY ONE GERMANTOWN LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.
New York, N.Y., U.S.A.
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THE LARGEST PRODUCER & SHIPPER IN U.S.A.

Revolving CASES

A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by



American Bolt & Screw Case Co.
DAYTON, OHIO.

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S
20 John Street South
HAMILTON, ONT.

BLACK JACK

QUICK
CLEAN
HANDY



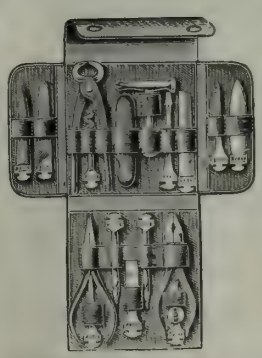
TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

BOENTGEN & SABIN

SOLINGEN - GERMANY



Manufacturers of
BONSA BRAND FINEST CUTLERY

Specialty:
BONSA TOOL PADS
in Leather Cases

Most useful for the Handy Man, Motorist, Electrician or Machinist.

Write for Catalogues

Wholesales and Jobbers supplied only.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

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EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

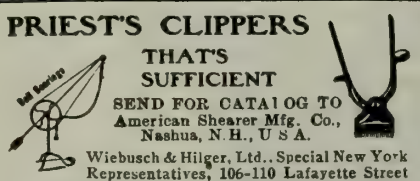
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

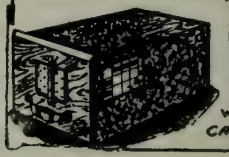
SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

Write us before placing any order for
FLASHLIGHTS
We carry a complete line of the highest grade casings, batteries and bulbs. Also a big stock of
TUNGSTEN LAMPS
ERNEST & MARTIN BERNET
Wholesale Merchants and Importers,
312-316 Homer Street, Vancouver, B.C.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

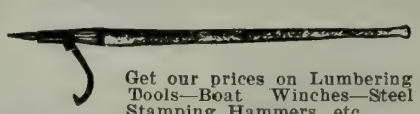
Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

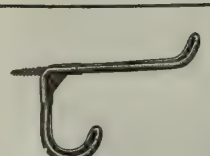
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
5½ Toronto Street, Toronto. — 52 Canada Life Bldg., Montreal.


"Hardwaremen, your Skating Rink should have a
J. & R. Ice Scraper
It cleans off Snow and water, saves time and expense, write for a circular and prices.
James & Reid
Sole manufacturers
Perth, Ont.


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 — Three Rivers, P.Q.

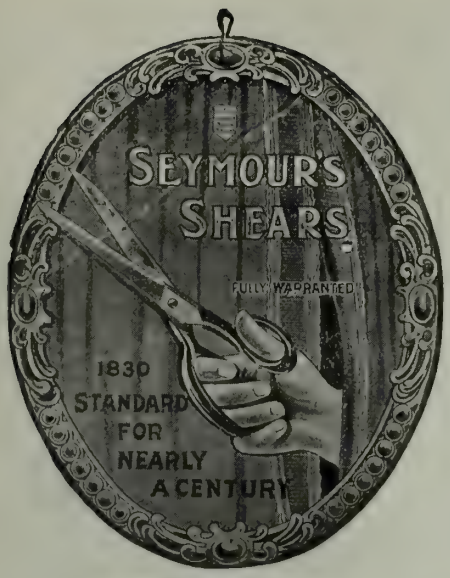
Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
P. KYLE
MERRICKVILLE, ONT.


HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

When writing advertisers, kindly mention having seen the ad. in this paper.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

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Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

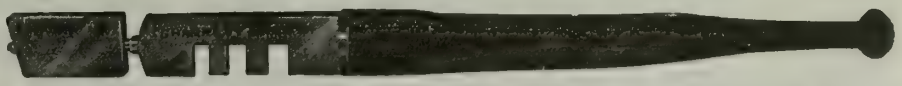
Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.



Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark

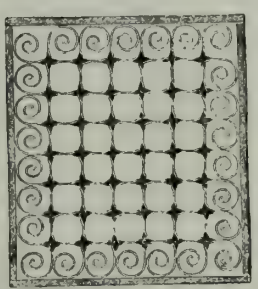
The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.
Great pressure is obtained by our DOUBLE LEVERS.
Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by **Sold by Jobbers**

The Bushnell Novelty Co., Mansfield, Ohio. U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.



METAL GRILLS WICKETS and RAILINGS

in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Uniform Temperature with ⅓ Less Coal



MAKE housekeeping easy—why burn ½ to ⅓ more fuel than is necessary? Why waste your money and try your patience? Install an

Arnold Damper Automatic

Saves fuel—Prevents over-heating—Maintains an even temperature day and night. Takes care of itself. Easily adjusted. Fits any pipe. Write for free booklet.

Guaranteed to save 25% of your coal bill or money refunded after 60 days' trial.

Sold exclusively through dealers by
W. H. THORNE & CO., LTD., St. John. In Maritime Provinces.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
WOOD-VALLANCE & CO., Hamilton. In Western Ontario.

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

WANTED

TRAVELLING POSITION WANTED FOR stoves and furnaces or plumbing supplies (experienced). Best of references. Box 67, Hardware and Metal, Toronto. (1)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

MISCELLANEOUS

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you wish to purchase anything in Montreal, metals, glass, paints, hardware, write Evans.

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you desire to sell anything in Montreal, write Evans. (3)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phrases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infiite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

MEN WHO SELL THINGS. BY WALTER D. Moody, Business Manager of the Chicago Association of Commerce. An indispensable book for merchants, manufacturers, employers, salesmen and all who have goods of any kind to sell. The author forcibly sets forth such themes as how to approach men; how to create and develop the compelling personality, the genial address, the engaging presence of the energetic business-getter; how to attract, convince and sell a prospective customer under adverse conditions; how enmity may be turned into friendship, interest into desire, curiosity into sales, and sales into permanent custom. A few of the subjects discussed are: Right Kind of Salesmen; Specializing Efforts; Letters to the Trade; Getting the Price; Retail Salesmen; Sales Manager, etc. 205 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

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Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion
1c. per word subsequent insertion
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"WILWEAR"

BATH-ROOM FITTINGS

Years of experience in manufacturing bath room fixtures has made it possible for us to supply all parts of the world with medium price goods and the demand for WILWEAR to-day is of course greater than ever, simply because the prices are so reasonable the consumer is forced to admit they are necessities, not luxuries. They will buy six articles at a time instead of one if you handle WILWEAR made of heavy brass, highly polished and heavily nickel plated. Start the new year right. Send for catalogue "B" and other helps.

NOVELTY MFG. CO.
WATERBURY, CONN.

HEADQUARTERS FOR LAMPBLACKS

Old Standard, Eagle, Pyramid & Globe

GERMANTOWN LAMPBLACKS

are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.
Why buy the Near Brand when the Best is Procurable?

The L. Martin Co. Established 1849
NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.

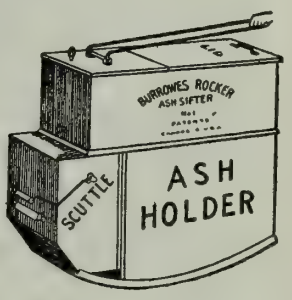
This is the King of Ash Sifters

Attached Scuttle and Double Rims Confine All Dust to the Sifter.

The rocker motion with large space for ashes to spread over double screens means quick work. Large lid and convenient height. Nothing better to offer your customers. More sold in the last four months than the previous two years.

ORDER NOW

The Burrowes Mfg. Co.
Toronto, Ont.



HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg
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Reliable QUALITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Bright Tools

glistening in your show cases, reflecting back the light, showing their beautiful finish—a testimonial to the excellence of their workmanship. Can't you sell that sort better? Doesn't their brightness half make the sale for you?

Then insist that your jobber and manufacturer when filling your orders, supply all bright tools wrapped in

British-American Wax Paper

and your stock will arrive and remain just as bright as when it left the polisher's hands.

You and your staff have plenty to do without adding the drudgery of cleaning tools. And it will benefit the manufacturer and the jobber to wrap their goods in "British-American" because your appreciation spells more orders for them.

So drop them a line to-day.

The

British-American Wax Paper Company, Limited

Darling Bldg., Toronto

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

SEE OUR EXHIBIT AT OTTAWA CONVENTION

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

Note the Contour of the Grooves

This is a head-on view of a Wilt Twist Drill showing the successive steps in its manufacture all made at a single chucking.



The dotted lines show the three roughing cuts and the finishing cut that takes off the last fifteen thousandth of an inch and gives the drill its final scientifically accurate contour.

Then before the drill is released from chucking the relieving cut is taken and the clean, well defined clearance is produced.

Wilt Twist Drills are made by a process that marks the most revolutionary progress that has been made in the manufacture of Twist Drills in a quarter of a century.

If your regular supply man cannot supply you with Wilt Twist Drills, write direct—we want you to try them.

The Wilt Twist Drill Company of Canada, Limited

Walkerville, Ontario.

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Deforest Sheet & Tinplate Co. Niles, O.
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Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Fire Escapes.
Dennis Wire & Iron Co., London.
Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.
Flint Paper.
Jno. Oakey & Sons, Ltd., London.
Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.
Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.
Forgings.
Steel Co. of Canada, Ltd. Hamilton.
Fuel Savers.
Automatic Damper Co., Hamilton.
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Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd. Hamilton.
E. T. Wright Co., Ltd., Hamilton.
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Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
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The Barton-Netting Co., Ltd., Windsor, Ont.
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L. S. Starrett Co., Athol, Mass.
Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.
Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.
Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
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Toronto Plate Glass Importing Co., Toronto.
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Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

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Richards-Wilcox Mfg. Co., London, Ont.

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Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

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Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

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H. S. Howland Sons & Co., Toronto.

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F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators.
Automatic Damper Co., Hamilton.

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J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
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Chicago Spring Butt Co., Chicago.

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Still, J. H., Mfg. Co., St. Thomas.

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P. & F. Corbin, New Britain, Conn.
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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
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Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

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Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
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F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

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L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
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Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

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Snell Mfg. Co., Fiskdale, Mass.

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McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
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L. S. Starrett Co., Athol, Mass.

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Hoyt Metal Co., Toronto.
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Magnolia Metal Co., Montreal.
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Alonzo W. Spooner, Ltd., Port Hope.
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Tallman Brass & Metal Co., Hamilton
Thompson, B, S. H. & Co., Montreal.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

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Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
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Metal Polish, Emery Cloth, Etc.
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Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
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Dominion Iron & Steel Co., Sydney, N.S.
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Oil Stoves.
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Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
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International Varnish Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

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Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

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Smith Hardware Co., Montreal.

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Simmons Hardware Co., St. Louis.

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Pinchin-Johnson & Co., Toronto.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
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Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
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Steel Co. of Canada, Hamilton.
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Roofing.
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General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
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General Roofing Co., Winnipeg, Man.
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McArthur, Alex., & Co., Montreal.
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Metallic Roofing Co., Toronto.
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United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
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Rope Cutters.
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Jas. Chesterman & Co., Ltd., Sheffield, England.
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L. S. Starrett Co., Athol, Mass.

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Saws.
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Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
The Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
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Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
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Henry T. Seymour Shear Co., New York.
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Shelf Boxes.
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Berry Bros., Walkerville, Ont.

Ship Augers.
Snell Mfg. Co., Fiskdale, Mass.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
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The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.
Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries
Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

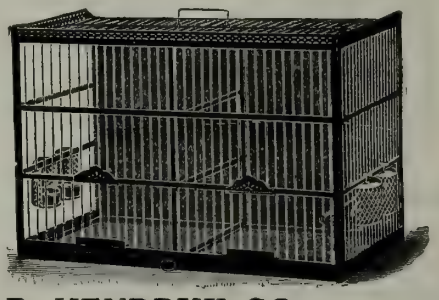
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Montreal, - P. Q.

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A word for quality

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and green trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

THE ANDREW B. HENDRYX CO. New Haven, Conn.

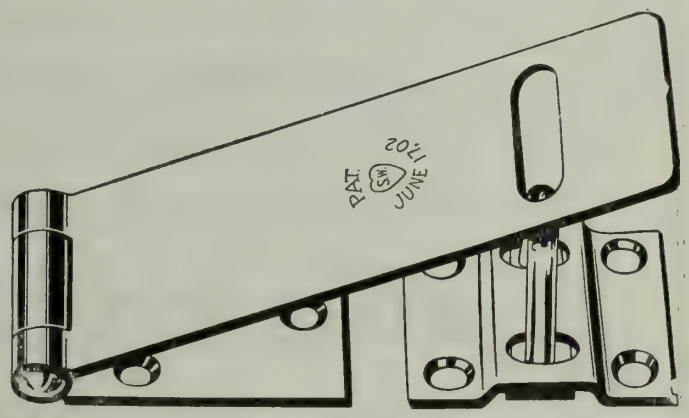
Hated by Sneak Thieves

This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

TRADE S.W. MARK

This trade Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7 inch—The 7 inch being extra heavy, and strong. Plain Steel, Japan, Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.



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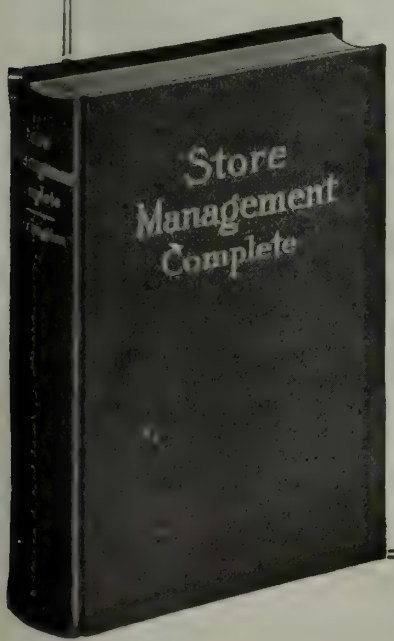
The Stanley Works, New Britain, Conn.

A. McFarlane & Co., Montreal, Canadian Rep.

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

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Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec



An Easy Way To Sell Saws

ATKINS STERLING SAWS

Made in Canada. The Saws that pay **two profits.** The first is the largest legitimate profit of any manufacturer's brand. The second is the profit made by satisfying your best customers.

We'd like to tell you all about them and how "We Help You to Sell."

E. C. ATKINS & COMPANY

HAMILTON, ONT. **Vancouver Branch, 109 Powell St.**



We have moved to our new warehouse, Shaw and Dupont Streets. Owing to our floor space being trebled we are in a position to carry a much larger and more complete stock.

Your inquiries solicited.

The Roofers Supply Co., Limited

TORONTO, ONTARIO

Phone, Hillcrest 2200-1-2 Private Branch Exchange



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

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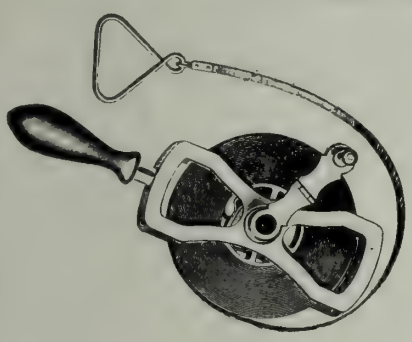
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SUCCESSORS TO

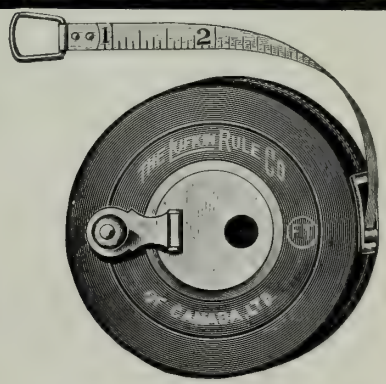
The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

YOU KNOW



LUFKIN



Measuring Tapes and Rules

NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE" No. 203 "CHALLENGE" No. 263 "RIVAL", ETC. No. 243

MADE IN CANADA Your Jobber Stocks Them

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

MEAKINS BRUSHES



Get the most particular of painters coming and keep them coming—with re-orders.

The materials that we use are selected with greatest care and put in "brush shape" by experts.
Meakins Brushes have the attractiveness and quality that appeal strongly to the trade.
We have made quite a large addition to our factory so as to give us more room to turn out **Flat Varnish Brushes**—a line of which we could not begin to supply enough last year.
We are now able to turn out any quantity of brushes we might be called upon to supply.
If your jobber does not handle the "Meakins Line" write us.
May we send our illustrated catalogue?

Meakins & Sons, Limited

Hamilton, Ontario

M & S LTD.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 2

January 10, 1914

HIGH STANDARD

LOWE BROTHERS PAINT GIVES BEST RESULTS

There are some hardware dealers who, as far as the eye can see, are alert—up-to-date—keen for profits. They have clean, modern stores, resourceful, well-trained clerks. They use cash registers to get all that's coming to them.

They believe in brightly lighted windows and window displays—in fact, their stores are just about ready to pass as A Number One Hardware establishments. But—

The root—the heart—the very soul of the business, the PAINT DEPARTMENT, falls far short of being the progressive, up-to-date, trade-keeping, big-profit-making, business-in-itself that it ought to be.

That's because the boss hasn't just taken the time to sit down and reason out the paint facts of his business and his town.

To get to brass tacks—

YOUR Paint Department, Mr. Reader, is it honestly doing all the business you want it to? Are you honestly satisfied that you are giving your customers the very best paint their money can buy? Are you honestly sure you're getting the intelligent, reasonable, energetic, carefully-thought-out, plentiful, non-faddish advertising you actually want from your manufacturers?

If not—and if YOU are wide-awake and progressive enough to listen to a new idea in paint selling, tell us where and when we can meet you to talk it over. If we're not the men you want, you can soon tell us so. If you're not the man we want, we'll be just as frank. It isn't everyone we can work with and for.

To-day is the day to write us.



Lowe Brothers LIMITED

Toronto, Ont.

Dayton, New York, Boston, Chicago, Kansas City

Lyon-Monkhouse, Limited Winnipeg

The Johnson Paint & Varnish Co. Limited Vancouver

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.

PETE SAYS: "When you take that inventory you will find a lot of gaps in your stock of Carborundum Products. Fill 'em up. See that you always have a complete stock of the hardest and sharpest.

"There is scarcely a customer that comes into your store but has use for

CARBORUNDUM



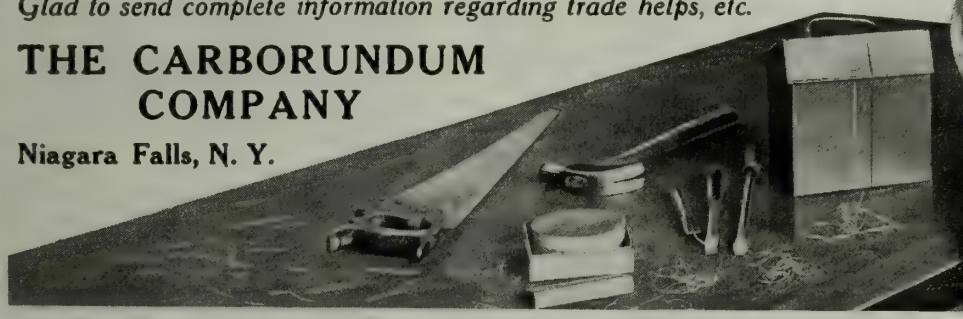
Go to it. Put ginger into your sales by being a Carborundum dealer. Use our window display material—take advantage of our advertising—and count the profits."

The Carborundum line includes sharpening stones, razor hones, knife sharpeners, scythe stones, razor strops, grinders, etc.

Glad to send complete information regarding trade helps, etc.

THE CARBORUNDUM COMPANY

Niagara Falls, N. Y.





This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

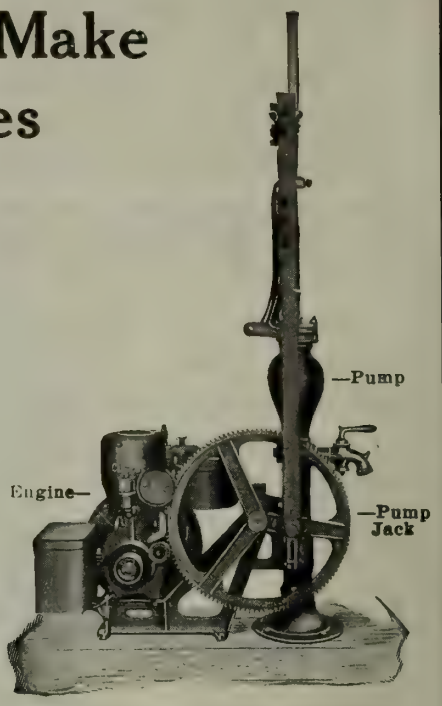
PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES



Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.

The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

S.M.P. FACTORY MILK CANS

Bodies of E. T. Pattern are made of 22 gauge Tinned Iron, and without Centre Bands.



Eastern Township Pattern

Prices on application



Broad Hoop Pattern

Bodies of B. H. Pattern are made of 24 gauge Tinned Iron, with Centre Bands and 22 gauge Tinned Iron, without Centre Bands.

Gallons	10	15	20	25	30	40

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO
KEMP MANUFACTURING COMPANY
TORONTO

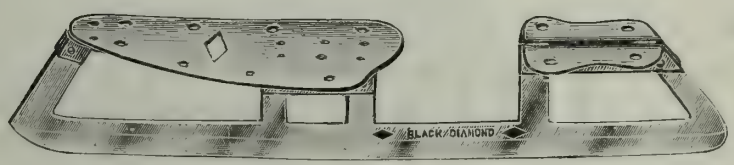
MONTREAL WINNIPEG

The Kind that they all like
The Kind that sells fast
The Kind that is the best
The Kind that catches the eye
The Kind that increases sales.

No Better to be Found at any Price

than

BLACK DIAMOND HOCKEY SKATES



No. 300. Full Nickel Plated. Sizes, 10, 10½, 11, 11½ inches.

Our List Price per Pair, $5.30

Made from **the very best** materials and in a manner which gives it many advantages over other skates — advantages which are in plain sight and which can be pointed out to your customer.

The Foot Plate and Heel Plate are of Cold Rolled Steel, and are supported on Standards in such a way as to distribute the weight of the skater to advantage.

The Blade is of the Best Hand-Tempered Steel, and is beveled to prevent cutting too deeply into the ice.

Many of our customers who have been handling this Skate express much satisfaction with the reception it has received from skaters.

You might add this line to our Mutual Advantage.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

WING SCREW BOOT CALKS

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, ONTARIO



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders Now for Immediate and Future Shipments of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice, Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

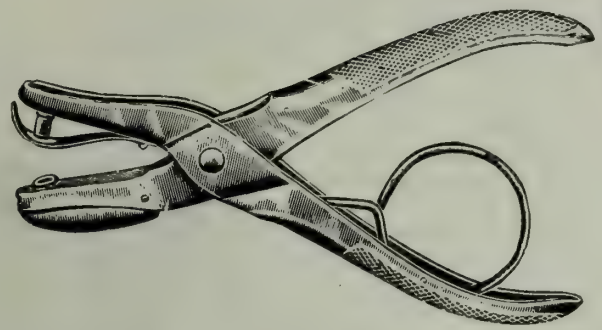
Send for Samples and Prices.

SALES OFFICES:

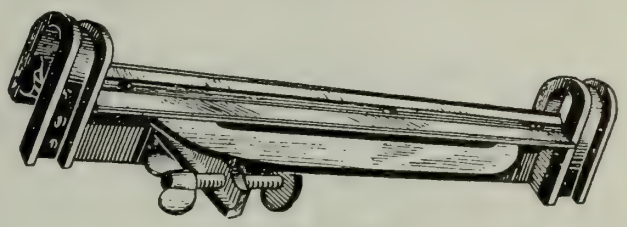
HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

You Cannot Go Wrong

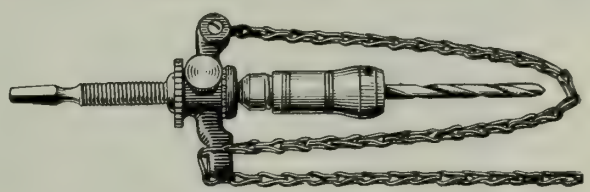
If You Recommend the Red Devil Line



No. 38. Ticket Punch.



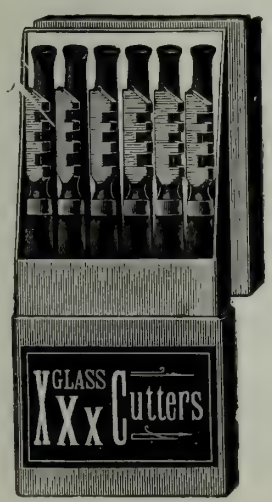
No. 77. Saw Vise.



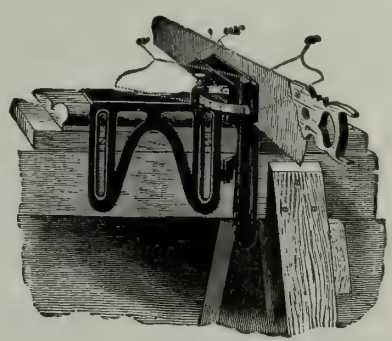
No. 2012. Chain Drill.



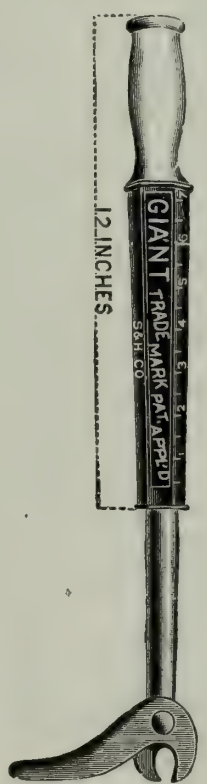
No. 238. Red Devil Power Blades up to 24".



Red Devil Glass Cutters are sold all over the world. They are the best.



Genuine Seavey Mitre Box. Every mechanic wants one as soon as he sees it. Weighs only 2 lbs.



Looks Best.

Works Best.

Sells Best.

Wears Best.

The Genuine Giant.

Smith & Hemenway Company

150-152 Chambers Street, New York.

"To Sit Down to Enjoy 'Paradise' is to Lose It"

The other day an old man—a sad-eyed derelict, a tramp—who had wasted the important years of his life, stood in front of a saloon, shaking his fist and cursing the place, not because he objected to the existence of these places, but because he was no longer permitted to enjoy the things which had brought about his failure and his undoing.

The great handicap the average man who is just coming out of college must overcome, is the idea that certain kinds of work are menial and degrading. This idea on the part of many college men is the result of having been supplied with the necessary funds to complete their college course, or to spend a number of years in college, during which time they are not actually self-supporting—all of which constitutes a period in the life of the average young man when he is apt to indulge in day-dreaming, in useless fancies, which take him away from the world of activity, away from the world of life and usefulness.

The problem of civilization is to set each individual to doing something useful, something worth while, and the ideal race will be evolved when each individual is set at work to do the thing which he is best fitted or prepared to do. This condition of things, perhaps, will never be reached because it is impossible for most of us to know what we are best fitted for until after we have passed the age of thirty—and, in reality, the crucial period or the great turning point in the career of the average man is between the age of forty and forty-five.

Many men at the age of thirty-five have succeeded to a certain degree, yet at the age of forty, when they have accumulated a little money, and are permitted to enjoy a few of life's pleasures of which they have been deprived, they neglect their business, neglect their responsibilities to enjoy the things which, perhaps, five years of success have placed at their disposal. This means a "letting-up" or a going-back in the career of an individual.

The only success in life which is worth while, the only success which is permanent and the only success worthy of the consideration of the real man is that success which shows a growth to-day founded on yesterday's experience. To sit down to enjoy 'Paradise' is to lose it. To sit under the shade of a tree and pine for the shade trees of the 'New Jerusalem' is to lose the benefit and pleasure of shade trees in this world and to lose also the opportunity to enjoy the shade trees of the 'New Jerusalem.'

We make ourselves worthy of better things only by using what we have. The only way we can successfully and consistently use what we have is to do well that which is placed in our hands to be done. The man who has nothing to do is not happy. The man who has unlimited money to spend without consideration or concern as to its production is not happy; because happiness lies in the pursuit of things and not in the attainment of them.

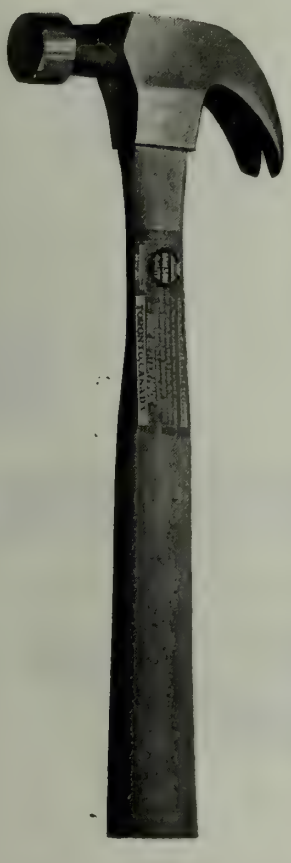
If we stop for a moment to enjoy or to indulge in "yesterday's success," we take a step backward toward imperfection, and there will be no success for us to enjoy to-morrow. The supreme degree of happiness, that is, the happiness which is most lasting, the happiness which is really worth while, the pleasures which are really substantial and which lend sunshine and gladness to all the hours and days of our lives, is the feeling that all work is useful, that the greatest sin is idleness, that the only happiness is to be employed at some useful work.

Too many young men start out in life facing work and responsibility as a great 'green dragon.' This idea is wrong, and no man will ever know what real happiness is until he realizes that all work is useful, honorable and worthy, and that all laziness and idleness is sinful, degrading and disgusting.

Efficiency

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SAMSON
HAMMERS



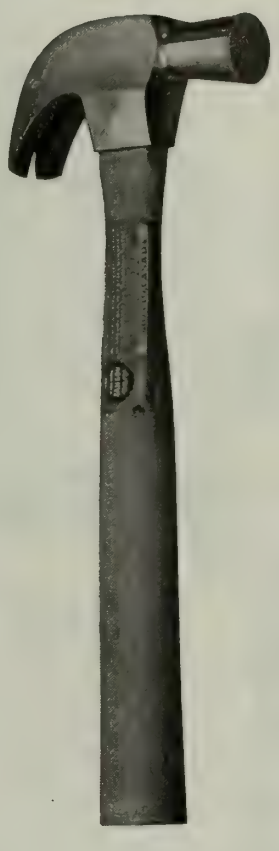
Give your customers the most dependable hammer made—

SAMSON—

and when they want other tools they will reason it out that your store is the place to buy them.

Display SAMSON hammers in your window.

It is a QUALITY sign—a trade winner worth while.



ARE
UNEXCELLED

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



HOW ABOUT SIDEWALK SCRAPERS



Our Sidewalk Scraper is made with a heavy socket so as to provide enough weight to force the scraper through the hardest ice. The handle is long and straight, made of best quality hardwood and gives lots of grip to the hand. Shipments can be made upon receipt of order. Shipping weight 45 lbs. per dozen.

Canada Steel Goods Co., Limited

Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges



Entire Satisfaction—

for your customers—entire satisfaction for yourself. D. Peres Barrel Brand Cutlery satisfies everybody who has anything to do with it.

That—because of the splendid service it gives, you—because of the handsome profit it brings.

Razors, Pocket Knives, Scissors

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.

HONER AND GRIMM

METALWARE MANUFACTURERS

SPAICHINGEN

GERMANY



The Leading Producers of Metal Tea and Coffee Pots, Sugar Bowls, etc.; in both Tin and Nickel Plated, first-class finish.

Also all kinds of Toilet Articles, including Metal Shaving Sets, Shaving Mirrors, Manicure Stands, etc.

It will pay you to investigate this line. These goods create new business.

Canadian Agents:

Messrs. RAU, VOSS & CO.

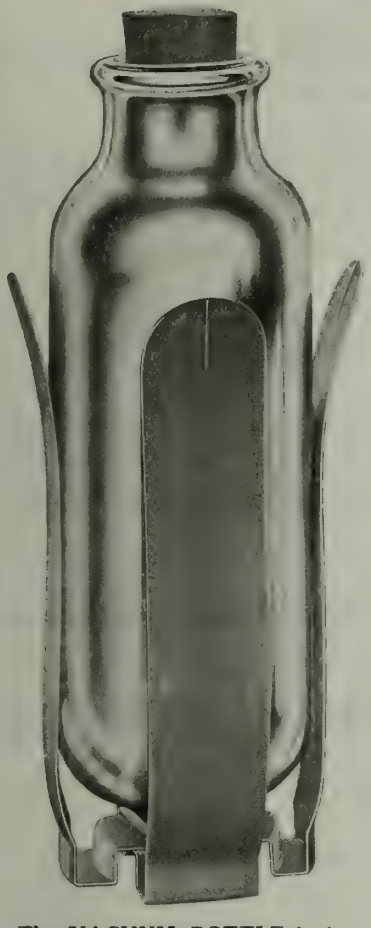
160 Bay Street, Toronto

"UNIVERSAL" LUNCH BOXES

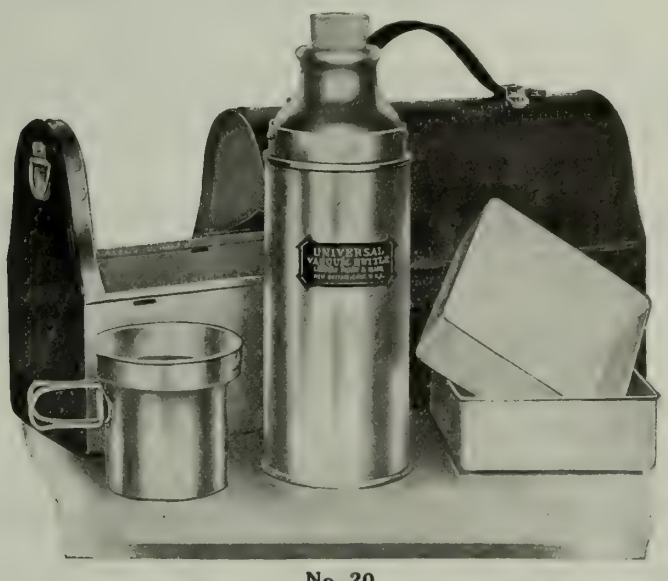
WITH

VACUUM BOTTLE, DRINKING CUPS, FOOD TRAYS, ETC.

All "UNIVERSAL" lunch boxes now equipped with metal spring bottle container — saves breakage and more sanitary.



The VACUUM BOTTLE in its position in the new Spring Container.



No. 20

No. 10, Tan Color, Brass Trimmings, Bottle and Cup, $2.25.

No. 310, Black Color, Nickel Trimmings, Bottle and Cup, $2.25.

No. 20, Tan Color, Brass Trimmings, Bottle, Cup and Trays, $2.50.

No. 320, Black Color, Nickel Trimmings, Bottle, Cup and Trays, $2.50.

Glass Fillers for Bottles, Each 85c.

Spring Catch holds Food Draw Tight—Air Vents in Top and Side—Trays made of Aluminum.

"Universal" Lunch Boxes will appeal to a large number of people, because, whether it is recreation or work that makes it necessary to be away from home at meal time, the pleasures of a steaming hot drink in winter, or a nice cold one in summer, together with freshly kept food, is always greatly appreciated. School children, stenographers, clerks, mechanics, railroad men, farmers, in fact nearly every one, will welcome this improved method of transporting the pleasures of home.



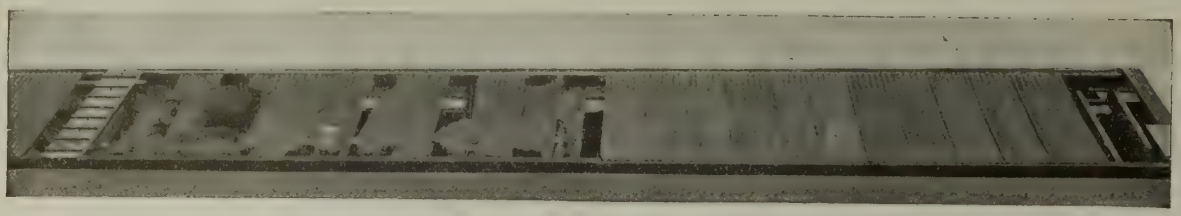
We will gladly furnish you with the advertising material for a campaign on "Universal" Lunch Boxes. Why not start now? They are excellent winter-sellers.

Write to your jobber for prices or direct to us.



Landers, Frary & Clark

NEW BRITAIN, CONN., U.S.A.



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

HERE IS THE PROOF

That KEYSTONE COPPER BEARING STEEL

is more durable for Roofing purposes than Steel without Copper.

The above illustration shows the result of actual exposure to the weather. A series of similar tests **all prove** conclusively that **Keystone Copper Bearing Steel** is more durable for roofing purposes than ordinary steel or so-called "pure iron." Copper Bearing Steel can be supplied in both Black and Galvanized Sheets at but slight increase in cost over ordinary steel.

Send for our booklet giving photographic illustrations of actual tests; you will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

The Dana Peerless Ice Cream Freezer

Is Now Made In Canada



Easy to grind as a watch to wind

The can of Dana Peerless Freezer is the smallest in diameter and tallest—has the greatest surface next to the ice.

Allows the most cream to freeze at one time—this is scraped off by the dasher—more freezes, is scraped off—in three minutes a gallon is frozen! The quickest time of any freezer made!

You'll get maximum satisfaction and profit from selling the "Dana Peerless." Order now for Spring delivery.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

Your Trade's looking for good quality at a reasonable price

You will not disappoint anyone if you recommend and sell our line of



Engineers' and Plumbers' Supplies

Our goods are fully guaranteed. Do not hesitate to ask us about any article.

We'll give your enquiries immediate attention.

The James Morrison Brass Manufacturing Co., Limited
93-97 Adelaide St. West, TORONTO, Ont.

Goodell-Pratt's

No. 978



STEEL LETTERS

are made of the best quality ⅜" tool steel, carefully hardened and tempered. Every stamp is

Hand Cut

The knurled centres have a flat place milled in one side. When the thumb is placed on it the stamp is right side up.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

JACKSON'S Real English

CAMPHORATED

WAX POLISH

The **Original** and **Genuine Preparation** for producing a beautiful and lasting lustre on **Stained, Parquet** and **Hardwood Floors, Furniture, Fixings, Woodwork** of every kind and wherever a refined and durable polish is desired. **Used on Linoleum, Harness, Car** and **Carriage Hoods, Brown Boots, Leggings** and all kinds of **Leather.** It gives a **Brilliant** and **Waterproof Polish** and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-lidded, Air-tight Tins.

5 Sizes

Decorated Enamel Finish, Yellow, Blue and Black. **No Paper Labels Used.**



NO SOILED LABELS

Will keep fresh and good for any length of time.

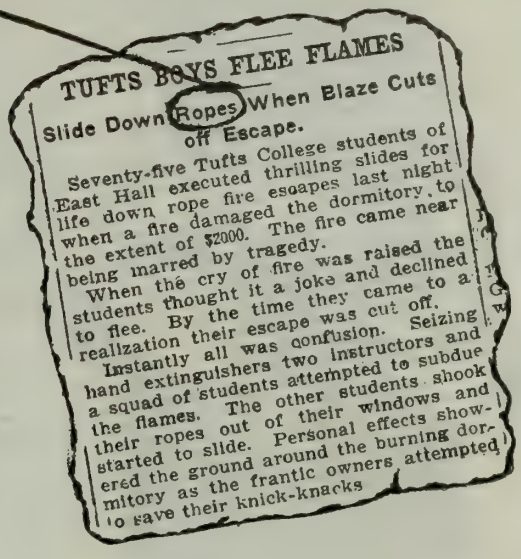
Manufactured by T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E., England

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, Etc.

ESTABLISHED 1852

Messrs. B. R. HARRISON & CO., 505 WELTON BUILDING, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 430 LOUGHEED BUILDING, CALGARY, will furnish Price Lists, Samples, etc., or direct correspondence to Jackson & Sons' Works will receive prompt attention.

The Rope Was Plymouth



TUFTS BOYS FLEE FLAMES

Slide Down Ropes When Blaze Cuts off Escape.

Seventy-five Tufts College students of East Hall executed thrilling slides for life down rope fire escapes last night when a fire damaged the dormitory to the extent of $2000. The fire came near being marred by tragedy.

When the cry of fire was raised the students thought it a joke and declined to flee. By the time they came to a realization their escape was cut off.

Instantly all was confusion. Seizing hand extinguishers two instructors and a squad of students attempted to subdue the flames. The other students shook their ropes out of their windows and started to slide. Personal effects showered the ground around the burning dormitory as the frantic owners attempted to save their knick-knacks

Lives were saved in this case because somebody had taken pains to install dependable fire-escapes.

The escapes were equipped with Plymouth Rope which is strong, pliable and free from splinters—they did their work well.

Here's the statement of the man who made them:

Lowell, Mass., Dec. 15, 1913.

"Your Plymouth Rope has always given the best of satisfaction."

DAVID D. SMALL.

You are in the same situation as this man—to satisfy your customers you must give them dependable rope.

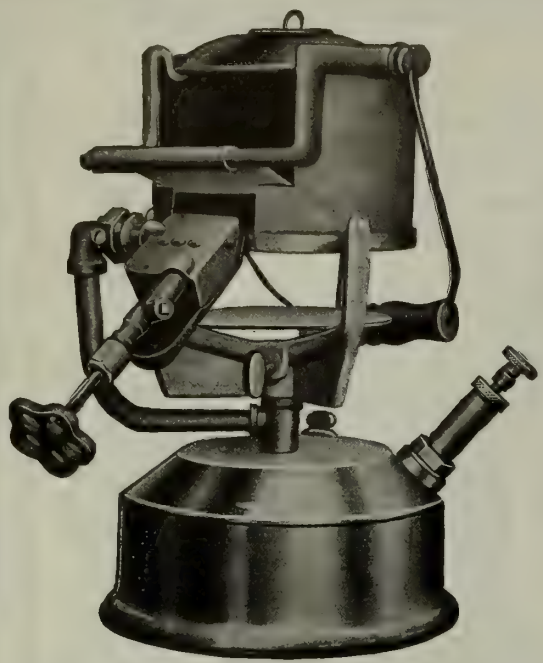
See to it that *your* rope is Plymouth—the kind that is equal to emergencies.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



RIVAL No. 1.

FIREPOTS

Gasoline, Charcoal, Natural Gas and Artificial Gas.



Reliable and Economical

No. 2 GAS FIREPOT.

We are the largest manufacturers of Firepots in Canada. The **RIVAL No. 1** for gasoline is without a rival in efficiency and small gasoline consumption. The **GAS FIREPOT** (Natural or Artificial) is the most economical firepot on the market. It is supplied with an Air Mixer that so thoroughly mixes the gas with the air that it burns in the proportion of 92 per cent. air and 8 per cent. gas. Every firepot guaranteed. Put in a stock of these firepots for the Spring Trade.

The Brown Boggs Co., Limited
HAMILTON, ONTARIO

Manufacturers of Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Shears, Canning Machinery, etc.

TRIMO TOOLS Are Universally Commended

What has been accomplished by the **Trimo Pipe Wrench** is fast being achieved by the **Trimo Pipe Cutter**

Send for Catalog No. 150

Success is Its Own Recommendation



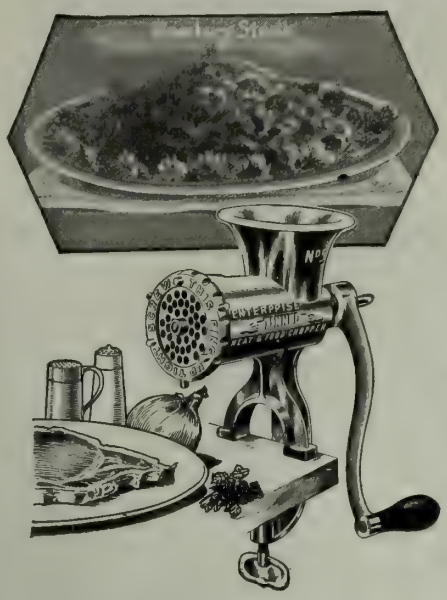
TRIMO PIPE CUTTER

Drop Forged Frame. All parts interchangeable Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

MADE BY

Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)



Family Size $1.75
Large Size 2.50

For 1914!

We're through with 1913, hard times, money-stringency, hoodoo—and all that; we've said good-bye to the old year—most of us without regret. 1914 is upon us and we all look forward to making it one of the best years we've had.

We expect that money will loosen up, that there'll be a return to the vigorous trading of a year or two ago. And we're not going to be disappointed.

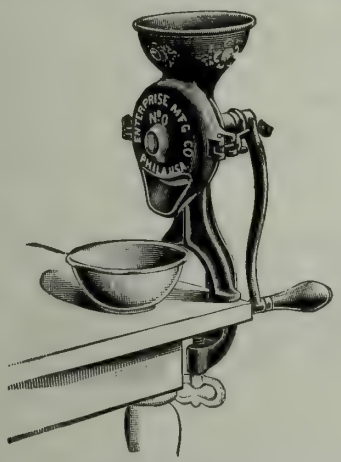
But it depends largely on you, on the skill and judgment that you use in selecting your new stock, whether you get your fair share of the returning good times, or not.

And that's why you cannot afford to overlook the profits and good-will producing qualities of the

ENTERPRISE

line of patented Hardware specialties. That's why Enterprise food choppers, sausage stuffers, coffee grinders, etc., should not only find a place in your store, but should have your best sales effort behind them.

We illustrate here, just three out of our many products, because there is a big demand for them at this time.



Coffee Grinder

Enterprise Tinned Food Choppers in two sizes—family and large—for all household food chopping purposes, appeal to your housewife patrons because they open up the way to many delightful dishes—to many domestic economies.

The Enterprise Sausage Stuffer and Lard or Fruit Press, is a thoroughly efficient machine, at a moderate price. Its many special features, such as the Patented Corrugated Spout which keeps all air out of the sausage and the latch which prevents breakage of plates, make it distinctive.

And Enterprise Coffee Grinders are for all who appreciate a good cup of coffee, and know that to get it, the coffee must be ground fresh each time.



Sausage Stuffer and Lard Press

Get in line for those 1914 profits by sending for our price list now.

Yours just for the asking.

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa.

29 Murray Street, New York, N.Y.
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California

THE "PERFECT" PRODUCTS

OF THE

PEDLAR PEOPLE of OSHAWA

COMPRISE

Shingles	Ventilators	Corner Beads	Skylights
Roofing	Ceilings	Wall Plugs	Ornaments
Siding	Expanded Lath	Wall Ties	Cornices
Eavestrough	Conductor Pipe	Culverts	Garages

EVERYTHING IN SHEET METAL

THE PEDLAR PEOPLE LIMITED

ESTABLISHED 1861

OSHAWA - - ONTARIO

Ask for New and Complete Catalogue, No. 22R

MONTREAL OTTAWA LONDON TORONTO CHATHAM WINNIPEG

ALFRED WILLIAMS

Sheffield, England

Manufacturer of every description of **CUTLERY**

Specially suitable for the

CANADIAN MARKET



TRADE MARKS

Pen A·W Brand ✠ EBRO ✠

Satisfaction Guaranteed

For sale by Wholesale Hardware Houses

STARRETT

Make a Guess on the Total Hack-Saw Sales in Your Locality

Then determine *your* quota by dividing this total by the number of hardware stores that may supply that demand. Now why not sell more—much more than your theoretical allotment? You can if you will just profit by the experience of other dealers. Their results prove that

Starrett Hack Saws Will Increase Your Sales

In the first place Starrett Hack Saws have good talking points. There is a Starrett for every job. You can point out that for cutting everything from brass tubing to steel I-beams there is a hack saw made to cut quicker and last longer. That is our hack saw slogan, "cut quicker, last longer." Rem ember it.



Then the steel these saws are made from is special Starrett tungsten steel. The tungsten gives great hardness without brittleness which comes from hardening ordinary steel.

But more important than the sales points, is the actual service Starrett hack saws give. When you sell a Starrett it gives long service and absolute satisfaction throughout its life. It cuts quicker than other saws and it lasts longer. That is why a stock of these saws will increase *your* hack saw sales.

Let us send you our catalog No. 20MA so that you may help select the proper saws for your customer's work.

THE L. S. STARRETT CO.

THE WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

42-208

NEW YORK—150 Chambers Street CHICAGO—17 No. Jefferson Street

LONDON—36-37 Upper Thames Street, E. C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Divi ders, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.

THE CAPACITY OF OUR OUTPUT OF OUR

New Famous Oil Heaters

HAS BEEN STRAINED TO THE UTMOST

We fully anticipated that the demand would be exceptional and were gratified to find that customers appreciated the new features embodied in the Heater.

Take the one piece Copper Tank—it's the only Copper Tank manufactured and is fully guaranteed to resist the corrosive action of coal oil. A welcome feature for housewives.

The easy simple new method of replacing the wick has finally removed the long standing complaint of considerable inconvenience and annoyance when performing this operation.

The automatic locking device prevents the wick from slipping—an invaluable feature.

The oil indicator shows the exact amount of oil in tank.

Write our nearest Branch for a supply of booklets and folders.



McCLARY'S SHIP QUICK.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

MAKE 1914

Your Biggest Year

BY SELLING

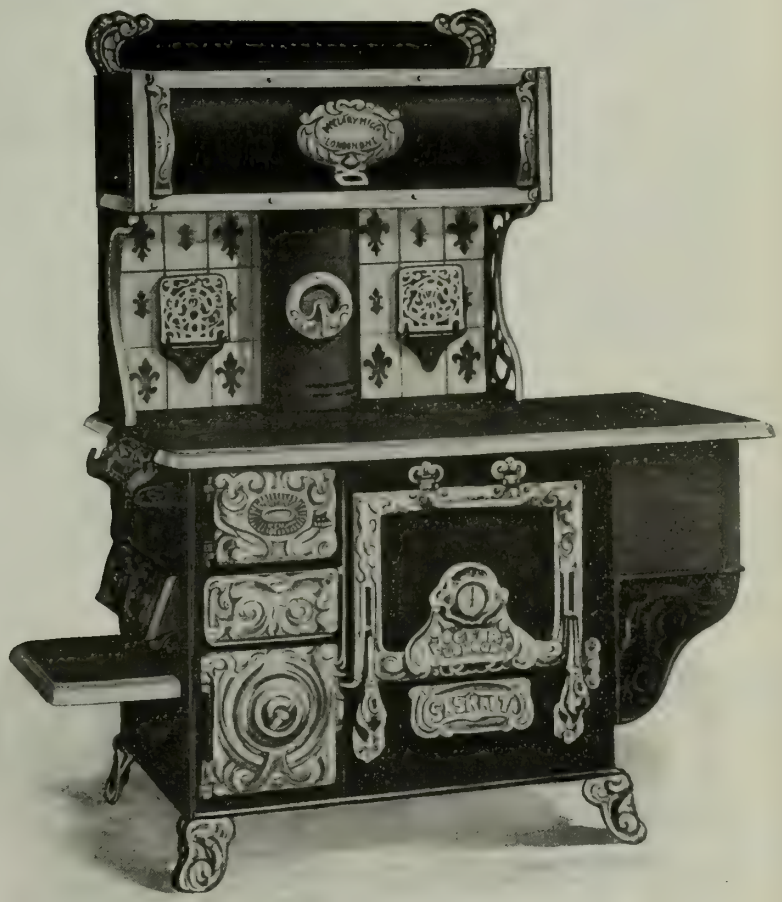
McClary's Quality Goods

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

This is made possible not only by the recognized standard quality of the goods but by the tremendous pulling power of our complete system of advertising and the enthusiastic organization of the largest Stove Manufacturers in the British Empire.

Glance at the sterling features of our Saskalta Range.

SASKALTA RANGE



The fact that it is our highest class Range guarantee material of the finest grade, and construction and finish, the best that skilled workmen can give.

The linings of the Firebox are constructed of extra heavy semi-steel in nine pieces; this enables the user to replace any worn-out section at minimum cost.

The nickelled steel oven is easy to clean out and ensures sanitation, also the nickel is a powerful heat attracter which means considerable saving in fuel.

The automatic lift top works in conjunction with the Broiler Door, that is to say one movement operates both; a patented idea.

If these features interest you, write our nearest branch for further particulars.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

We Make Ceiling Sales Easy For You, and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

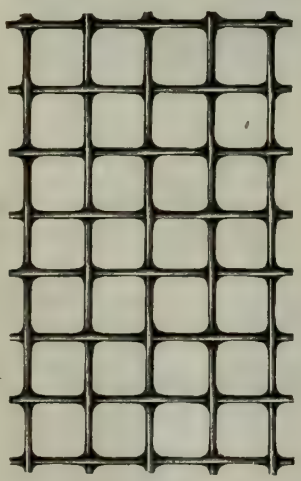
Associated with A. B. ORMSBY, Limited

MONTREAL, Que. **TORONTO, Ont.** **PRESTON, Ont.** **WINNIPEG, Man.** **SASKATOON, Sask.**

Offices in all large cities

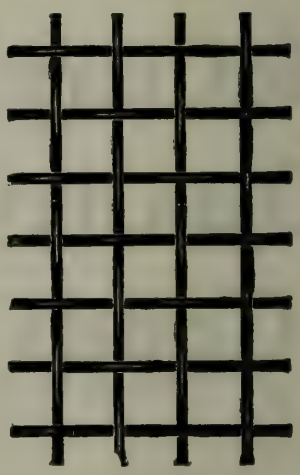
Head Office: PRESTON, ONTARIO

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every Description of
Wire Cloth and Wire Work



WIRE ROPE **WIRE ROPE FITTINGS**

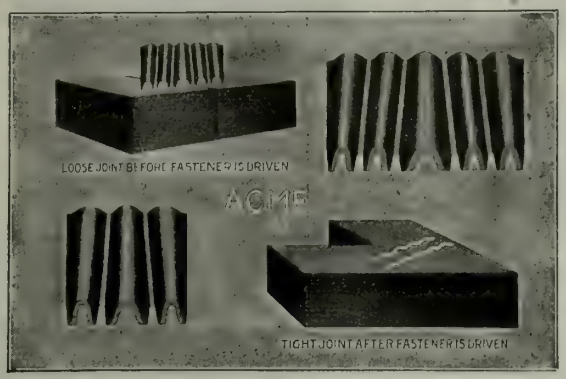
MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

ACME

Corrugated Fasteners



ACME Divergent Saw Edge Fasteners for nailing door frames and picture frames, and for all general household purposes. Packed 100 in a carton—100 cartons in a case called **"Handy Assortment."**

The assortment consists of 10 cartons ¼" x 5—30 cartons ⅜ x 5—30 cartons ½ x 5—30 cartons ⅝ x 5.

Write now for prices and samples.

J. E. BEAUCHAMP & CO.

133 Coristine Bldg., Montreal, Que.

Manufacturers

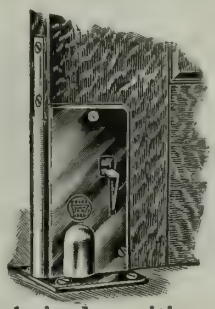
ACME STEEL GOODS CO.

2834 Archer Ave., Chicago, Ill.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE C S B CO MARK **NEW YORK**

American Grinders

WHAT qualities do you demand in a tool grinder—Efficiency? Ease of operation? Durability?

Then the American will make a big hit with you! It's the simplest, strongest, smoothest-running Grinder on the market—**bar none!** And it has the "built-for-business" look that catches the eye of the mechanic. Furthermore, American Grinders are

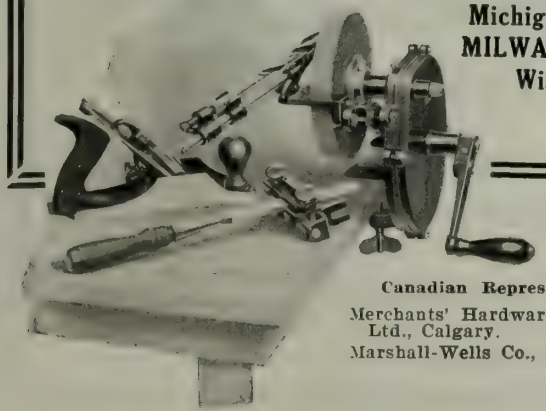
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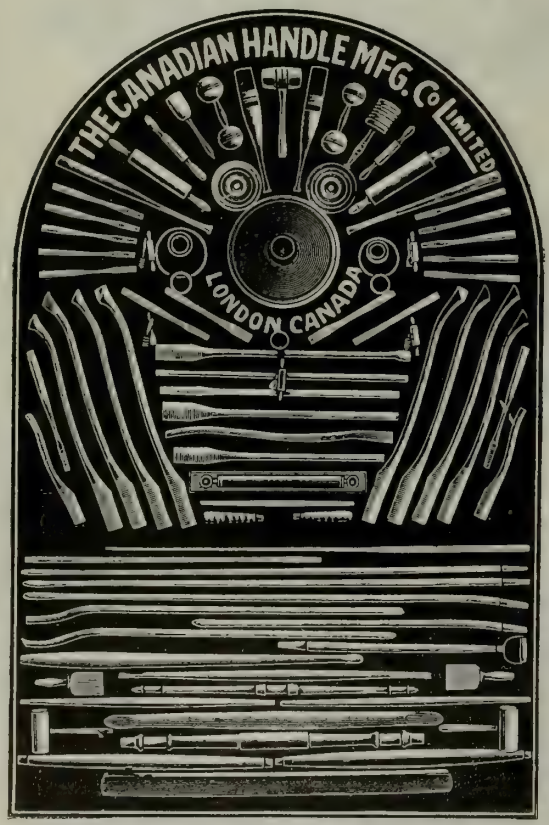
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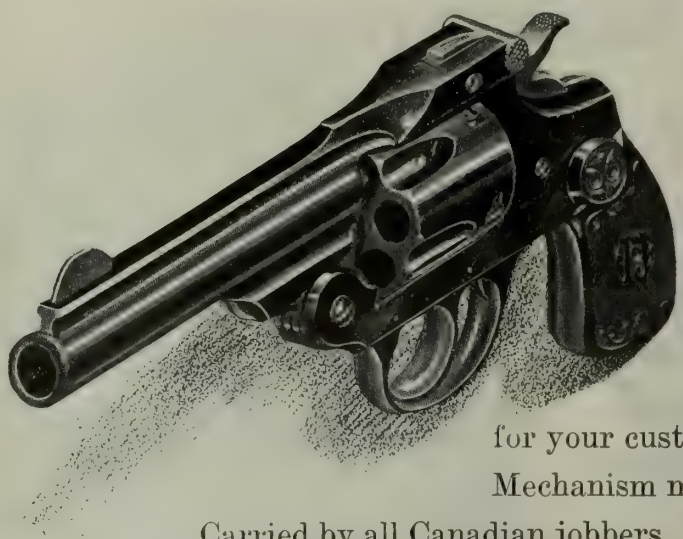
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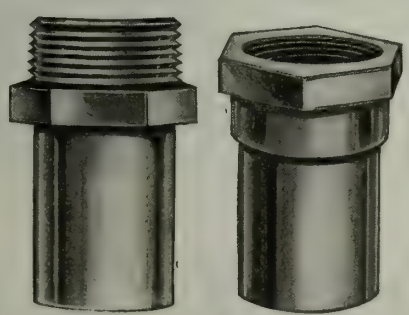
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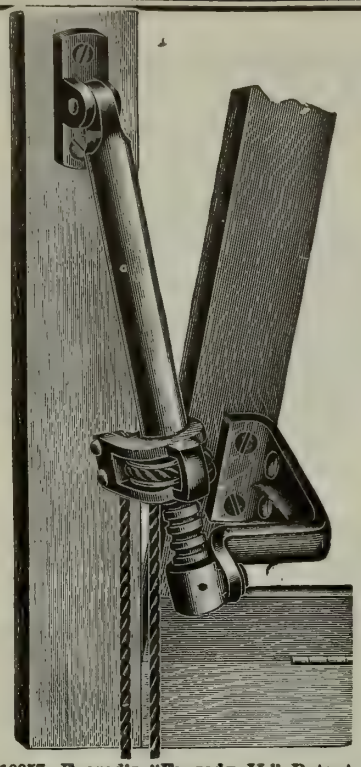
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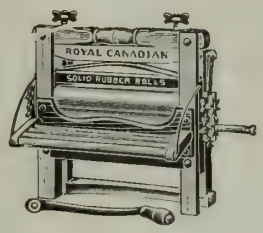
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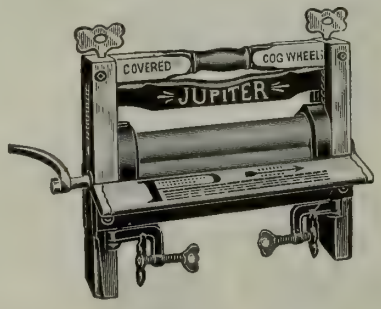
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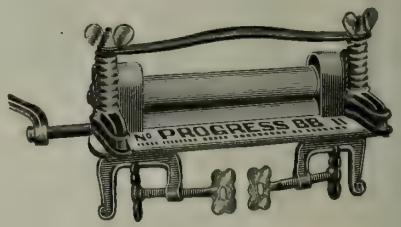


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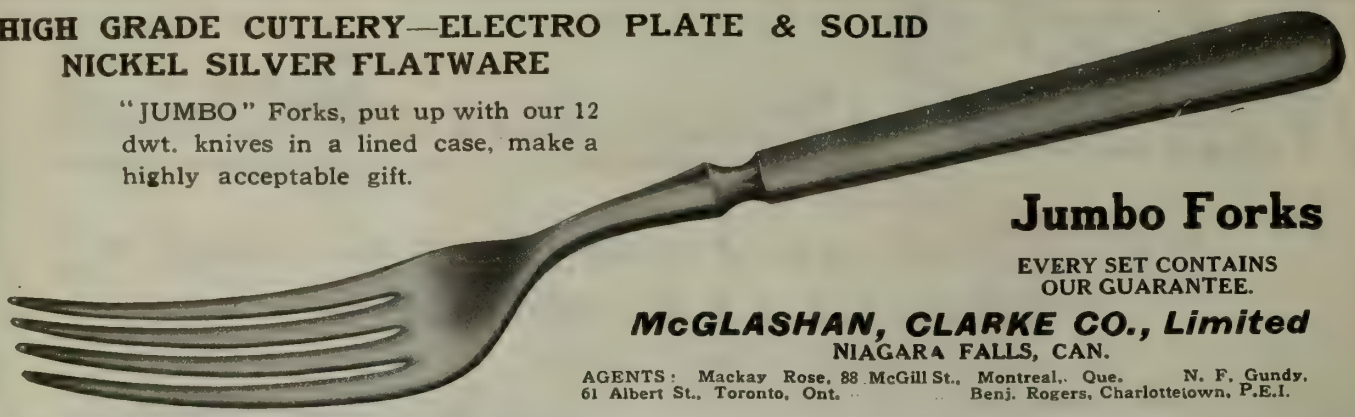
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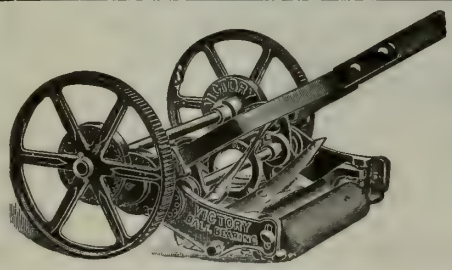
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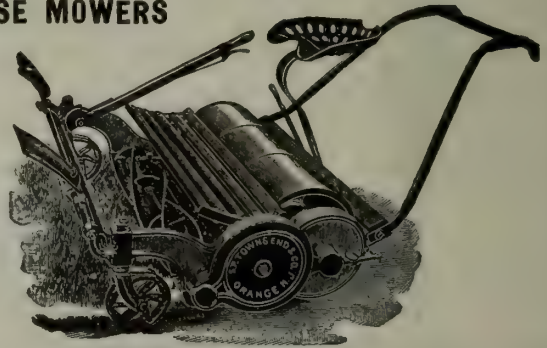


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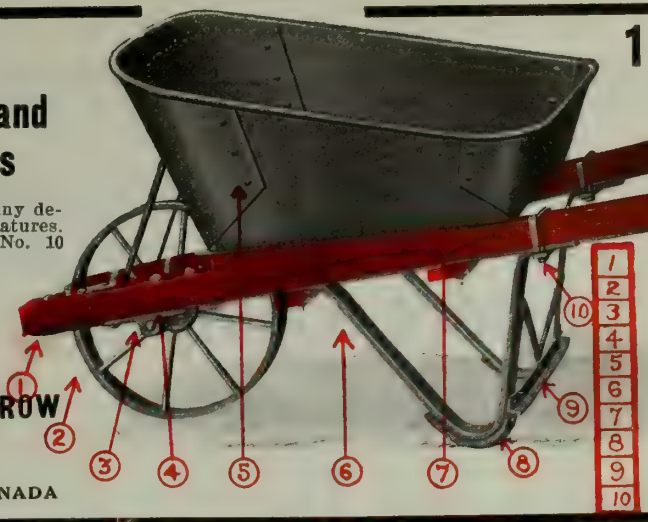
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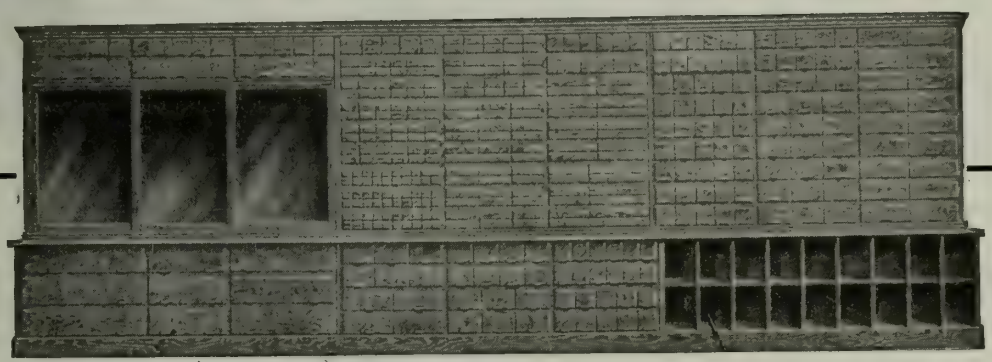
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JANUARY 10, 1914. No. 2

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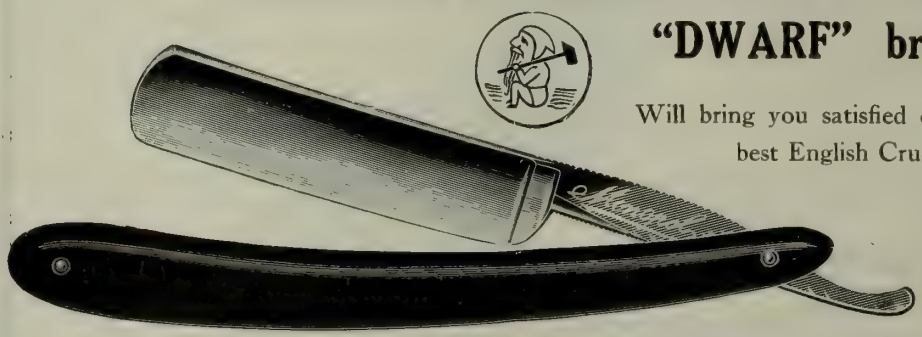
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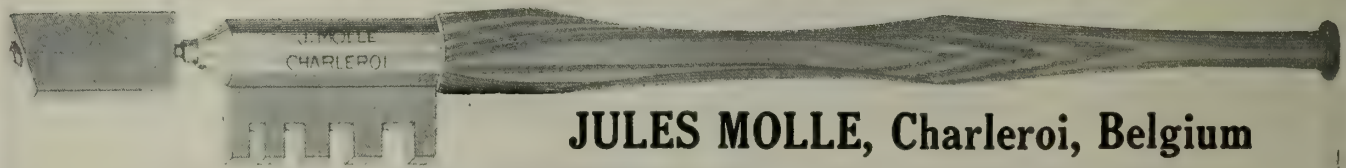


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HARDWARE AND METAL

Vol. XXVI. JANUARY 10, 1914 No. 2

Fighting Mail Order Competition

Business of Mail Order Houses is Increasing—Their Operations Are Extending—Parcels Post Will be Worked Hard—Retailers Should Fight Competition.

DURING recent years Canadian mail order houses have made great strides in securing trade, particularly in the smaller towns and rural communities.

With each succeeding year the operations of the mail order houses are extended into new communities, and the volume of business secured by these large firms shows a steady increase.

These mail order firms are becoming so powerful that they now own or control the output of several factories

They also hold large interests in daily newspapers.

Another force which the mail order houses will use to secure business will be the parcels post system, which we expect will be inaugurated during the next two months.

The introduction of parcels post will undoubtedly be of great benefit to mail order houses, but not to the extent that they would have benefited had a flat rate system been decided upon.

Under the zone system, if the local zone rate is low, the small merchant will have a good chance to compete with the mail order house.

With the advent of Parcels Post, increased activity will be noticeable on the part of mail order firms.

They will use every effort at their command to induce the public to order by mail. The moment the final announcement is made that Parcels Post will become operative on a certain date, the mail order houses will flood the country with announcements regarding what they will claim to be the "the advantages of buying direct by Parcels Post.

Canadian retailers can take fair warning from the extent of the mail order business in the United States.

According to a report of the American Fair Trade League, 20 per cent. of the total retail business of that country is secured by mail order houses.

The report also states that retailers in the smaller towns are continually losing ground. This is a serious condition for the small dealer, and no time should be lost by Canadian dealers in devising plans to prevent such a condition of affairs from infecting this country.

In order to prevent the loss of a vast volume of business to the retailer, various methods will be found necessary.

Methods that would prove successful in one locality might not prove satisfactory or effective in another.

Each dealer must, to a great extent, study out his own system. Locality, needs, and occupations of customers must be taken into consideration.

A class of goods that is a good seller in one locality might be a poor seller in another. The dealer must study the needs of his customers, and sell the people what they want.



Mail order houses are extending their operations.

Each dealer has a much better opportunity of studying the needs of the people in his immediate vicinity than the mail order houses have.

Studying the needs of your customers, however, is not all. You must let the customers know that you have the goods.

If the mail order house did not tell the public (by catalogues giving illustrations, descriptions and prices) of the goods they have to offer the chances are that their sales from a mail order standpoint would be practically nil.

Retailers should always remember that, in addition to studying what the people need, the dealer should also let the people know what he has in stock.

One of the strong points of the mail order houses is what they call good and efficient service. They also work on the principle that the customer is always right, and one of their chief aims is to always have satisfied customers.

The mail order house has to show the goods on paper, the local dealer has an opportunity of showing the actual goods to his customers.

In dealing with a mail order house the customer has to part with his money before he sees the goods; not so when dealing with a local merchant.

There is also a delay of considerable length in getting deliveries from mail order houses. In a catalogue issued by a large mail order house the statement is made that the mail order house in question receives daily dozens of letters asking why orders have not been shipped. This is conclusive proof and an admission on the part of the mail order house, that a good many customers do not receive their orders as soon as they expect them.

Another objectionable feature which retailers can point out to their customers is the fact that goods shipped from mail order houses are often liable to be damaged in transit, necessitating delays and other disagreeable experiences with transportation companies in getting claims adjusted.

Prices charged by mail order houses are in many cases about the same as those charged by dealers in small towns. In some of the larger places some lines are sold at even lower prices than those charged by the mail order house.

In the accompanying panel a number of price comparisons are shown. These comparisons were made on articles of similar brand or quality. One line—scales, for instance, shows a big difference in price, but in other lines there is very little difference.

The secret of the success of the mail order houses in Canada is not so much the fact that their prices are low. It can be attributed largely to the fact that they let the people know they have the goods, and are very open in quoting their prices.

The very fact that the mail order houses quote prices openly and fearlessly (even though the prices are not always low) leads people to believe that the prices must be right, or they would not be published and distributed.

Retail hardwaremen should start immediately to work out plans to make the new Parcels Post system beneficial to them. When the new system commences the retail hardware dealer will have three splendid forces to help him—viz., rural mail delivery, parcels post and rural telephones.

These three forces can be harnessed by the dealer, and used to secure business for him, instead of allowing them to be used principally for building up large revenues for the mail order houses.

HARDWAREMEN IN MUNICIPAL ELECTIONS.

Among the hardwaremen recently elected to municipal offices are the following:—W. Black, elected for fourth term as Mayor of Durham, Ont.; J. A. Wallen, elected for second term as Mayor of Newmarket. Milton Adams, of Adams & Vandusen, Picton, Ont., was elected for Mayor for a second term.

Aldermen elected were: H. Occomore, hardware merchant, Guelph, Ont.; Thos. Houghton, hardware merchant, Parkhill, Ont.; W. S. Smith, of Smith Hardware Co., Belleville, Ont.; H. P. Morgan, hardware merchant, Peterboro, Ont.; J. H. Christie, of Christie Bros., Owen Sound; W. Bartlett, of the St. Mary's Hardware Co., St. Mary's, Ont.; W. Wright, of Wright's Hardware, Strathroy, Ont.; S. Penfold, of S. & G. Penfold, Guelph, Ont.; Ed. Wanless, of Wanless Hardware, Chatham, Ont.

E. J. Creeper, of Creeper & Griffin, Owen Sound, was elected as school trustee; J. H. Crowe, of Welland, was elected as deputy reeve.

BONUS FOR EMPLOYEES.

In December, 1912, the L. S. Starrett Co., of Athol, Mass., by a vote of the directors decided that on account of a very successful year's business, they would pay to each employee a sum equal to two per cent. of the total wages paid him during the year, which, for those who had worked with the firm the full year, meant about one week's extra pay.

On Dec. 24 of the year just passed the firm sent notices to their employees giving a review of the year's business, and the following announcement:—

At this Christmas time we wish you all happiness, and take pleasure in informing you that at the meeting of the directors of this company held the 10th instant, a vote was passed similar to that of last year, namely that this company, pay, as soon after the first day of January, 1914, as practicable, to each person in the employ of the company on that date, a sum equal to two per cent. of the entire amount of wages paid to such employee during the year 1913.

MASTER PAINTERS' CONVENTION.

Preparations for a record-breaking attendance at Indianapolis, February 10 to 13 inclusive, are being made by the International Association of Master Painters and Decorators of the United States and Canada for their annual convention.

The convention is not confined to members of the Association itself, but cordial invitations are extended to, and special arrangements are being made for the entertainment of everybody in anyway connected with the paint industry.

PRICE COMPARISONS TAKEN FROM CATALOGUES ISSUED BY LARGE CANADIAN MAIL ORDER HOUSES, AND CATALOGUES ISSUED BY RETAIL MERCHANTS IN SMALL TOWNS.

Name of Article	Retail M'ch'ts Price	Mail Ord. Price
Game Traps, No. 0	$1.75 doz.	$1.75 doz.
Game Traps, No. 1	2.25 "	2.25 "
Game Traps, No. 1½	3.25 "	2.85 "
Spring Skates	60c pr.	60c pr.
Boys' Hockey Skates	50c "	50c "
Ladies' Skates	1.50 "	1.50 "
Featherweight Skates	5.00 "	5.00 "
Steel Barn Door Latch	35c ea.	35c ea.
Saw Vise	40c "	38c "
Hog Ringers	10c "	10c "
Hog Rings	10c box	10c box
Safety Razor	5.00 ea.	5.00 ea.
Safety Razor	1.00 "	1.00 "
Mrs. Potts Irons	1.00 set	95c set
Stock Troughs, 6 ft.	3.00 ea.	2.95 ea.
Stock Troughs, 8 ft.	4.00 "	4.35 "
4 lb. capacity Scales	3.50 "	3.10 "
Double Barreled Shot Guns	12.00 "	11.50 "
Single Barreled Shot Guns	5.00 "	4.90 "
.22 cal. Rifles	6.50 "	6.00 "
.22 cal. Rifles	5.50 "	5.00 "
.22 cal. Rifles	3.00 "	2.85 "
.22 B.B. Caps	25c box	25c box
.22 Short Cartridge	20c "	15c "
.22 Long Cartridge	25c "	20c "
.32 S. & W.	60c "	50c "
Galvanized Wash Tubs, No. 1	80c "	65c "
Galvanized Wash Tubs, No. 2	90c "	75c "
Galvanized Wash Tubs, No. 3	1.00 "	85c "
Dustless Ash Sifter	75c "	75c "
Wash Board	25c "	20c "
Bread Mixer	2.75 "	2.50 "
Carpet Sweeper	3.00 "	3.00 "
Cold Blast Lantern	75c "	65c "
Ratchet Screw Driver	1.75 "	1.60 "
4 lb. capacity Scales	3.50 "	3.10 "
10 lb. capacity Scales	4.25 "	3.50 "
240 lb. capacity Scales	7.00 "	5.50 "
1200 lb. Scale	24.00 "	18.00 "
200 lb. Weigh Beams	5.50 "	4.50 "

Amendment to Weights and Measures Regulations

No Scales to be Admitted to Verification as Family or Household Scales—Manufacturers' and Dealers' Stocks May be Inspected and Stamped for a Period of Sixty Days from Date of Order.

IN the January 3rd issue of Hardware and Metal a notice appeared, regarding an order in council which had just been passed, amending the weights and measures regulations of the Inland Revenue Department.

Hardwaremen will be particularly interested in the new regulation regarding the importation and manufacture of dead load spring scales.

In this issue we will go more fully into the new regulations, and publish extracts in which hardware men particularly are interested. The amendments became operative from Jan. 1, 1914.

Dead Load Spring Scales.

No spring scale of the dead load type and no spring scale of the combined lever and spring scale type except such as are constructed upon the correct knife-edge principle and approved by the Department of Inland Revenue shall be manufactured in or imported into Canada except as herein otherwise provided for, and no such spring scale shall be sold, offered for sale, taken into use, or kept in stock under the penalties provided for by section 65, etc., after sixty (60) days from the date hereof, and that all such scales now in use and daily inspected and stamped according to the weights and measures regulations, may continue to be used and periodically inspected and stamped as required by law until found incorrect and incapable of being made correct without the renewal of some fundamental part of their mechanism."

Exceptions.

Dead load scales may be inspected and stamped for the weighing of ice only, when found to comply with the following regulations:—

Ice Scales.

Ice spring scales.—Suspension spring scales of the dead load type, straight dial, pull down class, may be admitted to verification for use in the ice trade, when approved by the Department of Inland Revenue under section 15 of the regulations and when permanently stamped or branded in bold legible letters with the words 'Ice Scale," a consecutive shop number and the maker's name.

The scale shall be graduated into equal parts, the value of the graduations complying the regulations set down in the new order.

A lead or soft metal plug shall be provided for the reception of the stamp of verification and inspection.

Should any of the scales be found in use for any other purpose than the weighing of ice, they shall be at once seized and confiscated and the user liable to the penalties provided by section 65, etc., etc.

Other Exceptions.

Sportsman's spring balances, when of the Pocket Tubular type, and not exceeding 15 pounds capacity, may be sold unstamped.

Photographer's scales used for solution mixing, when permanently branded "Photographer's Scale," and not exceeding 16 ounces in capacity, may be sold unstamped.

The spring scale known as the Farmer's milk scale, having two pointers, shall, when approved by the Department of Inland Revenue under Section 15 of the Regulations, continue to be inspected and stamped as provided by Circular G. 1072, amended by G. 1090.

Auxiliary spring scale attachments used in conjunction with, and over the mechanical ratio of lever scales, for automatically indicating parts of the load weighed, may be permitted when approved by the Department of Inland Revenue under the provisions of Section 15 of the Regulations, and when the weighing to be done is not required to be of the regular trade fineness.

The barrel-shaped Hanging Spring scale, with double rack and pinion, one at each end of the drum, and with thermostat attachment, may continue to be inspected and stamped when otherwise complying with the Weights and Measures Regulations.

(Continued next page.)

SMALL REDUCTION IN INSPECTION FEE.

The Federal Government must have anticipated the deputation of merchants at coming session. The following section of the Order-in-Council notes a small reduction in the annual inspection fee—but so small it scarcely can be seen:—

"That the Order in Council dated June 5, 1911, amending Order in Council dated April 21, 1908, establishing a rate of two-thirds of the ordinary fees as respects scales inspected oftener than biennially, shall be and the same is hereby repealed, and the following established in lieu thereof:—

"The fee to be charged for the periodical re-inspection of all scales which are inspected oftener than biennially, shall be at the rate of 60 per cent. (i.e., three-fifths) of the regular schedule of fees established by Section 21 of the Weights and Measures Regulations, Order in Council dated December 17, 1898, when the regular fee, or the sum of the fees due at such inspections, amounts to $1 and over.

"When the Inspection of Scales is requested to be periodically made once, or more frequently than once every three months, the fee to be charged for such periodical inspections shall be at the rate of 30% or 3-10 of the regular fee, as established by Order in Council dated December 17, 1898, provided that such fee or the sum of the fees due at such inspections, amounts to $2 or over.

"In those cases where extra fees are collected for scale weights, this 60 and 30 per cent. rate shall apply to the local fee collected, including both scale and weights.

"The full fee provided by Section 21 of the Regulations herein referred to, shall be charged for the original verification of all scales."

SELF MEASURING PUMPS.

That the following regulations be established as regards self-measuring pumps:—

1. *All stops where there are such, and piston rod adjusting mechanism, must be so arranged that they can be sealed with a Lead Plug, a wire and lead seal, or with a cap and wired lead seal.*

2. *The amount of oil delivered must be the same whether the pump is worked rapidly or slowly; it shall also be correct whether the pump has been standing unused for several hours or days or not.*

3. *Each owner or user shall provide a set of cylindrical standard measures of capacity, to include at least one quart, and one gallon measure, for the use of the inspecting officer.*

Failure to comply herewith shall render such owners or users liable to all the expenses incurred by the officer in procuring such necessary measures, and for the actual expenses incurred in making a second visit, should the same be rendered necessary.

4. *The amount of liquid delivered shall be correct within the toleration of error provided in the following table:—1 quart, 6 fluid drams; ½ gallon, 1 fluid oz.; 1 gallon, 2 fluid oz.; 2½ gallons, 3 fluid ozs.; 5 gallons, 4 fluid ozs.;* 10 *gallons, 6 fluid ozs.*

The above tolerations are for original verification; twice these tolerations on subsequent reinspection.

5. *Each capacity stop must be permanently branded with the capacity it is intended to deliver. If all the stops are controlled by one handle over a graduated quadrant, such individual branding will not be necessary.*

6. *Each pump shall be permanently branded or labelled with the maker's name, shop number, and its maximum capacity.*

Household and Family Scales.

That Section 7, paragraphs 3 and 4, of the Order in Council dated December 17, 1898, and also the Order in Council dated December 6, 1910 (G. 938), be repealed, and the following substituted therefor.

"No weighing machine of any type whatever shall be admitted to verification as 'family' or 'household' scales only. All weighing machines submitted for original verification and stamping hereafter must comply with the regulations provided for Trade Scales of their respective class.

Provided, that manufacturer's and dealer's stock of such scales may be inspected and stamped for a period of sixty days from the date of this order in council.

Weight Graduations.

The weight graduations on beams and dials of all weighing machines shall be equal amongst themselves unless otherwise specially authorized by the Department of Inland Revenue under Section 15 of the Regulations.

Provided, that manufacturer's and dealer's stock of machines having unequal graduations may be inspected and stamped for a period of sixty from the date hereof, and that such machines already stamped may be periodically inspected and stamped when found correct.

Computing Scales.

The order in council dealing with computing scales is of particular interest to retail grocers. It reads:—

"That Section 7, paragraph 6, of the Regulations, Order in Council, December 17, 1898, be repealed, and the following substituted therefor:—

(1) On and after the date of this Order in Council, Computing Scales shall be verified both as to the accuracy of the weighing machine proper and also as to the accuracy of the money valuations.

(2) If the scale satisfies the conditions provided by the regulations for its special class, the computing chart shall be tested through a complete range of money valuations.

(3) The indicating line shall not exceed 1-32 inches in thickness nor be distant from the chart more than 1-16 inches, or such that by shifting the eye to either right or left, up or down, an appreciable error in the reading will result.

(4) A computing chart in which there is more than one figure of the same denomination in the same column or row at a given price per pound shall not be stamped.

(5) The lens or magnifying glass must be wide enough to give a clear

(Continued on page 44.)

FEES FOR INSPECTION.

Ice Scales not exceeding 100 lbs. .....20 cents.
Ice Scales not exceeding 300 lbs. .....30 cents.
Ice Scales not exceeding 500 lbs. .....50 cents.
Self Measuring Pumps not exceeding 2 gals., 50 cents.
Self Measuring Pumps not exceeding 5 gals., 75 cents.
Self Measuring Pumps not exceeding 10 gals., ..$1.00
On glass measures the fee must not exceed:—
1 gallon measures, 20 cents.
½ gallon measures, 15 cents
1 quart and under, 10 cents.

DRY MEASURES OF CAPACITY.

1. *All dry measures of capacity of one bushel and under shall be of circular cylindrical form, and the external diameter shall not differ by more than 5% from the depth or double the depth.*

2. *Measures made of wood of the capacity of one gallon and upwards shall be bound or strengthened with metal or wooden straps or hoops. A metal band shall be placed around the rim of all wooden measures of the capacity of one peck and over.*

3. *Measures of over one-half (½) bushels shall be provided with handles.*

4. *Double ended or reversible measures, that is, measures with one bottom part of the way up, one side being used for one capacity and the other side for another capacity, are not permitted. Bottomless measures are also prohibited.*

5. *The use of liquid measures of capacity instead of dry measures for the sale of dry commodities is forbidden, and all liquid measures of capacity found in use for such purpose shall be seized and confiscated, and the user liable to penalties provided by Section 65 of the Weights and Measures Act, Chapter 52 R. S.*

6. *The toleration of Error for Measures of Capacity shall be as provided by Section 29 of the Weights and Measures Regulations, amended by this Order-in-Council.*

Using Parcel Post to Get More Rural Business

Where There Are No Rural Phones the Ready-Made Post Card Presents Itself—Suggestions on Obtaining Mailing List of All Country People Supplied by Rural Free Delivery—Get in Ahead of Mail Order Houses.

WHETHER or not a country community has rural telephones, if the government is giving it a rural free mail delivery, the nearby village, town and city dealer will have a splendid opportunity of obtaining good business under the new Parcel Post service we are promised this or next month. The rural phone, of course, makes it convenient to call up one's customers and probables and suggest that certain articles be sent out by Parcel Post. This phase of the question was gone into fully two weeks ago in the first of a new series on this question.

But what about country districts where there are no rural phones? Also what about customers on rural phone lines who have no phones installed? How are they to be reached in order that they may secure some advantage of the new system and that mail order houses will be beaten to the business?

The Ready-Made Post Card.

The obvious answer is—use the return, addressed post-card. It will cost but little to have a few hundred of these printed and tried out. They should be ready for distribution at least the moment the Parcel Post system is ready to open up its wings over us. That means almost any time now—probably within two, three or four weeks.

A sample card is herewith suggested. It points out to customers living in the country that they have an opportunity to take advantage of a new system under the auspices of the Post Office department at Ottawa. It gives them information in brief about the terms of the new plan. It contains a ready-made letter to yourself with blanks left for listing the goods required. In short, it permits the customer to send in an order with the least possible work and loss of time on his or her part. A post-card such as this, should be "ready-made." The less the customer has to do, the more readily will he do it.

The Preparation Work.

A course somewhat similar to that mentioned in the first article of the series might be followed up to a certain point:—

(1)—Get from post office list of all rural free mail delivery routes in the district.

(2)—Secure from post office or from the men who have the contracts for delivering mails into the country, a list of all farmers and others on these routes. (Another method would be to get the names from the farmers' mail boxes on the roadside.)

(3)—Divide these names into two lists—customers and non-customers.

(4)—Have post cards printed containing your name and address on one side and instructions, return letter and blanks on other, allowing several cards for each customer and a few for each non-customer.

(5)—As customers come into the store give them their cards explaining their use. Cards of others should be mailed with an explanatory letter.

(6)—Tabulate results, checking off list, names of those who have responded.

(7)—After lapse of a couple of weeks, those who have not sent in an order should be reminded again of this service and urged by a judicious letter to at least give it a trial. Follow up non-respondents until you are assured you are securing all the business possible to obtain in this way.

If You Don't Someone Else Will.

Every dealer, in discussing in his mind, whether he should attempt this idea or not should remember that the mail order houses will work it for all they are worth. They no doubt have already their plans well laid, ready to jump into the game as soon as the Postmaster-General blows the whistle. It will not do for the retail merchants of Canada to sit passively by and watch these distant houses corral more of the trade of the country district. They are getting enough now, Providence knows, and why should they obtain more? Retailers should ever appreciate the fact that only their own aggressiveness is going to stop the tide of money becoming centralized in the big catalogue houses of our metropolitan cities. They have money, and power to sway many of our parliamentary representatives through the big metropolitan daily papers which are often used as their tools. So it is up to the trade to use every available means within its reach to beat them at their own game—to be just a little more aggressive than they.

MAIL THIS CARD FOR RUSH ORDERS

The new Parcel Post Bill passed by Parliament which comes into effect January permits us to send you parcels by mail up to 11 pounds in weight. The rural mail delivery man takes them to your gate. Fill in the blanks on this card with the goods you want and mail it to us. You will get the goods next day.

A. H. HARVEY, 75 Centre St., Jonesville.

Dear Sir—Send me the following goods by Parcel Post:

Yours very truly,

MRS. _____.

R. M. R. No. 4.

Above is one suggestion for a return private postal card to be used when we get Parcel Post. On opposite side should be dealer's name and address and place for 1 cent stamp.

PARCELS POST EXPECTED WITHIN A MONTH.

Ottawa, Jan. 2.—The final arrangements for inaugurating the parcels post system are expected to be concluded when Hon. L. P. Pelletier returns to Ottawa early next week and it is probable that the service will be commenced within a month. The railway subsidy question is the only feature to be settled.

The impending inauguration of the parcels post is causing the department to be flooded with all sorts of devices for carrying agricultural and dairy produce. The devices consist principally of corrugated paper boxes suitable for the transport of eggs and butter.

HARDWARE AND METAL

VOL. XXVI. No. 2 Toronto, Canada, January 10, 1914 Two Dollars per Year

THE BUSINESS OUTLOOK.

CONDITIONS are developing along the lines laid down. Business is quiet, perhaps a little more than seasonably so, but not more than had been expected by even the most sanguine. It was almost universally predicted toward the end of the year that the first few months of 1914 would be quiet and that the real improvement would come with the late summer and fall months. Coupled with this was the belief that a steady improvement would be maintained during the early months, worked up to the period when the real impetus toward sweeping prosperity would be felt. This also is being borne out for various reports are received of brightening lines. Reports from the metal markets are particularly bright, there being a decided stimulus noted in the demand for metals. This naturally reflects a more active tone in manufacturing. Not in any quarter is there much evidence of real anxiety or of fear for the future after the next three months have been passed.

THE REAL MAIL ORDER MENACE.

THE MENACE of the mail order houses does not exist in the fact that the catalogue price is lower than the retail price. The table of comparative prices published elsewhere in this issue establishes the fact that on many hardware lines at least, the mail order catalogue does not offer the people any considerable reduction under the prices that the retail hardwareman offers his goods at—certainly not enough of a reduction to outbalance the disadvantages of buying by mail.

The growth of the mail order business can be attributed to one factor, therefore. They have developed a new field. The farmer living some distance from town seldom sees a newspaper and rarely gets in to visit the stores. Up to the time that the big catalogues began to circulate, he was left pretty much to himself, to buy what necessity impelled or his desire dictated. He was practically an unworked prospect. The mail order houses realized the opportunity and they began to reach this unworked prospect by a publicity campaign conceived and carried out on a gigantic scale. And it worked; fully up to the expectations of the men who had grasped the idea. The isolated buyer saw things in the catalogues reaching him which would never have appealed to him otherwise, but which now aroused the desire of possession. His wife caught the fever faster and in a more virulent form than he did.

The remedy from the standpoint of the local dealer is to reach the isolated buyer as well. It can be done in various ways, by advertising, by keeping up a well-stocked and thoroughly attractive store, by giving the best of service. The last consideration in a sense includes all the others.

GIVE THE CLERKS A CHANCE.

A NUMBER of hardwaremen have signified their intention of taking, or sending, one or two of their clerks, to the exhibition and convention to be held in Ottawa, Feb. 16 to 21.

This is a commendable move on the part of the retail merchants.

The hardware clerk attending meetings of this kind, will receive many valuable pointers, and much interesting and up-to-date information, which will reflect to the advantage of the firm he represents.

The clerk attending the exhibition will have an opportunity of meeting manufacturers, and getting information, which will aid him in making sales. He will also come in contact with many new lines of goods which have been produced during the past year.

The live topics which he will hear discussed at the meetings of the retailers will also be interesting and educative.

The cost of sending one or two clerks to Ottawa will not be high, and the money thus expended will prove a splendid investment.

WEIGHTS AND MEASURES.

HARDWAREMEN will be particularly interested in the new amendments to the weights and measures regulations of the Inland Revenue Department. Elsewhere in this issue the new amendments are published.

Many hardwaremen in all parts of Canada now have in stock, scales which come under the heading of Dead Load Spring Scales. The sale of these scales is apparently to be prohibited after 60 days from Jan. 1, 1914.

If the new regulations are carried out, and no further time extension is allowed, the chances are that some dealers will have scales on hand, which under the new law are not saleable.

Retailers in order to be on the safe side, should try and dispose of their present stock of these scales in order to protect themselves from loss.

PREVENT CO-OPERATIVE LEGISLATION.

IT IS quite evident that another attempt will be made this coming session at Ottawa to push through a Co-operative Bill designed to extend special privileges to the few. Among the requests made by the Western grain-growers deputation at the Capital recently was one asking for permission to establish and operate co-operative stores in the West without having to go through the formalities of the Joint Stock Companies Act.

If these co-operative associations are in any way different from joint-stock companies and therefore entitled to special consideration, we are from Missouri, and want to be shown. This should be the attitude of every merchant in Western as well as Eastern Canada. Merchants out west organized pretty thoroughly during the past year and are now in position to bring great force to bear on their Federal representatives. But they must act NOW. They should not wait until a Bill has been introduced into parliament. Now is the time to formulate plans and demand of their representatives that no special privileges shall be given. Co-operative stores are being formed today. That is probably all right. They come under the Joint Stock Companies' Act, but they should never be given class legislation—and only the merchants can prevent it.

POINTED EDITORIALS.

Have you reserved accommodation for the Ottawa Convention?

* * *

Give your clerks a chance to attend the Ottawa Convention.

* * *

Prepare for the coming of Parcels Post.

* * *

A more active tone is shown in the metal markets; the most hopeful sign yet.

* * *

Stock-taking will show up many lines of slow sellers. Make an effort to dispose of them.

* * *

Only seven weeks to dispose of scales, which will be banned under the new regulations.

* * *

Parcels Post is getting uncomfortably close. Are you ready to cope with the new conditions?

* * *

Happy is the man who is happy in his work. Every really efficient man is never more happy than when at work.

* * *

One Toronto hardware merchant dressed a paint window this week. What are you doing to promote paint sales.

* * *

Those "resolves" are probably all "busted" already, but keep going along trying to do the best work in you just the same.

* * *

Why should the merchant pay the shot for weights and measures inspection, when every other form of inspection in the interests of the public is paid for by the public?

The Paint Situation

DESPITE the fact that during the year just passed, a great deal was heard about the financial stringency, etc., paint manufacturers appeared to be busy, and in the majority of cases reported that the year's business was very fair indeed.

Hardware and Metal has received a letter from one of the leading paint manufacturers dealing with conditions of the past year, and the outlook for the future.

Extracts from the letter are here appended:

During the year 1913 we found that the demand for paints and paint materials of all classes was very steady and good, and that an increase was realized over all previous years. This we attribute largely to the fact that the general public is growing in its appreciation of ready prepared paints, and this appreciation is leading them to its more general use in the up-keep and preservation of their buildings. We also feel that property owners are realizing more and more the value of good paint and good painting in the preservation and conservation of property. The demand of manufacturers for paints and varnishes, while not showing any phenomenal increase has been steady and we consider perfectly normal.

While increases this year may not be expected to be as large as in the past, yet staple demand for paints of all classes will be normal and we expect steady, with perhaps slight increases in certain lines.

It is highly advisable on the part of both retailer, jobber and manufacturer that long credits should not be extended, and that with careful attention to collections and close economy in internal administration that these three parties should not be at all alarmed over the present slight depression that hovers over the country.

Attention to such items as these will do a great deal to keep trade steady and in the right lines, and to also bring it back to its normal condition which will allow this country to assume the marked progress to which it is entitled. We feel that taking all things into consideration a general note of optimism can be struck in regard to the outcome for 1914.

The remarks from one of the leading manufacturers of paints encourages the belief that there is a growing inclination on the part of the public to use ready-mixed paints in preference to the hand-mixed product which held sway for many years.

Much of the old-time prejudice on the part of painters has died out, and many of the largest painting contractors are now heavy users of ready mixed paints.

As recommended in the letter, retailers should pay strict attention to credits.

Retail merchants should enjoy a large paint trade during the present year.

An early start is half the battle, and merchants should begin, as soon as the stock-taking period is completed, to start their 1914 paint campaign.

Hardware Manufacturers Offer Prizes

Two Prizes Offered to Salesmen Sending in Largest Number of Reservations.

The Canadian Hardware Manufacturers' Exhibitors' Association are offering two prizes to the travelling salesmen who will send in the greatest number of dealers' reservations, for railway and hotel accommodation, at the convention to be held in Ottawa from February 16 to 21.

Prizes.

The first prize will be $25 in cash, and the second prize a round trip ticket to Ottawa to attend the convention.

The competition is open to salesmen of exhibitors, or jobbers only, and application blanks may be secured by applying to F. M. Tobin, sec.-treas. Canadian Hardware Manufacturers' Exhibitors' Association, Woodstock, Ont.

Arrangements for the Exhibition and Convention to be held in Ottawa next month are progressing rapidly, and a large attendance is expected. A large number of new features will be introduced during the Convention.

A number of very important questions will be taken up by retailers at the coming season.

Those who are contemplating attending the Exhibition and Convention should lose no time in making their reservations.

Excellent arrangements have been made by the Manufacturers' Association for the accommodation of visitors, providing the latter send their reservations in early.

Special trains will leave Toronto and Montreal on Monday, 16. Special cars will be reserved for ladies.

Special Rates.

Round trip Toronto to Ottawa and return, including five days' room at either Chateau Laurier or New Russell Hotels, will cost $12.70.

Round trip Montreal to Ottawa and return, including five days' room at either Chateau Laurier or New Russell Hotels, $8.45.

These rates are exceptionally low, and are easily within the reach of all hardware men.

ADDITION TO S.-W. P. STAFF.

The Sherwin-Williams Co. announce the addition of L. B. Moore to their staff of travelling representatives.

Mr. Moore was born and educated in St. John's, Nfld., and he graduated from the Methodist College there. His first experience in the business world was with the T. B. Clift & Co., commission merchants, St. John's, Nfld., with whom he remained for four years. For the past few years he has represented the Union Blend Tea Co., of St. John, N.B., his territory covering Newfoundland, Nova Scotia and Massachusetts.

Mr. Moore's experience and familiarity with local conditions in the Maritime Provinces and Newfoundland, coupled



L. B. MOORE,
who has joined the S. W. P. sales-staff

with his personality, will undoubtedly ensure his success as representative of the Sherwin-Williams Co. in Prince Edward Island and Newfoundland.

AMENDMENT TO WEIGHTS AND MEASURES REGULATIONS.

(Continued from page 40.)

view of at least three money value indicating lines in that column or row showing the lowest price per pound.

In the accompanying article, the extracts taken from the new regulations of the Inland Revenue Department, are those in which the hardware dealer is likely to be most interested. We will gladly supply any of our readers with further information regarding toleration of error, weight regulations, etc., if they desire this information.—Editor.

(6) The minimum space between one-cent graduations shall not be less than 1-32 inches, and all money values up to and including 35 cents per pound shall give 'cent' valuations; over 35 cents per pound the minimum space between consecutive graduations must not exceed 5-cent valuations.

Testing.

"The money values shall be tested through the entire range of valuation at each pound-weight graduation and at each aliquot division of the pound, that is, at the ¼, ½, and ¾ marks.

"If the scale and computing chart are both found correct, the machine shall be stamped, and the certificate shall certify to the correctness of both.

"If the scale is correct, but the computing chart incorrect within the provisions of these regulations, the chart alone shall be condemned by means of an adhesive or other rejection seal provided by the Department. If the owner or user objects to such labelling of the chart, then the machine shall be tagged and sealed with the usual rejection label and its use forbidden.

"The provision of this Order in Council shall apply to all computing scales submitted for original verification after the date hereof; but nothing contained herein shall affect the periodical inspection of computing scales duly admitted and inspected prior to the coming into force of this order in council, but no such scale shall be reinspected after fundamental repairs unless the chart is also made to pass inspection."

Glass Measures.

Section 19 states that 'glass' be added as a material of which measures of capacity may be made, and admitted to verification under section 19 of the regulations.

ISSUE NEW CATALOGUE.

Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont., makers of the Pilot stoves, ranges and furnaces have just issued a new 64 page catalogue which is gotten up in a very attractive manner.

The catalogue contains excellent half-tone illustrations on coated paper.

Valuable information is given regarding the products of the firm. Dimensions, shipping weights, etc., of the various lines are also shown.

The front cover design of the catalogue is very attractive, illustrating the pilot, piloting his vessel.

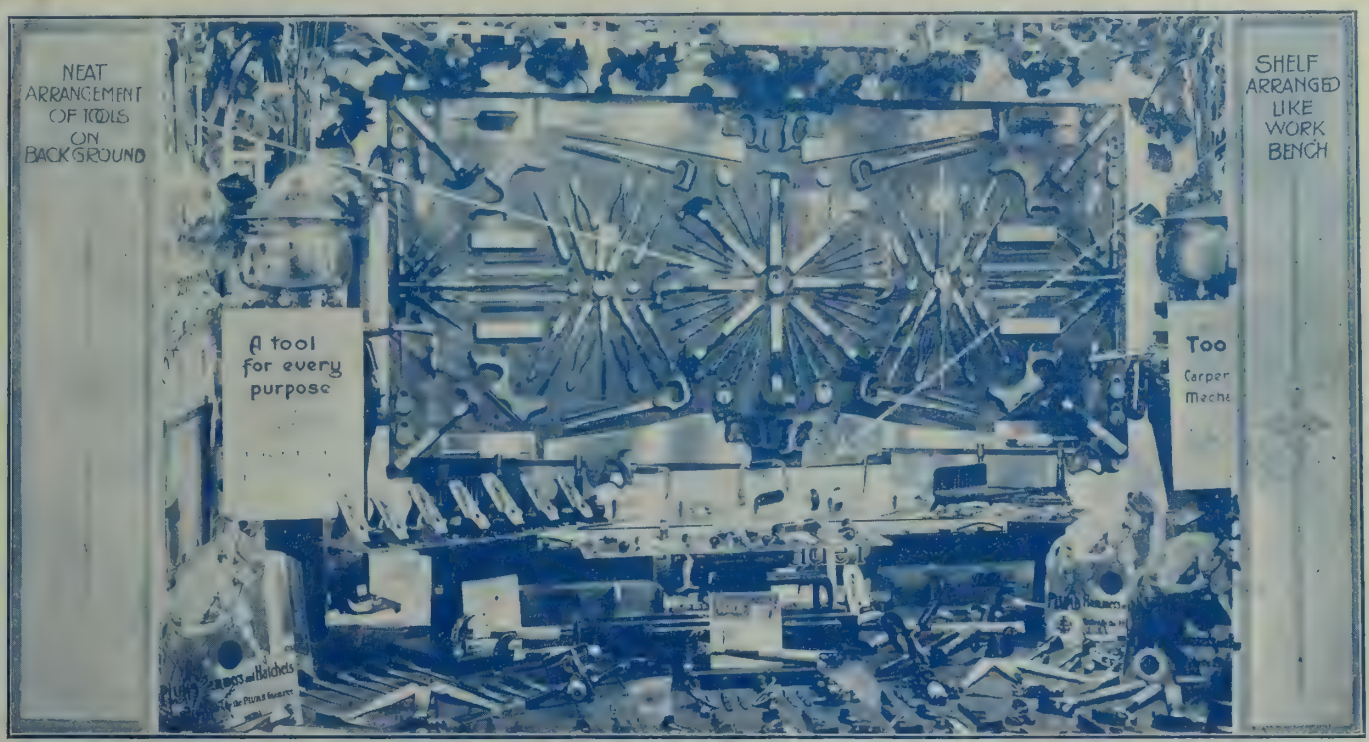
Fire at Cheadle.

Cheadle, Alta.—Fire completely destroyed the hardware store and residence of F. H. Amidon.

Adopt the Attitude of the Spectator

The Display Man Should Try to Place Himself in the Position of the Person to Whom the Trim is Calculated to Appeal and Thus Find What Would Prove Most Effective in Gaining his Own Interest.

A RULE which no window trimmer should neglect is that, in arranging his displays, he should try to cultivate the mental attitude of the class to whom that window will most directly appeal. In other words, if he is arranging a display of sporting goods, he must endeavor to regard the question of sporting goods from the standpoint of the man especially interested in athletics and out-door sports. In this way he will be able to find just about the kind of window that would appeal to the sporting enthusiast and is more likely to make the display that he finally evolves a strikingly effective one.
Herewith is presented a tool window of unusual merit, which, one believes, was prepared on this basis. In



A Tool Trim by Chas. H. Smith, Calgary.

planning a tool display, the trimmer will have on object in view—to so arrange his trim that it will appeal to mechanics and, in fact, to all men interested in tools. If he endeavors to put himself in the place of a man who wants to buy a new tool, he will almost certainly produce a trim very similar to that presented. This window would appeal strongly to a prospective purchaser of tools. In the first place there is a large assortment of tools of all descriptions shown. The stock has been most conveniently as well as attractively grouped. Finally the suggested bench effect gives a touch of the proper environment. Perhaps the one fault that can be found with the window is the use of the floral scroll at the top and the brass jardinieres with palms at each side. This gives rather too ornamental a setting to the display. A tool trim should be severely plain, depending upon winning its way through the merit of its arrangement.

One of the best possible tool trims would be one where a workman's bench was placed in the window, together with such other material as was needed to make up a semblance of a workshop. This would catch the eye of the mechanic at once and attract his attention to the stock.

It is wise where possible to put in cards with brief references to the tools shown. A man may see a saw which appeals to him as a good one, but to bring his interest up to the point where he will decide to buy, it is necessary to tell him exactly why that saw would suit him better than any others. The card will fulfill this purpose. Here again is seen the necessity of mentally placing oneself in the position of the spectator before arranging a trim. What would I want to know about these goods if I were to come along and look in at the display? is a question which the trimmer should decide before going about the arrangement of the trim.

There's a Kyanize finish for every purpose about the house



WE SELL TO ONE LIVE DEALER IN EACH LOCALITY

and then back him to the limit. If there is no Kyanize agent in your locality

WRITE FOR OUR KYANIZE BLUE BOOK

and full particulars about our 1914 advertising.

BOSTON VARNISH CO.

EVERETT STATION, BOSTON

Kyanize Floor Finish, in clear and seven permanent colors.
Kyanize Spar Finish, the most durable exterior varnish.
Kyanize White Enamel Paint, the whitest enamel on the market.
Kyanize Semi-Gloss, a dull finish that does not settle; gives a rubbed finish without rubbing.
Kyanize Cabinet Rubbing, for high grade rubbed and polished work.
Kyanize Interior, the highest grade of interior finish.
Kyanize White Damar, the kind Uncle Sam uses.
Kyanize Crystal Finish, a hard drying interior varnish, light in color and very brilliant.
Kyanize Ground Color, an under-coating for colored finishes.

Distributors for Western Canada

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

Kyanize

KY-AN-IZE

selling co-operation is worth a lot to you



Life size cutout free to every agent.
One of our pieces for the window.

It will increase your sales of general goods as well as varnish sales. It is **not** something you have to share with every paint dealer, drug and department store in town.

The Kyanize agent gets our full support. There's only one in each locality. When you put in our window displays and store advertising material, start our direct mail work and use the picture slides and newspaper electros we furnish—you let every one know that your store is the place for them to get the Kyanize they see advertised in the magazines. **You** get the full benefit.

If there is no Kyanize KY-AN-IZE agent in your town



Litho Steel Counter Display Cabinet 18 x 32.

One of the store pieces.

it will pay you to write us for full particulars. We will send you proofs of everything.

It's the most profitable varnish line there is, for we have only one agent in each locality and we back him to the limit.

Boston Varnish Co.

EVERETT STATION, BOSTON

Distributors for Western Canada

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

Preventing Waste of Material in the Tinshop

Journeymen Should Devote Considerable Time to Study—Many Savings in Material Can be Effected in the Tinshop—Examples Showing How Material Can be Used to Advantage.

ONE of the chief troubles encountered by our journeymen tinsmiths and sheet metal workers has been found to be the lack of knowledge regarding the laying out, method of construction, and development of the various patterns which, from time to time they are called upon to make.

While it must be said there are some very complicated patterns to be developed once in a while, it can also be said that providing the general principles are thoroughly studied, these too can be much more easily overcome if one sets their mind on mastering these principles.

More Study Necessary.

Despite the great improvement in machinery which stamps out parts and in some cases blank articles complete, which at one time was made by the tinsmith, there is still a dearth of practical men, men who can cut out patterns of almost any shape from sheet metal. These men are in many cases only to be found in large shops where not only is machinery employed, but where the original patterns must be developed before the blanking dies can be made for this machinery.

The same problem confronts every trade, the need that our journeymen should devote more time to study.

In the case of tinsmiths and sheet metal workers the chief problems are of a geometrical nature, and of course draftsmanship, and some of these problems which until a certain amount of study has been given to them seemed at first to be more or less complicated. As we have said before by becoming thoroughly versed in the general principles these will soon be found easy. One of the main features, when working out the construction of an article is, can it be made in one piece and not involve too much waste of material? Often times only half a pattern need be developed and in that case it may be able to reverse the half pattern and thus save material, as an example we will look at Fig. A and B.

This, while being a very simple example is only one in a thousand instances where saving of material can be made.

It has been said, and truly so, that one of the greatest leaks in a tinshop is the waste in material. This should not be so, by any means, and in these days especially as by careful buying almost any size of sheet can be bought. Hence if more study along the lines of pattern developing and a little care is used when buying the material, such waste in material would be a thing of the past, and those in business would find a great saving in their tinshops if they would encourage more study by their workmen and supply a first-class book on the development of patterns as one of the necessities of the shop. Nothing is more discouraging than to see piles of scrap sheet metal under the benches.

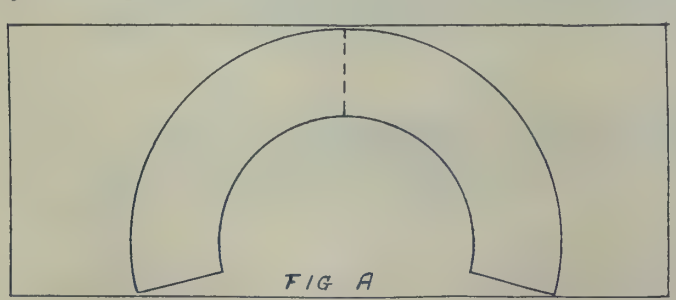
Have Small Patterns on Hand.

And while discussing this matter of the accumulation of waste material under the benches and shelves, it would be a good thing to go over all stock patterns, and if the shop execute work of a nature which calls for small work as well as work of an ordinary nature and size, there should be a number of small patterns on hand, then a shop rule made, informing the men and apprentices to see that no scrap be thrown out which could be used for these small articles; for instance, pieces which would be large enough to make a 2, 3 or 4 piece 3 in. elbow could be marked and cut out in slack times, or the apprentices could be encouraged to do this work instead of doing so much hanging round. It may be stated, and rightly so, that these can be bought cheaper than they can be made by hand. But when such a habit has been established in a shop, it is not so much the actual cost of these small articles as the fact that saving along other lines is thoroughly established.

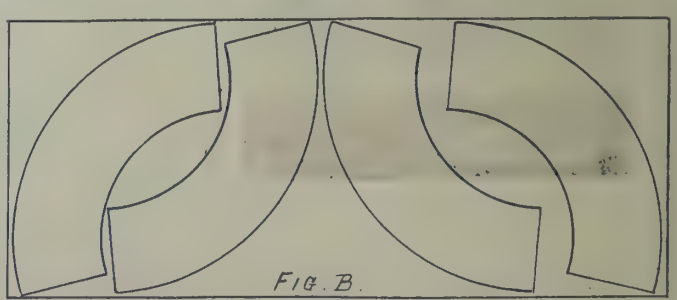
The writer has in mind a certain young fellow who learned his trade (or thought he had learned it) in a large city. This fellow worked 8 years at making up all kinds of hot air furnace work. He went into the shop and began helping to fit up the piping and casings. His next step was marking out elbows, register boxes, and the like. He then took up the brake work and made up stack pipe, and in all he made good, and saved a few hundred dollars. He felt he knew the trade, and heard of an opening in a small town where a tinsmith was needed, and where a hardware business was for sale. This seemed a good proposition to him. However, not knowing much in connection with the hardware line, he looked around for a possible partner, and the result of his search was that he met a man and they took over the business.

All went well for a few weeks, when one day a dairyman called in and wanted a large funnel making of heavy sheet tin, such as is used for dairy work. This funnel had to have a peculiar offset on the spout. Well, of course, the order was taken, but the fellow began to figure out his pattern and could not do it. This and many more problems came up, with the result that he simply had to sell out, and his partner had to look for another man. This is only one case in a thousand, and is an actual fact. Hence, again we repeat the cry that more study should be given to the study of sheet metal pattern development by those who are in the trade, and also by those who are about to take this trade up as a calling.

We will continue in future issues several problems along the same lines, which embody the general practices of the tinshop.



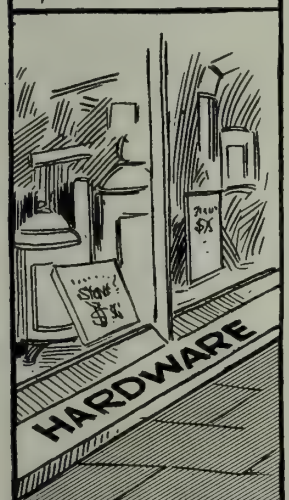
Pattern Making in One Piece, thus Making Too Much Waste from a Given Sheet of Material.

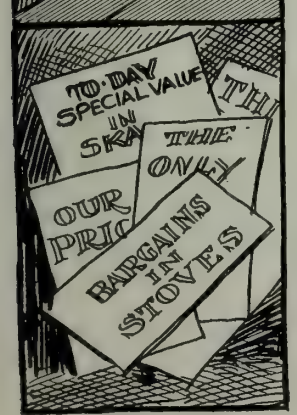


By Pattern Being Made in Half, More Pieces Can Be Made From Same Size Sheet.









Methods That Won in "Off" Year

An Interesting Recital Which Shows How an Industry's Inactivity Was Turned to Advantage—Concentration and Close Following-up Brought Results—A Lesson to be Applied in the Retail Business.

THE point was made in an article appearing in last week's issue that during times of trade depression, the merchant should redouble his efforts rather than relax them. This was applied particularly to advertising and the point was forcibly brought forward that to give up advertising when conditions were not of the brightest was the surest way of making business worse.

The same rule applies to every other phase of merchandising effort as well as advertising. The merchant must, instead of taking the line of least resistance, take that of greater resistance. Strongest efforts must be made to secure business inasmuch as business is harder to get.

The following article is reproduced from Printer's Ink, because it expresses in a nutshell the exact position in which the retail merchant finds himself when the first touch of trade depression is felt. It is from the pen of R. W. Wadman, advertising manager of the Sterling Engine Co., Buffalo, N.Y. The article deals with the sale of engines, but the same arguments could be applied to the sale of hardware:

For the past two seasons something has been the matter with motor-boating. Whether it is a lean public pocket-book, too much automobile, the decline of boat-building or the rise of gasoline makes little difference. The fact remains that business has not been so good as formerly.

As usual, the "off" years hit the little fellow a hard blow. The mechanic who took his few hundred dollars savings and started a marine-engine shop a few years ago has had a rude awakening. Most of this type have not been able to swim against the tide. Many have closed up shop; others—the fighting kind—have had their shops closed for them. And even among the stronger is heard the universal complaint, "Business ain't what it used to be," and whisperings of "hard times."

For our part, we can't conscientiously join in the wail. Just now the Sterling factory is working double shifts and, when the tide is at its ebb, turning down orders on many sizes when less than a two months' delivery is demanded. The books show that up to October first business increased 28 per cent. over a year ago.

This good fortune is partly because of the reputation our engine enjoys, partly because of an aggressive sales organization,



but chiefly because we foresaw conditions early last spring and laid our plans just the opposite from what inclination prompted, knowing that our competitors would do that very thing.

Instead of taking the line of least resistance, we took the line of greatest resistance; instead of shortening our canvas along with the rest of the fleet, we kept every inch up; instead of getting cold feet and retrenching and economizing, we planned to make a greater effort than ever.

We knew there was a certain amount of business—that of the moneyed class—which would go out just as it always had, and we planned to concentrate on this "big game." The smaller fry we would also get if we could.

Our policy of concentration forced us to drop many of our old-line list. Past experience had taught that big space in a few publications paid better than small space in many, so we confined our ads. to papers which reached only actual boat-owners.

In other words, we threw overboard one of the most cherished theories of the marine-engine manufacturer: the easiest business to get is the order of the fellow who is in the market for his first engine. We had no time or money to spend on this class of prospects; too many were after them, anyway. What we wanted was the man who already had bought an engine—the fellow perhaps who was struggling with some "dollar a pound" affair trying to make it go through the motions of a real engine. We knew that what every motor-boat fan has to find out sooner or later is that the best is the cheapest, and the only way for him to find this out is to buy a cheap engine and "get up against it." After he has done that he is ripe for our proposition, just as every owner of a cheap and more or less reliable car is a prospect for a Packard or Pierce-Arrow if he has the wherewithal.

Putting Pull Into the Ads.

Having decided to concentrate on a few live prospects, the next step confronting us was to conserve our appropriation and make the dollar do the greatest possible work.

We decided to accomplish this by doing less, but doing what we did better. At a time when other manufacturers were cutting quality of literature and trade-paper copy, we began getting out more expensive literature than ever. We took more time and spared no expense to make our copy effective. But we spent no more money; we simply conserved our appropriation.

Perhaps the master stroke of our campaign was our decision to raise our prices at a time when others were on the fence as to whether or not they ought to cut. With the advance in labor and material a raise in price was in order. We figured that if this increase was blazoned abroad at a time when it appeared the least expedient, we would do a good deal toward getting confidence, and we did. For the past two months we have advertised that after the first of the year our prices would advance. This condition invites those who might be going "to hold over" to come in now, when we are in a position to handle orders conveniently and distribute the usual spring rush over the dull winter season.

We also increased the use of testimonials in our copy, and added a coupon which seemed to have a very stimulating effect on inquiries. The copy was written by a motorboat enthusiast who was able to talk to the readers in their own language.

A Remarkable Increase in Inquiries.

This policy of concentration and the strengthening of our copy had an immediate effect on sales, even before we began to make use of our "prices advanced" argument. Up to the time of beginning to concentrate, the best we had received in inquiries from any class journal was 81 to the issue; after using the new copy, inquiries frequently ran up as high as 150; in fact, one month reached 161 from one paper.

I don't mean to say this increase in inquiries, which had a good deal to do with our 28 per cent. sales increase, was wholly the result of our copy or general plan. Naturally, when we saw we were up against an "off" season, we began to put on more agents than ever. This was comparatively easy, as at such times dealers are only too glad to connect with a firm that is going to do something instead of economize and prepare for a big business next year. This strong sales organization, made possible because of our aggressive policy, did more than its share toward swelling the sales.

Then every effort was made to get our dealers pulling together, and to place at the disposal of all the experiences of the few. We issued weekly sales bulletins with great success, and we expect this feature to develop into an organization paper next spring when the season opens.

Another reason for the success of our plans lay in a carefully thought out follow-up system. Having spent a great deal of money in experimenting in this direction, we instituted some radical changes in following up our inquiries. That is, radical from a marine-engine point of view, where it has always been the practice to follow an inquiry up indefinitely. We stole a leaf out of the auto manufacturers' experience.

An Automatic Follow-up System.

As each inquiry came in, a card was made out which had a row of numbers from one to thirty-one printed along the upper edge. On these numbers rode a metal clip signal, projecting above the top of the card. If the inquiry came in to-day and was to be followed up a week from to-day, the clip would be placed over that date. Every morning the clerk would go through the file and send out circulars for all cards requiring them and move signal ahead to next follow-up date. A brief summary of the inquiry was kept for the purpose of following up the agent.

Having a country-wide organization, we really had very little need to try to sell the prospect by mail. With us we followed the inquiry merely to help the dealer. We worked him at both ends at one time. There is something about the printed word that impresses, and so our plan was more in the form of co-operation than anything else.

"One letter for all" follow-ups won't do, because the average prospective engine buyer answers the ad. of every marine engine maker in the country, and by the time he gets done reading catalogues, follow-ups and circulars he is more at sea than ever, and only the personal letter, woven around his particular situation and requirements, will have any effect. We can do very little with a prospect until we know what his requirements are, when we get that information we have something to work on, for a man's motor-boat is often closer to his heart than his wife or youngsters, and every letter that goes to him, after we get this information, contains some reference to his actual boat, a useful suggestion concerning a propeller wheel, etc. These letters are not written to obtain a man's order by mail, but simply to keep our engine prominently before him, so that our dealer may have a fertile field on which to sow his seed of facts and reap his crop of orders.

Circulars Instead of Letters.

A feature about our follow-up which worked out very nicely was the liberal use we made of circulars instead of the conventional filled-in form letter. Results seem to indicate that a neatly printed, well-illustrated circular sent to an interested prospect receives almost the same attention, and certainly is a good deal easier and more convenient to handle than a form letter.

What few letters we did use were built up around testimonials, which we use to a great extent. Facsimiles of these testimonials are enclosed in all sales letters, a special paragraph being inserted by the stenographer calling attention to them. Then, too, the testimonial is very effective as copy and carries more weight than six times the

(Continued on page 58.)

Lewis Brothers Ltd. Sales Staff in Convention

Ninth Annual Convention Held in Montreal — Presentation to Sales-Manager—Tribute Paid to Late Salesman—Annual Dinner Held in Engineer's Club.

ON Saturday morning, December 27th, the salesmen of Lewis Bros., Limited, from East and West, commenced to arrive, to attend the annual convention, which this year was held on the 29th, 30th and 31st of December. As usual, they were guests at the Engineers' Club, and besides, this year, had the privilege of using the National and Commercial Travellers' Clubs all of which seemed to be very much appreciated.

On Monday evening, Dec. 29th, at 7.15, forty-two sat round the festive board, of the ninth annual dinner, at the Engineers' Club, to do justice to the good things that had been prepared by the chef.

After the King's health had been proposed, and duly honored, C. M. Strange, director and sales manager, who presided, in proposing the health of Lewis Brothers, made fitting tribute to their late respected oldest salesman, H. H. Clark, who passed away at the Royal Victoria Hospital on Tuesday, Dec. 23rd at 11.55. Mr. Clark was born on Sept. 10th, 1867, at Peckham, London, S.E., Eng., and had represented Lewis Bros., Limited, in the Eastern Townships for sixteen years. A committee, consisting of Messrs. Strange, Watson, Devitt, and Borland, were appointed to draft a letter of condolence to his widow.

A cablegram was read from F. Orr Lewis, who extended good wishes to the salesmen, and a letter of regret from J. G. Lewis, vice-president and general manager, who referred particularly to the loss sustained by the firm in Mr. Clark's death. Letters of regret also were received from H. M. Reid, of "Hardware and Metal," J. E. Beaudry, of "Le Prix Courant," and Messrs. C. F. Smallpiece, of Taylor-Forbes, Montreal; G. N. Gray, of Gray, Harvie Co., Ltd., Ottawa; H. H. Valliere, of Montreal; all old employees, after which Mr. Strange read a very interesting letter from John Hall, the veteran sales-manager of the Simmons Hardware Co., St. Louis, U.S.A., who kindly, as usual, extended loyal greetings to his brother salesmen in Canada.

J. T. Smith presided at the piano, and Messrs. Bureau, Cantin and D'Auteuil rendered several vocal selections, while Alfred Trempe, the "Baby Traveller," gave some violin solos, all of which were warmly received.

Presentation to Mr. Strange.

Mr. Watson, who acted as vice-chairman, being the oldest salesman in the employ of Lewis Bros., Limited, spoke very feelingly and expressed the sentiments of all assembled when he stated that it would be hard indeed to get any one to fill Mr. Clark's place in the Eastern Townships.

The surprise of the evening, was when he asked C. M. Strange, director and sales manager, to accept from all the travellers gathered there, a leather covered oak chair, and an oak humidor, filled with good smokes.

Mr. Strange, in thanking the salesmen, explained what a difficult position his was to fill, but felt assured from the



C. M. STRANGE,
Director and sales-manager of Lewis Bros., Ltd.

happy expressions of one and all that the little he had been able to do in the past was appreciated by their magnificent tokens.

He also gave those present a slight history of the business since he joined the staff as a salesman twenty years ago, at which time there were five travellers. The firm now employs twenty-eight salesmen.

At midnight the dinner party adjourned.

On Monday evening the annual convention was held, at which J. G. Lewis presided, and after a heart to heart talk all went away determined to make 1914 a banner year.

During the days of Monday, Tuesday and Wednesday, addresses were delivered by A. Cabana, vice-president of the Buffalo Specialty Co.

F. H. Petrie, manager of the Automatic Damper Co., Hamilton.

T. P. Bolger, vice-president and general manager of the Success Manufacturing Co., Gloucester, Mass.

Mr. Weir, of the Canadian National Carbon Co., Cleveland.

Mr. Maguire, of the Gillette Safety Razor Co., Montreal.

Mr. Young, of the Ross Rifle Co., Quebec, Que.

W. F. Lewis, of the Warren Scale Co., Montreal.

And the balance of the time was spent going over the warehouse, picking up information about new goods, etc.

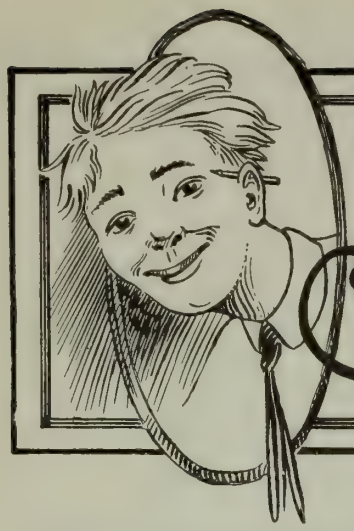
The salesmen departed for their various homes, determined to start out the first week in the new year, and make it a banner one for Lewis Bros., Limited, and with the assistance of their new catalogue, are quite confident of so doing.

Those present at the various functions were:—J. G. Lewis, vice-president; Wm. J. Lewis, director; C. H. Lewis, director; J. T. Smith, director and sec.-treas.; C. M. Strange, director and sales-manager; G. Bamridge, H. M. Borland, G. Bernard, L. M. Brown, J. A. Bureau, A. D. Cantin, F. Cantillon, H. H. Clark, C. Deacon, C. L. Devitt, J. R. D'Auteuil, G. C. Dufresne, V. Gagne, A. Gamache, A. R. Hart, G. E. Karch, J. T. Laferriere, A. D. LaBlane, L. J. LeClair, V. Lilly, I. H. MacQuarrie, G. Miller, F. G. Moxley, A. R. Payne, E. Pilon, J. E. Pilon, L. R. Rettie, E. Runions, T. L. Thacker, J. A. Trempe, Alfred Trempe, Geo. Walker, R. F. Warren, J. C. Thompson, G. C. Young.

CHANGES IN MANAGEMENT OF HENDEE MFG. CO., AND CORBIN SCREW CORPORATION.

Clarence A. Earl, vice-president of the American Hardware Corporation and manager of the Corbin Screw Corporation division will sever his present business connections to become the vice-president of the Hendee Manufacturing Company of Springfield. The new position offers such advantages that the officers of the American Hardware Corporation could not hope to retain Mr. Earl as one of their number and have reluctantly accepted his resignation, with the understanding that Mr. Earl will remain until all the details connected with the transfer of authority are

(Continued on page 52.)



THE JUNIOR CLERK'S PAGE

THE SECRET OF SUCCESS.

By Thomas Dreier.

The secret of success is not a secret. Nor is it something new. Nor is it something hard to secure. To become more successful, become more efficient. Do the little things better. So work that you will require less supervision. The least supervision is needed by the person who makes the fewest mistakes. Do what you can do and what you should do for the institution for which you are working, and do it in the right way, and the size of your income will take care of itself. Let your aim ever be to better the work you are doing. But remember always that you cannot better the work you are doing without bettering yourself. The thoughts that you think, the words that you speak, and the deeds you perform are making you either better or worse. Realize with Henley that you are the master of your fate and the captain of your soul. You can be what you will to be. Forget yourself in rendering service to others. If an employee, strive to make yourself of greater value to your employer. Look upon yourself as a manufacturer. Think of yourself as being in business for yourself. Regard yourself as a maker and seller of service, and ever bend your thought and your energies toward the improvement of your product. The wise manufacturer never injures his machinery wilfully. Your body, your mind, your soul serve as your plant. Eat and drink only that which will nourish your body, entertain only those thoughts that will enrich your mind, and if you feed your body with the best physical food and your mind with the best mental food you will build up a service factory that will find its products in constant demand. The world is hungry for quality service. It wants to pay for it. It is paying for all it can get. The market is not crowded. There is a chance for you right now. There is a chance for you right where you are. The time to start is now. Your reward will take care of itself.

TEAM WORK IN THE STORE.

If you have a clerk that can't make a suggestion that will improve the business, fire him.

If you are a clerk, and your employer does not welcome suggestions, get another job.

The clerk should devote serious thought to the business and offer suggestions; and all suggestions should be heartily entertained by the employer. Co-operation between employer and employee will put ginger into any business. A one-man business is for one man. If any other person is employed, from a delivery boy up, co-operation becomes necessary. If a clerk's (or delivery boy's) suggestion is impracticable, point out its defects clearly, and don't act like a snob or an autocrat. A weekly "store-meeting" is held with splendid results by many dealers. Don't make this too formal. Give every employee a chance, and show in some substantial way that ideas are appreciated. The large department stores have found these conferences invaluable, and their success is due as much to co-operation inside the store as to other causes.—Merchants' Journal and Commerce.

REMARKS OF THE JR. CLERK.

Taken on anything you gave up yet?

* * *

If you want to hear powerful language ask a barber what he thinks of a safety razor.

* * *

A man has a right to expect a square deal in a trade—and so has the other fellow.

CHANGES IN MANAGEMENT.

(Continued from page 51.)

perfected, a process which may cover several months.

Charles Glover, vice-president of the American Hardware Corporation will assume the responsibility of the place left vacant by Mr. Earl's resignation. Mr. Glover founded the Corbin Screw business, and was in charge of it as president of the Corbin Screw Corporation until his appointment two years ago to the charge of the mechanical equipment of the factories of the American Hardware Corporation. Its growth and development up to that time were made under Mr. Glover's management, and in again assuming charge, he simply resumes the connection which he dropped for the two years which Mr. Earl has been manager, and will carry on its policies without interruption.

Mr. Earl's new position comes to him unsolicited, and is an eloquent testimonial of his talent. He will assist President Hendee in the management of the business, which will give ample scope for the splendid ability Mr. Earl possesses. The Hendee Company are large manufacturers of motor cycles, having a capital of $12,500,000, a force of over 3,000 people, and a product which it is claimed, will reach 50,000 motor cycles in 1914.

Mr. Earl's career has been marked by rapid advancement. He entered the New York office of Russell & Erwin Mfg. Co., as a boy in 1892, and by a succession of promotions, soon gained a place on the sales force, becoming the banner salesman for his concern. In 1900, he was transferred to New Britain, as secretary of the company. When the Corbin Screw Corporation was formed, he was made its vice-president, and for the last two years has been its manager, which position he now relinquishes. He is kindly in his nature, social in his instincts, public spirited and popular, and has become so connected in the social and business life of New Britain that his departure will be a source of sincere regret. He will take with him the cordial good wishes of his associates in the American Hardware Corporation and the various other organizations with which he has been connected.

Current News of the Hardware Trade

Will Erect New Store.

Suffield, Alta.—The McGregor Hardware Co., Ltd., have just landed lumber, etc., for the erection of a new building in Retlau, Alta., where they opened a branch in May, 1913, in temporary quarters.

Elected for Fourth Time.

H. Occomore, Guelph, Ont., hardware merchant and president of the Ontario Retail Hardware and Stove Dealers' Association, was last week elected as Alderman for the fourth consecutive term.

Pioneer Dies.

Passaic, N.J. — Geo. J. Kittrick, 65 years old, one of the pioneers who introduced the use of sheet metal for architectural ornamentation, and who was editor of the technical journal named "Sheet Metal," died at his home here.

Ontario Incorporations.

Northern Canada Supply Co., capitalized at $200,000 with head office in the town of Cobalt, Ont., to carry on the business of jobbers, wholesalers, manufacturers, and dealers in shelf and heavy hardware, railroad, factory, steamboat supplies, etc.

Death of C. A. Sterling.

The death occurred from typhoid fever in St. Boniface hospital on Dec. 30 of Charles A. Sterling, age twenty-four years. The deceased was born in Halifax, N.S., where his father and mother still reside. For the past four years he was employed by the Miller-Morse Hardware Company as a traveler.

Death of Wm. Poage.

Wm. Poage, manager of the British department of the Meriden Britannia Co. of Hamilton, dropped dead in a Toronto hotel on January 5. Mr. Poage, who was 45 years of age, was well known in Toronto and Hamilton, and came to Toronto to visit friends for a few days. Death was due to apoplexy.

Business Changes.

Winnipeg, Man.—Western Radiator and Electric Co. are reported discontinuing business.

Winnipeg, Man.—John Millen & Son & Urquhart, dealers in wholesale auto supplies, are applying for authority to change name to Jno. Millen & Son, Ltd.

Mayor for Second Term.

Mayor Adams, of Adams & Vandusen, Picton Ont., major of the 16th Regiment, who was elected by acclamation last year, was again elected this year by a majority over his opponent. What was expected to have been a more than usually close contect proved an easy victory for Picton's hardware man.

Chicago Spring Butt.

The Chicago Spring Butt Co., Chicago, Ill., have issued a very neat 1914 calendar which they are sending out to the trade along with some literature regarding their products.

Philibin Hardware Destroyed by Fire.

Montreal, Que.—The hardware store of M. Philibin & Co., on St. Catherine St., West, Montreal, Que., has been destroyed by fire. The Philibin store was one of the finest retail hardware stores in Montreal.

Fire Losses.

Calgary, Alta.—Smoke did damage in J. T. MacDonald's hardware store, which was in close proximity to another building in which a fire took place.

Didsbury, Alta.—In a disastrous fire which destroyed the entire business section of this town the hardware store of W. G. Leismenk & Shantz, was destroyed.

Partnership Formed.

St. Thomas, Ont.—G. R. Firth has entered into partnership with W. J. Jackson, and the hardware firm will now be known under the name of Jackson & Firth. Both members of the firm are well known in the trade. Mr. Jackson has been in business in St. Thomas for the past sixteen years. Mr. Firth was for three years associated with G. W. Brown in the hardware business in St. Thomas.

Burglary in Winnipeg.

Winnipeg, Man.—Burglars entered the Hingsworth-Smith sporting goods establishment on Main Street and secured about one dozen automatic revolvers and a large amount of ammunition.

Burglars broke into the premises of Messers. Sibley & Huot, roofers and sheet metallers, at the corner of St. Martin and St. James street on New Year's eve, and stole $300 worth of sheet copper, using a horse and rig from the stables of the same firm to take away their booty.

New Firms.

Calgary, Alta. — The Riverside Iron Works is starting business.

Assiniboia, Sask. — W. S. Davis has opened a store for the sale of electrical supplies.

Merritt, B.C.—The Merritt Hardware and Sporting Goods Co. has incorporated.

Victoria, B.C.—A partnership has been formed between Charles W. Jordan and A. H. Nunn to take over the business of the Macdonald Electrical Company on Oak Bay Avenue, to be known in future as the Reliable Electrical Company. The premises will open under the new management on Friday. Mr. Jordan was formerly foreman for the Macdonald Company.

Hardware Firm Wants Catalogues.

The Morgan Hardware Co., which recently opened a new hardware store in Peterboro, Ont., is desirous of receiving catalogues from firms manufacturing or selling hardware lines. The new firm is under the management of H. P. Morgan, formerly manager of the Peterboro Hardware Co.

Mason Safety Tread.

The American Safety Tread Co., Lowell, Mass., have just issued their new catalogue, consisting of 24 pages illustrative and descriptive of their various lines of Mason Safety Tread. On page 9 of the new catalogue is shown a new tread for use on concrete, said to be an improvement over the cast iron formerly used. Copies of the new catalogue will be mailed to the trade on request.

Presented With a Club Bag.

Frank Hay, salesman in the Wood-Vallance Company store, who is severing his connection with that firm, was the recipient of a handsome club bag from his fellow-employes on Saturday afternoon. H. W. Smye made the presentation and in a few appropriate words expressed the esteem in which Mr. Hay is held, and wished him every success in his future position. Hartley Allen assisted in the presentation. Mr. Hay expressed his gratitude at the kindly gift and assured his friends that he would always think of them with the deepest regard. He will take a trip to the old country in the near future, after which he will take a position with a hardware firm in the West.

Winnipeg Personals.

A. E. Dykes, general manager of the Ashdown Hardware Co., is on a business trip to Saskatoon.

F. N. Humphries, Bengough, Sask., formerly of Humphrey & Son, Griswold, is in town. He speaks encouragingly of business prospects.

H. Hunter Hartney, pioneer among Western hardwaremen, is visiting Winnipeg. Mr. Hunter seems to have drank of the fountain of youth.

Lionel Haney, manager of the Burrow, Stewart and Milne Co., left for the East January 2, via Chicago and Detroit. He will be absent some three weeks.

Alec Anderson, of Gladstone, hardware and implements has disposed of his hardware business to Williams Bros., former owners of the business.

C. R. Morton, hardware merchant, Vegreville, Alta., spent the holiday

season in Winnipeg. He is confident of improvement in business in 1914.

David Campbell, of Campbell and Cooper, Saskatoon, was in town last week en route to Chicago. He will also be here some days and call on the trade on his return trip.

The annual convention of the Ashdown travellers will be in progress Jan. 5 to 10. An exhaustive programme has been arranged and addresses will be delivered by practical men from different manufacturing centres.

J. W. Anderson, general manager of the Gull Lake, Vanguard and Shaunavon Hardware Companies was in the city during the holiday and left New Year's Eve for Eastern Canada. Reliable authorities opine that he is on most important business and will not return alone.

Personals.

W. H. Manning, hardware merchant, was elected Reeve of Coldwater, Ont.

Mr. McKinley, of the McKinley Hardware Co., Parry Sound, was a visitor in Toronto this week.

W. E. McCray, representative of the Bullock Manufacturers' Association, was in Montreal on business this week.

H. Porter, Toronto, representing the Bissell Carpet Sweeper Company, called on the trade in Montreal this week.

E. S. Knox, of the New York Stamping Company was in Montreal this week on a business trip.

B. Dalelheim, representing Vogel & Company, of Germany, was in this city last week on a business trip.

Wm. Parrott, dealer in stoves, tinware, etc., Collingwood, Ont., was a business visitor in Toronto this week.

Fred. L. Stellwagen Jr., representing the firm of John H. Graham & Company, was calling on the trade in Montreal this week.

Scott C. Ball, of the firm of Sargent & Company, New Haven, Conn., was calling on the trade in Montreal this week.

Mr. Merry, representing Wilkinson, Heywood & Clarke, London and Liverpool, was a business visitor in Montreal this week.

A. A. Seligman, representing the firm of L. B. Wasserstrom of New York, was calling on the trade in Montreal this week.

A. R. Woolridge, manager of the scale department of the Canadian Fairbanks-Morse Co., Toronto, has gone to Texas for a month's holidays.

J. C. Hance, Canadian manager of the S. F. Bowser Co., and members of the Canadian sales staff, are in convention at the home office, Fort Wayne, Ind.

F. S. Amidon, representative of the Trimont Manufacturing Company of Roxbury, Mass., was in this city during the week calling on the local trade.

W. H. Gerke, general manager, Martin-Senour Company, Montreal and Secretary of the Paint Dealers' Association is at present on a business trip to Quebec. On the eve of his departure for Montreal he was the recipient of a handsome present from the office staff and heads of departments of the D. Moore Company.

CHANGES IN BRANDRAM-HENDERSON STAFF.

The following changes and promotions are announced by Brandram-Henderson, Limited:

J. H. Cleveland, formerly Montreal sales manager, succeeds J. M. Fraser as manager of the Winnipeg branch.

A. W. Poole, formerly manager of the Toronto branch, is promoted to the sales management at Montreal.

E. F. Lowe, formerly manager for



A. W. Poole, Who Has Been Promoted to the Sales Management at Montreal.

Wm. Harland & Son, Toronto, succeeds Mr. Poole as manager of the Toronto branch.

G. M. Scott for many years with Martin-Senour Co., has joined the sales staff of the Winnipeg branch of Brandram-Henderson, Limited.

A. W. Poole, who has been promoted to the sales management at Montreal, took over the management of the Toronto branch in October, 1910.

Prior to that time he was for two years sales manager of the paint department of the James Robertson Co., Toronto.

Mr. Poole was for several years connected with the F. Hammar Paint Co. of St. Louis, Mo., as manager of their sales force.

Catalogues and Booklets

John Rabone & Sons Catalogue.

John Rabone & Sons, Birmingham, England, have issued a new catalogue and price list which they are supplying to the Canadian trade through their Canadian representative T. Mortimer, 64 Wellington St. West, Toronto, Ont.

The catalogue and price list has been specially prepared for the Canadian trade. The list is fully illustrated with excellent reproductions of the goods manufactured by the firm; each article is priced at retail figures which it is claimed allows a substantial margin of profit for the dealer.

Some of the lines made by the firm are boxwood, ivory and steel rules, metallic and steel tapes, spirit levels, etc.

Arrangements have been made to carry in Canada stocks of all articles illustrated.

Those who have not secured copies of the new catalogue can do so by writing to the Canadian representative of the firm.

B. Greening Co. Calendar.

The B. Greening Wire Co., Hamilton, Ont., have issued their 1914 calendars, which they are distributing among the trade. The calendars are attractively gotten up, being lithographed in colors, and show a general view of the firm's head offices and plant. The calendar also shows the members of the Greening family, who have been connected with the firm since its inception.

Personals.

A. Hossie, district manager, Winnipeg, for the Dominion Flint Glass Company, was in Montreal this week on business and took advantage of the opportunity to look up his old acquaintances here.

Robert D. Bailey, foreman of the cogging mills at the plant of the Nova Scotia Steel and Coal Co., New Glasgow, N.S., was the recipient of an easy chair on Christmas eve, the gift of his fellow-workers.

J. E. Mosley, hardware merchant, Huntsville, Ont., was a visitor in Toronto this week. He reports trade as being very good in his district, and is very optimistic regarding the outlook for spring business.

Thomas A. Treen, who for the past fifteen months has been associated with the D. Moore Stove Co., Hamilton, has left for Montreal, where he will in future be identified with the Detroit Stove Works, with headquarters in Montreal.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

There is a much better feeling in the metal markets and dealers are optimistic regarding the future.

The market is showing strength, lead has advanced ¼c per lb.

Linseed oil has advanced 3 cents per gallon and as the flax market is showing an upward tendency there is a feeling among the trade that prices of oil may go higher.

Some changes have also taken place in the price of ammunition.

Stock-taking is still under way in many places.

The trade in general is optimistic regarding the future and expect to do a good volume of business this year.

MONTREAL.

Montreal, January 7.—The business on the local market during the past week has been rather quiet owing to the fact that travellers have been in off the road and the local firms have been busy taking stock. The stock-taking end of the business is now over and they are now busy rushing the extensions, etc., in order to close this business out for the year. The travellers have started out once more, and this, no doubt, will start things going once more.

The lines which were most in demand a couple of weeks ago are at the present time practically dead due to the fact that the rush of Christmas is over. Such lines as cutlery, electrical utilities and soforth are very quiet at present. There is, however, still quite a consistent demand for skates and hockey sticks as well as all sporting goods used in winter sport which are handled by the hardware merchant. Apart from this demand, orders which are now being received are principally of a sorting up nature.

The old idea of re-adjusting prices at the end of the year seems to be a thing of the past with most concerns and it is interesting to note that nearly all travellers coming to this city from large firms in the States are still quoting their old prices.

Price Changes.

The price changes for the week were few. Following the adjustment of prices on galvanized and black pipe there comes a new discount on pipe nipples, it being 80 per cent. There was also a change in prices of Dominion Metallic cartridges, the following prices now being in effect.

BB Caps .....$1.75 per 1,000.
Rim fire ball black powder, 22 short, 22 long, 22 long rifle; Less....50.2½.10
Rim fire ball black powder 22 short, 22 long, smokeless, short; Less ..50.5.20
Rim fire ball black powder, 22 short, 22 long, smokeless, long rifle; Less 50.5.20
All other Dominion rim fire, ball or shot, Less 45.2½%
Centre fire revolver and rifle, ball or shot, less 20.2½%
Sporting and military sizes, less....10%

The local manufacturers and wholesalers have every confidence in the present year and look for conditions to right themselves by mid-summer. Although the amount of business passing at present is very light this is not unseasonable and is expected at this time of the year. The travellers have been in for some time and naturally the orders which are received from them at other times are not forthcoming. It is thought that the retailer has the same confidence in the future and a good year is looked for.

In the metal market there has been a falling off in most prices since last week and the demand in evidence locally can only be called moderate, but this is considered quite seasonable at this period.

Tin.—The local market for tin is easy with a fair amount of business passing at present. An increase is shown this week in Gorbals best rest tin plates which have been advanced about 20 to 25 cents all round. The London quotation this week is £2.17.6 lower than that quoted one week ago and is given out as £167.15.0, while futures have suffered to the extent of £2.15.0 and are quoted at £169.5.0. There does not seem to be a great deal of enquiry from buyers and it is reported that most of the orders placed recently came from the large consumers and were for future shipment. The New York prices have also suffered a decline since last week and are quoted at 36.85 for spot, while 37.10 is asked for futures. There is not much change looked for in this market for some time.

Spelter.

For the first time in weeks, this market has fallen back a little and the London quotation to-day is five shillings under last week or £21.7.6, while the New York price to-day of 5.10 is five cents under last week. It is claimed that the falling off in buying which has been a feature of the New York market during the past few days is responsible for these decreases. That market at present is assuming an easier tone. A report from New York says that the state of the galvanizing trade is so unsatisfactory at present that any change must necessarily be for the better and while there may not be much room for an advance in spelter for the next two or three months still there is not much room for a decline as it is claimed that the production of spelter at present prices is very unprofitable to so many smelters that it is doubtful if we have a reaction it would carry the prices down very far. The local market is much the same in previous weeks with the same prices ruling under a steady but quiet demand.

Lead.

This market has been subject to a good demand during the past week on the primary markets with the result that prices have firmed up and show an increase on the London market of £1.2.6 and are now quoted at £19.0.0, while the New York price has advanced from 10 to 15 cents and is now given as 4.15 to 4.20. Apparently buyers have been holding off expecting cheaper prices and as there is reported to be a scarcity of spot at present the result is that the demand has been picking up. Local prices, however, remain unchanged under a steady but quiet demand.

Copper.

The local price of copper has declined 25 cents on casting ingots and is now quoted at 16.50. The demand is light but steady. The London price for the week has dropped off £2.2.6 for spots and £2.16.3 for futures, the quotations being £63.17.6 and £64.10 respectively. The New York price has also taken a slump and is 17½ cents under last week's quotation or 14.37½. A report from New York says that there is no improvement in the demand for manufactured copper yet in sight and that the factories are still running at the reduced rate that began a few weeks ago. It goes on to say that there is no change in the situation there and the buyers show no improvement so far as interest is concerned which is practically nil.

Antimony.

The price of antimony, which is thought to be as low as it will go, is the same as during the past few weeks. The demand is also limited.

Iron.

The London quotation for the week is the same as it has been for the past couple of weeks and apparently there is little interest shown in the market although the demand is sufficient to maintain prices. On the New York market there does not seem to be a very heavy demand although there is a certain amount of business passing daily which has had a tendency to keep prices about the same. Locally, there is little or no change in the situation with a fair demand from buyers.

In the stove and heating business conditions are much the same as in the past couple of weeks. The retail trade seem to be handling the bulk of the business which is passing at present although this is reported to be limited. There is very little to report in the wholesale lines as business has been quiet during the past few weeks. The heating business is subject to quite a demand for repair parts and soforth but the big business is practically over for the present.

TORONTO.

Toronto, Jan. 8.—Quite a number of hardware firms are still engaged in taking the annual inventory, and orders at present are not very heavy. This condition usually prevails at this season of the year.

Hardware jobbers are quite satisfied with the volume of business now passing and report that it compares favorably with corresponding periods of former years.

In the metal market there is a much better feeling existing, and the trade is very optimistic regarding the outlook for future business.

The store trade is naturally quiet at present.

Paint manufacturers report a good volume of business passing. Oil and turpentine have advanced.

Metals.

In the metal market there is a very optimistic feeling and a considerable improvement is noted. Toronto quotations are shown in the accompanying panel.

There appears to be an all-round better feeling in the metal markets.

The American metal market also shows an improvement as noted in the following extract from the Engineering and Mining Journal:—

Was It a False Start.

"The change in the commercial atmosphere, which occurred during the last ten days of December, was remarkable. Where previously there had been gloom and pessimism of the deepest dye, there began to be optimism and even some buoyancy of spirit. This shows the bearing of the sentimental factor. Economic conditions remained as they were previously, but the passage of the currency bill and the assurance of Washington that the trust question would be handled in a fair and friendly way, relieved vague fears. The successful weathering of a trying year by American finance has also dissolved the haunting forebodings of a panic, which, during 1913, obsessed many minds . American business feels that it can now go ahead without seeing ghosts.

"The strain on the world's capital resources, which is considered to be the fundamental cause of recent troubles, has probably been relieving itself by natural processes for some time. The focus of this difficulty was always in Europe, the American market having been all along the strongest of any of the great markets. The ease with which America met the prolonged liquidation of Europe was always impressive.

"Business in the United States in 1913 did not suffer from over-speculation in industrial enterprises, or in commodities. Stocks of the latter have probably been low all along and lately have become very low. The feelings of uncertainty respecting the future, which prevailed until lately, caused merchants to proceed with caution and abstain from buying, except to cover hand-to-mouth requirements. Their abstention from buying was felt keenly in the basic markets, including the metal markets, but while producers had to accumulate some stocks the conditions seem now to be ripe for a rapid depletion of them.

"The spurt of the last week may turn out to be a false start, or it may be the beginning of a steady upward movement. The recovery from the depression in 1904 occurred in just the latter way. As to how it will turn out in 1914 it must be left to time to tell. Anyway, there is ground for confidence in the ideas that we enter 1914 with business in a sound condition and good prospects for an improvement in activity."

The Stove Trade.

The stove trade is rather quiet at present, owing partly to the continued mild weather.

The following extract taken from a letter received by Hardware and Metal, from a prominent stove manufacturer gives one manufacturer's view of the situation:—

Apart from Manitoba, Alberta and Saskatchewan, business has been universally good in the stove business, although there was a falling off in the late autumn of November and December owing to the exceedingly mild weather, which interfered to a certain extent with the dealers getting rid of their heating stoves.

As regards 1914, the trade outlook we believe will be universally satisfactory throughout Canada providing a good crop is harvested in the West.

Rope, Twine, Etc.

The market is featureless at present, with quotations unchanged. Toronto quotations are as follows:—

Pure Manila rope	16c	base
African hemp rope	12c	base
British Manila rope	12c	base
Sisal rope	11c	base
Lath yarn, double	10¾c	base
Lath yarn, single	10¼c	base

Nails, Screws, Etc.

There is a moderate demand for this season of the year.

Wire nails are quoted at $2.25 base.

Wood screws are quoted at the following discounts:—

Flat head bright screws	85-10-7½-10%
Round head bright screws	80-10-7½-10%
Flat head brass screws	75-10-7¼-10%
Round head brass screws	70-10-7½-10%

Other lines of hardware remain unchanged.

Shovels are being booked for delivery up to Mar. 1 at present prices.

WINNIPEG.

Winnipeg, Jan. 7.—Stocktaking, conventions and holiday visits are occupying most of those engaged in the hardware trade for the present. Travellers are not

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	26½ to 28c	lb.
Wiping Solder	23½ to 26c	lb.
½ and ½ Solder	24 to 26c	lb.
Pattern Aluminum	23 to 24c	l.b
Ingot Aluminum 99% pure	19½ to 20½c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	16 to 16¾c	lb.
Tin	38½ to 43c	lb.
Lead	5¼ to 5¾c	lb.
Tinkers Bar Solder	28 to 29c	lb.

on the road again yet, but many of the big retail men from the West have been in town during the holiday season and have placed some very satisfactory orders for spring goods.

Collections are fairly good if not quite up to the expectations of some. There is no doubt that a general improvement in this respect is noticeable.

No further changes in prices are reported since the important revisions announced last week and no fluctuations in staple lines are for the present anticipated.

Cement in Store.

It is of interest to note that reports state that reserves of cement in store at Fort William amount to only 343,000 sacks or about one-third the amount in store last year. A late opening of navigation would mean something very much like a cement famine in the spring, most embarrassing to the construction programme of the West.

It would seem that probabilities are for sharp advances in linseed oils during the next six months which eventually would lead to dearer mixed paints and all manufactured products of which linseed oil is a component. Flax is rising rapidly in value and with shorter crops than last year both in Canada and the United States, a poor crop in Argentina and very little hope of any exportable surplus in India, flax holders are in a very strong position. In London, the oil market is very strong and futures are much in advance of spot prices.

As regards special developments of trade in particular lines in the future it seems to your correspondent that electrical devices, as they become cheaper, will be very generally in demand not only in the cities and towns but even in villages and on farms. The power resources for development in the northern parts of the provinces are enormous and are attracting much attention.

Chance for Development.

Wholesalers and manufacturers should keep a sharp eye on the Peace river country which in a half a decade will be a great field for business development and only needs transportation facilities to attract settlers and produce enormous quantities of farm produce.

PARCELS POST TO AUSTRALIA.

A reduction in parcel post rates between Canada and Australia went into effect on Jan. 1. The rate to and from Vancouver for two-pound packages is reduced from 48 to 36 cents, for three-pound packages from 73 to 48, five pounds from $1.21 to 73 cents, with corresponding reductions up to ten pounds for which the old rate of $2.67 is reduced to $1.46.

DESROCHERS CO. CALENDAR.

Desrochers Company, 268 Centre St Montreal, Que., dealers in hardware, paints, oils, electric and gas fixtures, etc., have issued a large calendar measuring 20 x 26 inches.

On each page of the calendar a large number of illustrations appear showing various lines of goods carried in stock by the firm. Several hundred cuts have been used.

A small space is reserved on each page for showing a yearly calendar in addition to showing the prevailing month.

A large number of catchy phrases are shown, on the pages of the calendar, a few of which run as follows:

All things come to those who wait except what you are waiting for.

* * *

Don't lose any time brooding over a mistake or failure, look ahead not behind.

* * *

Thoughtfulness for others, generosity, modesty, and self respect are the qualities which make a real gentleman.

* * *

Our efforts to please you, when we succeed please us more.

* * *

There is just as much as much time and trouble taken in saying a bad as a good word, so why not say the good one.

* * *

Fortune's ladder was made to climb and it is not considered lucky to spend one's time walking under it.

* * *

Initiative consists of doing on the spot, without being told and without complaining what the other fellow never thought of doing and didn't do when he was told.

A nicely worded letter accompanies each calendar.

THE TEN GREATEST INVENTIONS.

"What are the ten greatest inventions of our time?" asked a scientific journal recently. It awarded the prize to the contestant sending this list:—The electric furnace, the steam turbine, the gasoline automobile, the moving-pictures, the aeroplane, wireless telegraphy, the cyanide process, the induction motor, the linotype, the electric welding process. And all this was accomplished in a quarter century. Can you name offhand seven of the inventors?

Ludger Gravel Calendar.

Ludger Gravel, dealer in carriage and blacksmith supplies, 26 Place Jacques-Cartier, Montreal, has issued a very attractive 1914 calendar which he is sending out to the trade.



The following items were taken from the issue of Hardware and Metal of Jan. 13, 1894:

"The hardware store of Lawrence & Campbell, Miami, Man., has been destroyed by fire."

Editor's Note.—The store was rebuilt and Lawrence & Campbell are still in business in Miami.

This firm is one of the pioneer firms of the West, and has grown considerably during the past twenty years.

* * *

"Stewart & Wood claim the honor of having received the first shipment arriving on the Toronto market this year."

Editor's Note.—Stewart & Wood are still located on York Street, Toronto.

* * *

"Lewis Bros., of St. Suplice St., have bought out the complete stock of general hardware of the late firm of Beury, Macpherson & Co."

Editor's Note.—Lewis Bros., Ltd., are still located in Montreal. A report of their ninth annual convention appears elsewhere in this issue.

CONTINUED FROM CLERK'S PAGE.

Some men resolve to earn a little more than they spend, and the wiser ones resolve to spend a little less than they earn.

* * *

It's a safe bet that the average citizen is more interested in the downfall of a neighbor or a competitor than in the downfall of Huerta.

* * *

The trouble with some men is that they are all the time thinking that tomorrow is going to be better than they are making to-day.

* * *

39 OF THEM DEAD.

A man was fixing his motor car.

"Trouble?" asked a bystander.

"Yes," was the laconic answer.

"What power car is it?"

"Forty horse," came the answer.

"What seems to be the matter with it?"

"Well, from the way she acts I should say that thirty-nine of the horses were dead."

Methods of Retailing Paints and Varnishes

Making Paint Sales in January

Merchants Should Create Demand — Many Opportunities for Paint Sales During Winter Months—Brush Sales Should not be Overlooked.

NOW that the Christmas rush is drop off to a certain extent for over and, as usual, business will the winter months, what are you going to do to make use of this slack season? There are many ways in which the hardware dealer can devote his spare time to advantage and not only educate himself but also his customers by pushing lines which are supposed to be anything but seasonable at this time of the year. Too many hardware dealers to-day are satisfied to wait until each line is in actual demand whereas they could employ methods at times when these lines were quiet, to create a demand.

Let us look, for a few moments at the question of winter paint sales. It is the general opinion of quite a number of dealers to-day that after the early fall rush has been satisfied and paints get quiet, that there is no further demand for them until the following spring rush starts in. Many merchants seem to be satisfied to wait for this demand and apparently are following the old proverb which runs somewhat in the following manner—"Everything comes to him who waits.' Why wait for a demand when you could, by throwing out a suggestive hint to your customers, create one? Is it your opinion that the merchant who "waits" makes the same progress as the merchant who is not satisfied to wait but goes out after this demand and meets it two or three months in advance of his competitor? Which of the two appeals to you as the one to succeed?

Some people will ask, "what class of painting can be carried on during the winter months.' Outside work of course is suspended during the cold weather so naturally we will have to direct our attention to inside work, altogether. Now the question arises what advantages are there in painting at this time of the year. First and foremost comes the answer temperature. There is but little doubt that when the stoves and furnaces are going full blast that the air as well as the walls and ceilings of any house is much dryer than during the summer, spring and fall. Therefore, it seems that for inside decorating a better season could not be chosen.

The home of every man is used during the winter months for entertaining, or even spending quiet evenings there, and everyone will admit that the more attractive and pleasant the home appears, the more pride the family will take in it. Almost every man spends quite a number of evenings at home during the winter months and these could be devoted to the brightening up of his house.

These facts will have to be brought to the attention of your customers as most people think the proper time for this work is in the spring. Why should any man live in his house all winter and then as soon as he can take advantage of the outdoor air by enjoying his evenings on the verandah or elsewhere, start to paint up the interior of the house and leave it open all summer? By the time he is forced back indoors in the fall his house will look almost as if it had never been painted.

One of the quickest ways to bring these facts before your customers is to make a window display of paints used for inside work. Possibly a couple of neat window cards bearing helpful suggestions would break the ice, or in other words, bring the attention of your customer or the passer-by to the idea of brightening up his home. It might also be well to mention these things to customers who enter your store, as it could be done with out any trouble while waiting on them, and point out to them the advantages to be gained by doing this work at the present time.

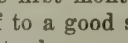
There is one important feature in connection with this work which does not come into play as often as it should and with some dealers, it is never thought of. To use paint it is necessary to use a brush, and there are very few homes today possessing a good paint brush. It, therefore, might not be a bad idea to make a display of some brushes as well. If a merchant gets after this business hot foot there is no earthly reason why he cannot show a decided increase in his paint sales during the winter months. The demand will have to be created and this can be done by suggesting the idea in different ways to the customer.

Perhaps the most redeeming features of brightening up during the winter months by the man who does not do this work himself will be the argument of cost. In the first place labor is cheaper than in the summer months, as it is the off season of the trade, and naturally those employed in that work are only too anxious for employment and will not make their prices too stiff. Then again, skilled workers could be secured, as there would be a larger field of men to choose from. The lines which would come into prominence would be floor preparations, varnishes, stains and paints for walls, etc. Even if it is impossible for a man of ordinary circumstances to spend the money for labor this work can all be done by an amateur as there are no fancy or delicate parts to paint.

As for the matter of color effects, if a salesman is a thoroughly up-to-date paint salesman, he can make suggestions as to color schemes, and therefore assist the customer to choose wisely.

There are many methods, which can be used successfully, in bringing paints before the public during the winter months.

An early start is half the battle, and the dealer who begins to roll in paint sales during the first month of the new year, will be off to a good start and will in all probability have a very successful year in his paint department.



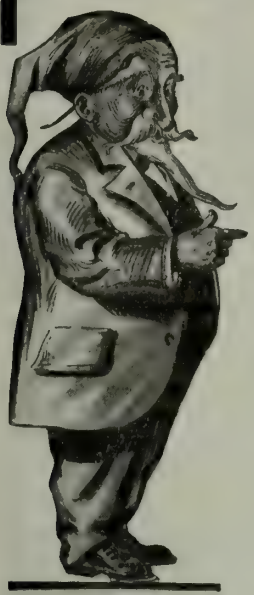
METHODS THAT WON.

(Continued from page 50.)

space filled with generalities or specifications. Practically all our sales literature issued in conjunction with our plan of concentration has been built upon the testimonial. We even worked one into the cover design for our catalogue supplement.

The fact that our efforts have met with success and that we have been able to turn an "off" year into one of our best dividend payers, showing a 28 per cent. sales increase, is largely due in the last analysis to applying the experiences of those in other fields to our business. After all, there is little "new under the sun," and the safest way seems to be the tried and proven way. The fellow who sets up claims as to being the originator of any business plan is taking a long chance; he might be surprised to know that the same thing was new when Nero was a boy.

CALCIMO



The Sanitary Wall Finish

Calcimo is in dry powder form and requires only mixing with cold water to make it ready for immediate use.

Calcimo will not peel or crack if applied to a solid surface.

Calcimo is the only Kalsomine soluble in cold water that can be re-coated.

Calcimo will not rub off.

A GOOD PROFIT-MAKER

Many of your customers will be anxious to brighten up the different rooms in their homes, but are not willing to go to the expense of having a painter do the work. Anyone can use Calcimo. You are not dependent on the trade of the limited number of painters in your town—every householder is a possible buyer of Calcimo.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well known products:

Liquid Granite — A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish — For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar —(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Jan. 7.—Although the business so far this year on the local market has not shown much change over last year it is a little early to draw a comparison. The travellers have started back on the road again and as soon as their orders commence to arrive it will be quite easy to judge what sort of opinions the retailers have for the coming year. All the wholesalers have great confidence for the future and although they look for a quiet time during the next couple of months they expect to see business pick up after that period. The orders which have been received to date point out clearly the fact that the retail trade also have confidence in the future and although business will take some time to right itself it is thought by all that midsummer ought to see things pretty well back in shape. It is indeed very pleasing to learn that the West is picking up rapidly and business men in that part of the country are placing their orders for spring deliveries and by the size of these it is quite plain to see that they look for a good year. There are a goodly number of orders being received at present, although the bulk of business is for spring delivery.

White Lead.

The market for lead is subject to a seasonable demand the quantities being ordered being just sufficient to fill actual wants with the following prices quoted. There is a very firm feeling on the market due to the increase in price of pig lead and the supplies available which have suffered owing to the Mexican situation. The increased cost of linseed oil will also have a tendency to hold this market up and cheaper prices are not looked for by local dealers.

Dry White .....6¾ cents.

Lead in Oil--

5 ton lots $7.75
1 ton lots 8.05
Less than 1 ton..... 8.25

Linseed Oil.

Owing to the present condition of the flax market the prices of oil have been advanced three cents and the market is very firm at the present figures. It is not thought that there will be cheaper oil as the decline which took place in December is thought to have been in sympathy with the lack of business during the holiday season. The amount of business passing at present is quite seasonable and although orders now being received are small and just sufficient to fill actual wants they are quite consistent. The following prices are being quoted by local dealers.

Raw Oil—

1 to 4 barrels.....60c per gal.
5 to 9 barrels..... 59c per gal.
10 to 25 barrels.... 58c per gal.

Boiled Oil—

1 to 4 barrels..... 63c per gal.
5 to 9 barrels..... 62c per gal.
10 to 25 barrels.... 61c per gal.

With open prices for carload lots.

Prepared Paints.

As stated, the amount of business passing at this season of the year is very good although most of the orders being received are for future shipments. All manufacturers state that the retailers' orders being received at present go to show that they have great confidence in the future and the manufacturers in general look for a much better year than the one just passed, which, by the way, was a very satisfactory one from their standpoint.

Glass.

The amount of business passing is rather light although quite seasonable with the same prices ruling.

Putty.

This market is governed pretty much by the demand for glass and as that market is rather quiet at present it may be said that the demand for putty is very much the same. The following prices still rule:

Bulk, in casks....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.

With the usual advance of 70 cents per 100 pounds for pure putty.

Gasoline.

Although this is the "off" season for gasoline the amount of business passing at present is quite seasonable with quotations for barrel lots at 26c per gallon in wood, 23c per gallon in steel and drums, while the local tank waggon price for 100 gallons and over is 21½ cents.

Turpentine.

Locally, the demand is limited but very steady with quotations for barrel lots at 64c per gallon, while 59 cents is quoted for lots of 5 bbls. The market is very firm at these prices.

Benzine.

The demand at present is limited in this market and the following prices are in effect. For barrel lots in wood 25 cents is asked, while 22 cents is asked for the same quantity in steel and drums.

TORONTO.

Toronto, Jan. 8.—The feature of the paint market this week is the advance in the price of linseed oil which goes into effect to-day.

Toronto quotations have advanced three cents per gallon. The rising flax market has had the effect of boosting oil prices, and some members of the trade are of the opinion that quotations will be still higher.

The present quotations are claimed to be much lower than the price at which foreign oil can be imported.

Turpentine has also advanced one cent per gallon and the market is showing strength owing to the increased demand in the South.

A large number of lead orders have been booked for spring delivery.

Prospects for future business are exceedingly bright and the trade in general, expect to do a large volume of business this year.

Spring booking has already commenced and with the completion of stock-taking in many of the retail stores there should be a general influx of booked orders.

Linseed Oil.

The market has exhibited considerable strength, and Toronto quotations have advanced three cents per gallon. The new quotations are shown in the accompanying panel.

TORONTO QUOTATIONS ON OIL.

Raw Linseed, 1-2 barrels	..62c	gal.
" " 3-5 "	..61c	"
" " 6-9 "	..60c	"
Boiled Linseed, 1-2 "	65c	"
" " 3-5 "	64c	"
" " 6-9 "	63c	"
Turpentine, single barrels.	66c	"
2 to 4 barrels.....	65c	"
5 gal. lots	73c	"

Turpentine.

Reports from the South indicate that there has been an improvement in the demand for naval stores.

Toronto quotations have been advanced one cent per gallon and the prices now quoted are as follows:—Single barrels, 66 cents per Imperial gallon; 2 to 4-barrel lots, 65 cents per Imperial gallon; 5 gallon lots, 73 cents per Imperial gallon.

The Southern market exhibited considerable firmness the early part of the present week.

White Lead.

No change has taken place in white lead quotations and orders are being taken for delivery up to May 15, at the following prices:—

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.



SELLING "QUALITY"

NATURALLY, everyone considers the cost of painting. Some consider the first cost only—but this is the wrong view and is the most expensive in the end. The *only* economical paint is the paint that endures, and the fact that people are getting educated up to the point of realizing this makes

B-H "ENGLISH" PAINT

unquestionably the best paint for the dealer to handle. With every can going over your counter, you also sell "quality."

Every job of painting involves two elements of cost—labor and material; and the oftener the job has to be repeated, the greater the cost of maintenance of that particular building.

As B-H "English" Paint excels in durability, it necessarily follows that you will have to paint less often with it than with any other paint, hence the cost of keeping a building properly protected with B-H "English" is less than with any other paint. This is an unanswerable argument and is a sales-builder for B-H Paint. Consider this when stocking paints.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3¾ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS. VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.

High grade compression work, 50 p.c.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal Per 100 lbs.	Toronto
Casting ingot	16 75	16 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1	21 00	21 00
Canadian Foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x30	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
8	4 65	4 45	4 60

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

STANDARD WROUGHT LAPWELD PIPE.

Size.	Black.	Galvanized
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	158 70
10 inch	133 90	179 20
12 inch	172 40	233 20

Size.	Black	Galvanized
¼ inch	2 16	3 06
⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 06	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3¼ inch	24 84	34 04
4 inch	29 43	40 33

The above prices are for Standard Wrought Buttweld Pipes.

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 66; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.

Medium and extra heavy fittings, 70 p.c.

Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.15; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall Radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 11¾
Light copper & bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 45
Imported pig, per 100 lbs.	5 65	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 00
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 26½	0 25
Wiping	0 24½	0 24

Hoyt's strictly, standard, wiping, 20c to 30c lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lbs.	6 25	5 45

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—50 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	....	7 50
XX, 14x65, 50 sheet bxs.)		

TINNED GOODS.

12x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $1.90; No. 13, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-inch x 22 ga. x 12-inch, roll	$3 00
½-inch x 22 ga. x 18-inch, roll	4 30
½-inch x 22 ga. x 24-inch, roll	5 65
½-inch x 22 ga. x 30-inch, roll	6 90
½-inch x 22 ga. x 36-inch, roll	8 20
1 inch x 20 ga. x 12-inch, roll	1 50
1 inch x 20 ga. x 18-inch, roll	2 10
1 inch x 20 ga. x 24-inch, roll	2 70
1 inch x 20 ga. x 30-inch, roll	3 25
1 inch x 20 ga. x 36-inch, roll	3 80
1 inch x 20 ga. x 48-inch, roll	5 10

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.

Rustless screen cloth, 7c sq. foot.

Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.

F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 95

TWO PROFIT PRODUCING SPECIALTIES

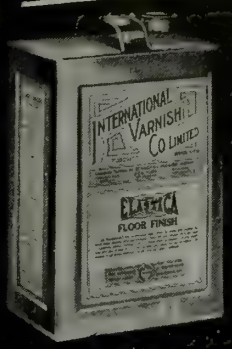
REVIVES & RENEWS OLD FURNITURE & WOODWORK



ENDS ALL FLOOR TROUBLES

TRADE ELASTICA MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

MARTIN-SENOUR PAINTS & VARNISHES

"A Repeat Order in Every Can"

Success isn't made up of orders. It is made up of re-orders. A satisfied customer returns to be satisfied again, while a good customer, poorly served, lasts no longer than the shoddy he buys.

Martin-Senour Paints and Varnishes are of best quality — producing best results for the purpose for which they are intended, so that each sale makes a satisfied customer and widens the way for more sales to follow.

Our big *nation-wide* Advertising Campaign in the leading Magazines, Farm, Religious and Commercial Publications will lead many new customers to the stores of our Dealer-agents—but these are only some of the many advantages of the Martin-Senour Full Line Agency.

The individual benefit of offering "100% Pure Paint" to pre-convinced buyers makes selling easy, and the repeat orders in every can build business.

Look well into our exclusive agency proposition. It's bound to interest you. A postal from you will bring particulars.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 2 ball, $1.200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 60 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Rchards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Millo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅝ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅝ in. dia. and smaller, 65 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅝ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 60 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 50
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100) 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 2 90

2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs. 4 65 4 80

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 80
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 65
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅝-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1¼-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller. $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft. .....$	3.00	42 ft. .....$	7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.60	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22	....		2.86
24	....		3.12
26	....		3.38
28	....		3.64
30	....		3.80
32	....		4.16
34	....		5.10
36	....		5.40
38	....		5.70
40	....		6.00
44	....		7.48

(COMMON SINGLE LADDERS)

8	ft., each	$0 80
10	ft., each	1 00
12	ft., each	1 20
14	ft., each	1 54
16	ft., each	1 76
18	ft., each	1 98
20	ft., each	2 40
22	ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each	$1 50	14 ft., each	$4 20
8 ft., each	2 00	16 ft., each	4 80
10 ft., each	2 50	18 ft., each	5 40
12 ft., each	3 00	20 ft., each	6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 80
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 1 00 1 25

MALLETS.

Tinsmiths' 2½ x 5¼ in., per doz. 1 65
Carpenters', round hickory, 5 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 18 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 80
Axoline brass cleaner, 100 in pkge 6 80

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $5 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY ... TORONTO

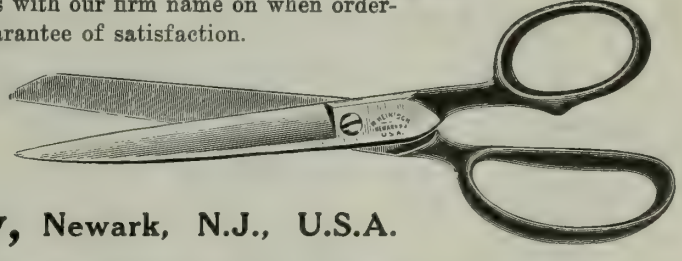
HEINISCH Trimmers Sell Quickly

Exceptional QUALITY the Reason

Always specify for and insist upon having the trimmers with our firm name on when ordering from your jobber. Our firm name is a positive guarantee of satisfaction.

HEINISCH Tailors' Shears, Scissors, Tinners' Snips, etc., are of the same high quality as the trimmers.

Write for Catalog.



R. Heinisch's Sons Company, Newark, N.J., U.S.A.



ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail & Tack Co., Edwin Ave., W. Toronto

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ..... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OIL CANS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00

MACHINE OILERS.

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	13 20	14 65
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33 1-3 per cent.		
Edelweiss		16 00

ROPE AND TWINE.

Sisal rope 0 11
Pure Manila rope 0 16
"British" Manila 0 12
frican hemp 0 12
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¼
Lath yarn, double 0 10¾
Sisal bed cord, 48 feet, per doz.. 0 72
Sisal bed cord, 60 feet, per doz.. 0 90
Sisal bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3ply twine.... 0 26
Wrapping cotton, 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 3 40
Common, plain 4 25
Common, plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs. 2 35
Solid, 3 to 30 lbs. 1 65

SASH CORD.

No. 9, per lb. 0 50
Sash Chain, No. 2, hd. ft. 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood F.H.,	bright and steel.	85	10	7½ 10
" R.H.,	bright	80	10	7½ 10
" F.H.,	brass	75	10	7½ 10
" R.H.,	brass	70	10	7½ 10
" F.H.,	bronze	70	10	5 10
" R.H.,	bronze	65	10	5 10
Drive screws		65	10	5 10
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.		$5 00		
Bench, iron, per doz.		4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 5 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 15	0 20	
" Axe	"	....	0 15	
Deer Creek	"	....	0 10	
Weerlick	"	....	0 25	
" Axe	"	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"	....	1 50	
Water-of-Ayr	"	....	0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net, lining tacks, in bulk, 15; lining tacks solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15, tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 85
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 82 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 31 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors', 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 60 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 60 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 60	0 75
Mincing knives, per doz.	0 80	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 80	0 90
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders, 50 and 5 per cent.
Steel fry pans, 60, 20, 10, and 5 p.c.

Star A1 chopper, 5 to 32	1 35	4 20
" " 100 to 108..	1 35	3 60

Toasters, 50 per cent.
Fire shovels, 50.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 80
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	6 60
With rim, 18x28, per doz.	7 20
With rim, 20x30, per doz.	7 80
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE **TORONTO, CANADA**

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver **Distributors for British Columbia**



Stephens Oil Stains

are sure profit-makers and custom-keepers. Users find them so satisfactory they patronize the dealer who sold them.

And not only for more oil stains but for those other lines you handle. You can't afford to be without this trade help.

Write to-day for agency proposition and color card.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. **WINNIPEG, CANADA**

Over half a hundred years of paint production

has brought us to the point where we can unhesitatingly recommend Jamieson's various Paints to be unsurpassed for the particular work for which they are manufactured.

The dealer is protected

because this recommendation amounts to a guarantee on every drop of paint that goes out of our factories.

We want to talk over the paint proposition with you. How about it?

R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. Dods & Co., Limited

Montreal **Vancouver**

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 07
Litharge, flaked		0 07½
Green copperas (green vitrol)		0 01
Sugar of Lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigafoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.	
XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb.	0 19½
In 50 & 100 lb. drums, per lb.	0 20¾
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts., 100 lb. in cs., lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs., lb.	0 23¼
In ½ lb. pkts., 100 lb. in cs., lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per Gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	.17	16
Palacine	.21½	18
Castor Oil, per lb. in bbls.	.8½	8½
Black Oil, Summer	.12½	12
Black Oil, Winter	.14½	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.25½	21
Benzine, in wood	.24	23
Motor gasoline, in wood	.27	24
Pure turpentine, single bbls.	.64	66
Linseed Oil, raw, single barrels	.59	62
inseed Oil, 3 to 5 bbls.	.56	61
Linseed Oil, 6 to 9 bbls.	.55	60
Linseed Oil, boiled—		
single bbls.	.60	65
3 to 5 bbls.	.59	64
6 to 9 bbls.	.58	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	.7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Star.	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 06¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 86 and 10 per cent.

BARB WIRE.

	Ft. William.	Winnipeg.
Lyman 4-point	$1 95	$2 30
Glidden 2-point	1 82	2 15
Baked 2-point	1 80	2 12
Alberta	1 80	2 08
American spec.	1 45	1 70
Plain twist, per 100 lbs.	2 80	3 20
Coil spring, 9, 100 lbs.	2 20	2 60

BOLTS.

Carriage, ¾ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅝, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75. sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel. Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Planished copper, 37½c per lb.; tinned, 36c; copper wire, 3-inch gage, 24c; 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.50; 8-inch, $3.75. Full polish, 6 to 7 inch, $4.35; 8-inch, $4.60.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16, $3.85; 20, $4.00; 22-24, $4.10; 26, $4.25; 28, $4.50; 10¾ oz., $4.75.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $86.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.00; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal 11½c; British manilla, 12½c; pure manilla, 16½c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $26.00 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 75c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO

CHAMPIONS

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

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CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS



The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

RAMSAY'S PAINT

A. RAMSAY & SON CO., MONTREAL

DOUGALL

HOW TO SAVE MONEY IN VARNISHING

Explain to your customers that fine Varnish covers more surface than low-grade quality, which means less gallons for the job—time is saved in the putting on—a saving in labor—and the durability of Dougall's Varnish saves revarnishing, thus the upkeep is less.

The Dougall Varnish Company, Limited
MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

VARNISH

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

WHAT PLANS

ARE YOU MAKING FOR YOUR PAINT DEPARTMENT THIS SPRING?

It's up to you to choose a quick-selling, thoroughly reliable quality brand of paints and varnishes.

YOUR PROFIT

depends on your judgment.

MAPLE LEAF PAINTS AND VARNISHES

can be relied on to back your judgment. They are quick-selling, just a little bit above the standard for reliability, and quality is our watchword in their manufacture.

Write for our M. L. Proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



In placing your Spring order don't overlook the increased demand for interior finishes of all kinds.

To-day people are giving more thought and attention to the interior finishing and decoration of their homes, and there is a rapidly growing sale for such products as Sherwin-Williams Flat-tone, for walls and ceilings; Sherwin-Williams Mar-not, a durable water-proof floor varnish; Sherwin-Williams Floorlac, for staining and varnishing at one operation floors, woodwork, furniture, etc.; Sherwin-Williams Oil Stains; Sherwin-Williams Handcraft Stains; Sherwin-Williams Enamels, and all the other Sherwin-Williams products that are of interest to the householder.

The merchant who carries a full line of Sherwin-Williams products is the merchant who has the best opportunity to develop a profitable paint business. Quality in the goods, backed by strong and aggressive advertising and sales plans, helps the Dealer develop a profitable business.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



The "Come Back" That Pays

The only "come back" to a Fox Gun is the good-will of the purchaser. It's the "come back" that brings more business. Besides being a satisfactory seller the Fox has been an easy seller. It has the advertising push behind it. We have added a number of new selling features to

The 1914

FOX GUN

The Finest Gun in The World

We believe these features will make it the easiest selling gun you ever handled. It will be backed by the strongest HELP DEALER SELL campaign we have ever undertaken.

If you are already a Fox dealer you want to know what these new features are. If you are not a Fox dealer it is to your interest—for the sake of more business—to start the Fox line at once. In either case—

Get in touch with your jobber at once—or write us direct—so that you may know what's new in the world of guns.

The A. H. FOX Gun Company
4768 North Eighteenth St.
PHILADELPHIA

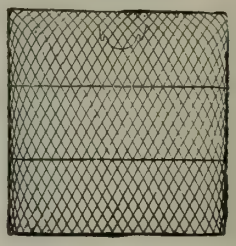
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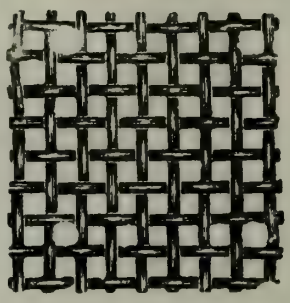
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Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
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HAMILTON



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SOMETHING TO SELL THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

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Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

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The
R. McDougall Co., Limited
GALT, CANADA

START IN WITH 1914

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ALUMINIUM

WILL HELP YOU TO MAKE BIGGER PROFITS? LET US SEND YOU PRICES AND INFORMATION ON ALUMINIUM SHEETS, RODS, TUBES, MATTING, NOSING, SECTION, ETC., ETC.

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THE BRITISH ALUMINIUM CO., LIMITED

60 WEST FRONT STREET, TORONTO

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

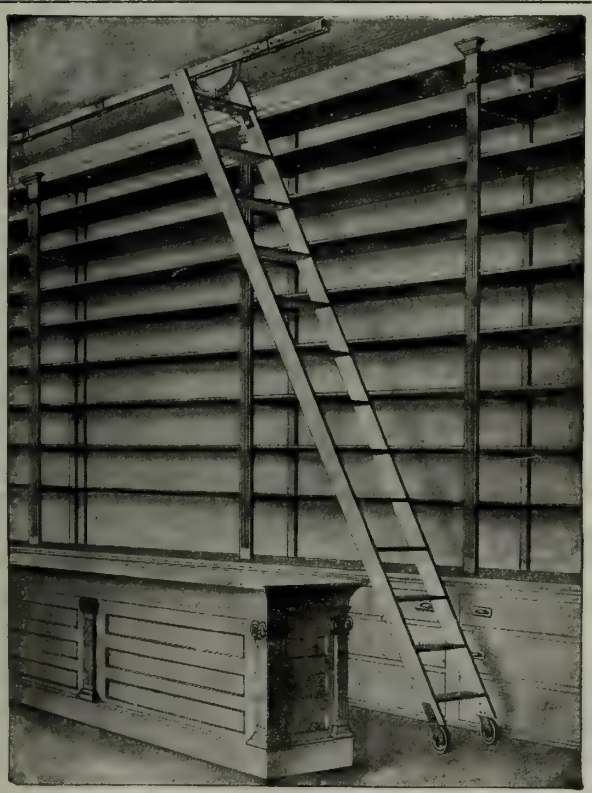
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SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company

100 William Street, New York N.Y.



Suggestion: Send for our Store Ladder Catalogue and canvas your town at once. Best line on the market—nice profit for you.

RICHARDS-WILCOX CANADIAN CO., LIMITED

LONDON, ONTARIO



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,

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Manufacturers of Safety Blades

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BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



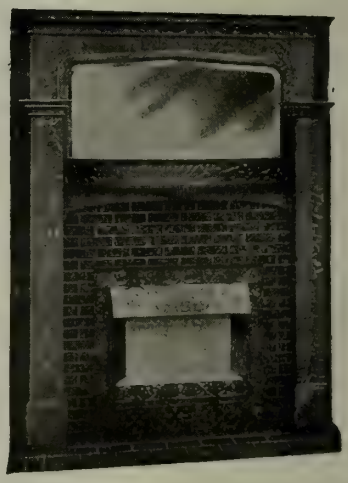
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GOLD MEDAL
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EVERYTHING IN WELDED CHAIN.

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This story shows how this young Napoleon of Finance became the head of a powerful brokerage and achieved political renown. Don't miss reading this sketch.

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NOTE: Use only Parkyte Chemical in our Closets.

See that **cast iron top and bottom,** thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

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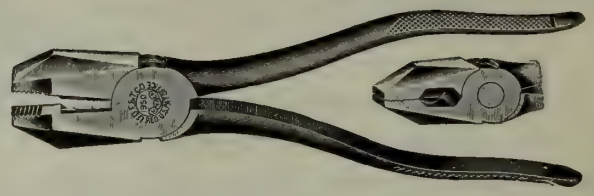
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are of the highest standard of quality that can be produced by human agencies.

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EVERY UTICA PLIER IS **GUARANTEED.**

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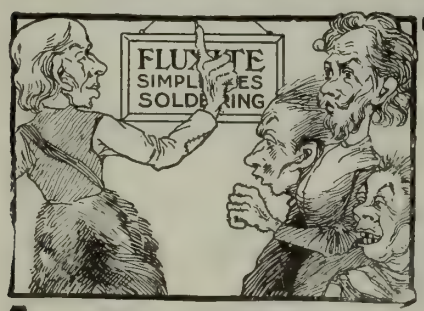
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Anyone can use it. Engineers and other mechanics **will** have

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the paste flux that

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Easy to use. Easy to sell.

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Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

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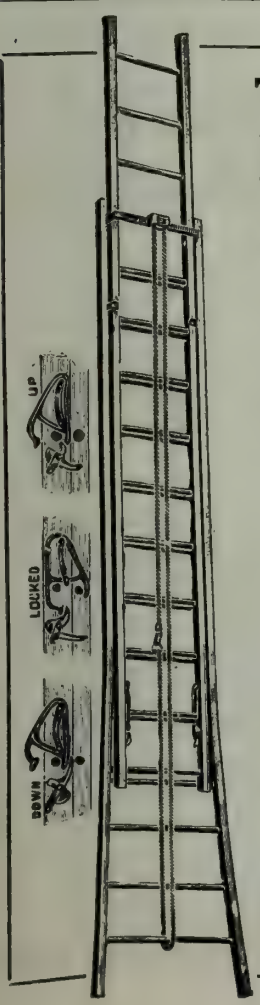
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Full Line of Samples at 70 Lombard St. Toronto. G.A. Marshall



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in your store, is a guarantee of steady business.

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Its quality, that we're so careful to put in, makes all the time for satisfied customers; the price we sell it at means satisfactory profits.

Made of high-grade yellow pine, with rounds of rock elm, secured so as to obviate all springing and strain, the "Stratford" may be had in lengths from 20 to 60 ft.

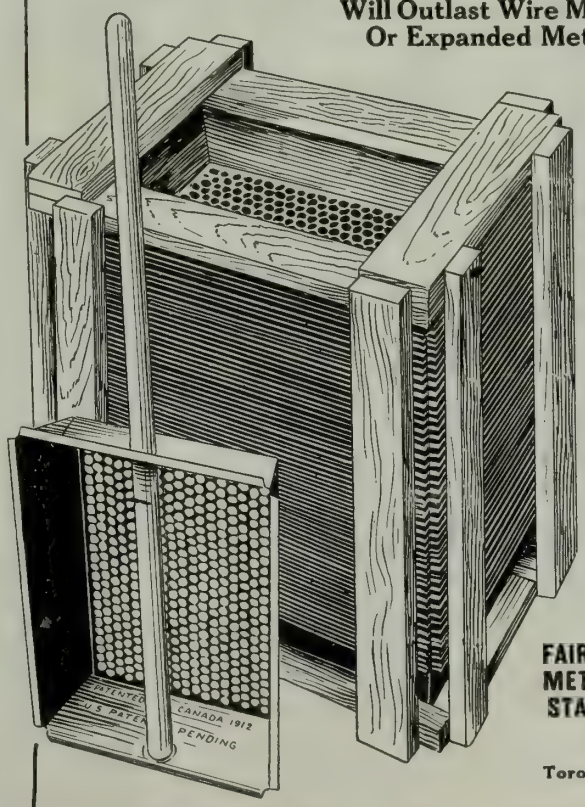
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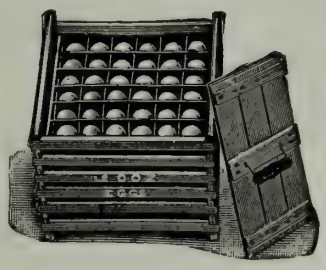
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one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

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for the farmers, for the poultry dealers, for a dozen and one people who enter your store every day.



Have some "Humpty-Dumpty" crates handy, where they can be seen and make a bid for all the large custom that will go elsewhere, if it doesn't come to you.

The "Humpty-Dumpty" gives splendid service, it protects eggs, preventing their getting broken—saving its users the cost many times over.

And it pays you who handle it a very nice profit, besides the good-will we've already told you about. **Write for prices.**

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Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

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Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

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Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

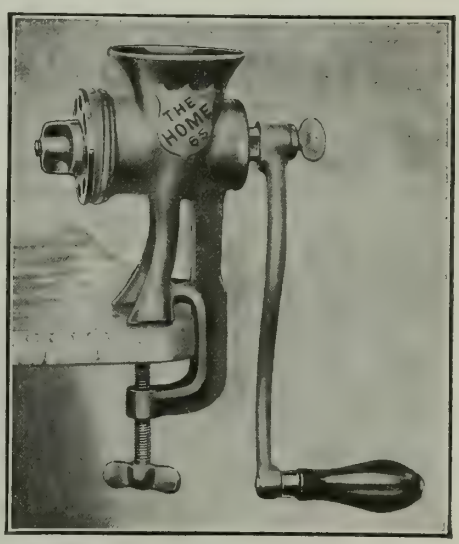
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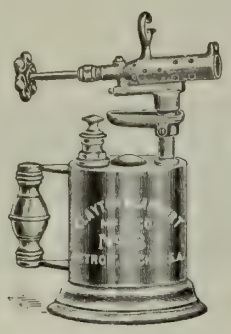
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one of the best selling lines you ever handled.



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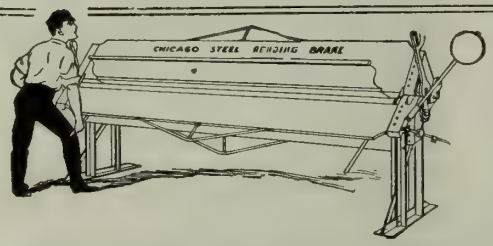
is always very careful in the selection of his tools. This is essential and of vital importance to the user of a Fire Pot or Torch. Any tool that uses gasoline as fuel should be made very strong and durable, for gasoline is hard to confine under pressure.

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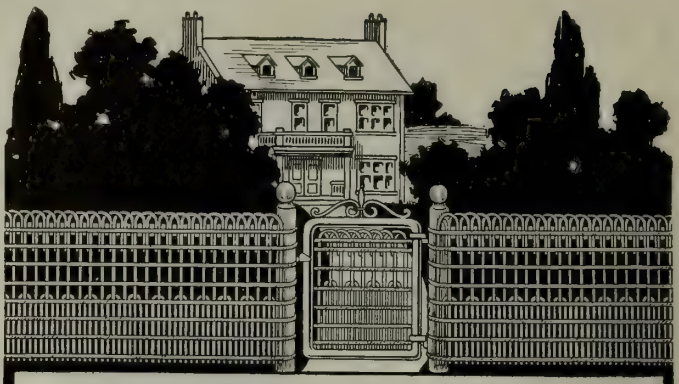
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Handle a line of fencing that is bound to give long continued satisfaction—fencing that not only protects but beautifies property, as well—fencing that can't help bringing more trade to your store. Such is

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Every stay is made of strong, stiff wire that will not sag. This fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

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You can talk across the continent for two cents per word with a Want Ad. in this paper.

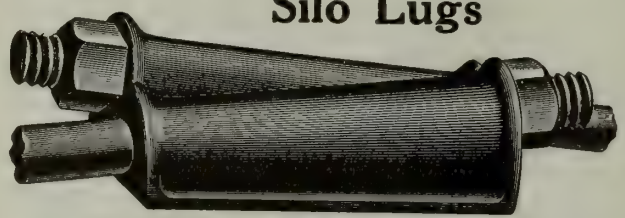


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Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

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Avoid imitations of our

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REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

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The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

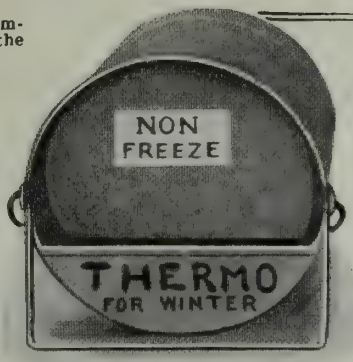
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Sample by post $2.00

Manufactured by

WILL. H. COTTON

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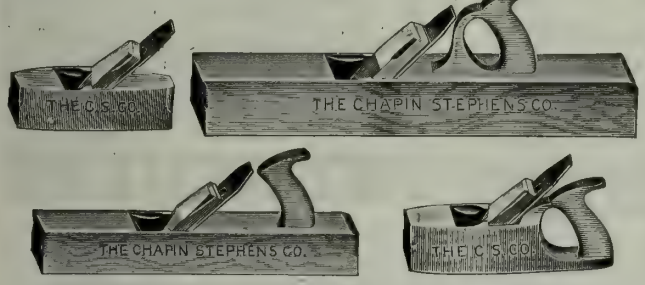
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We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

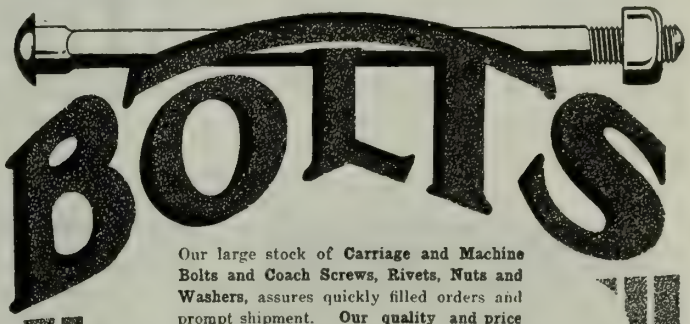


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Smith Hardware Co., Ltd., Agents, Montreal, Canada.

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Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
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Natural Gas Goods

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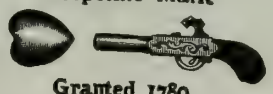
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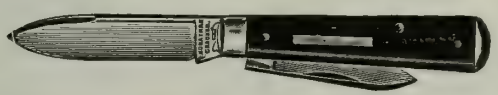
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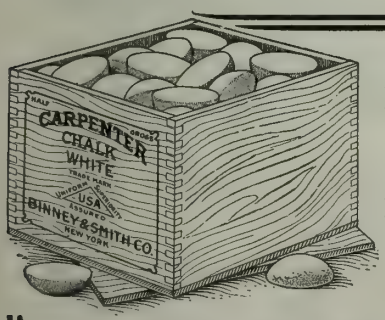
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CRAYONS FOR EVERY USE

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The Kling Hame Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

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Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

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Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

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MACHINERY BEARING METAL
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HARDWARES ALL SELL IT.

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White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

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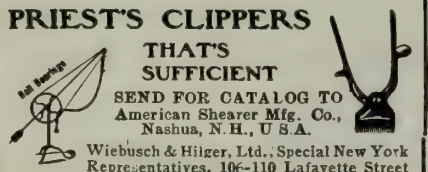


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All Wholesale Dealers Sell Them

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THAT'S SUFFICIENT
SEND FOR CATALOG TO
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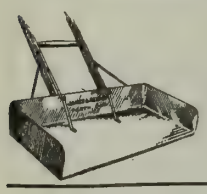
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NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

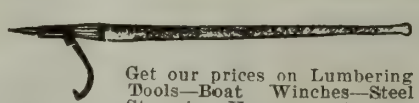
Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

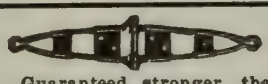
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



"Hardwaremen, your Skating Rink should have a
J. & R. Ice Scraper
It cleans off Snow and water, saves time and expense, write for a circular and prices.
James & Reid
Sole manufacturers
Perth, Ont.

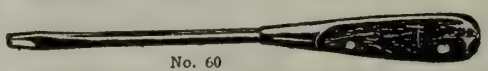


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

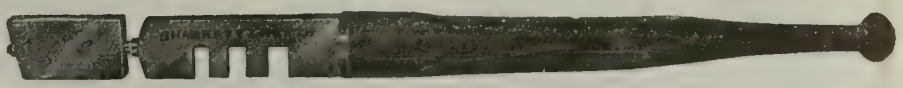
MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

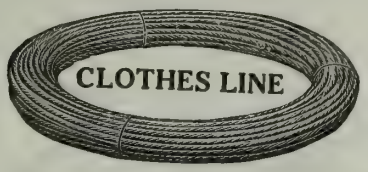
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and servicability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE
Smoothest and most pliable made
Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.
The Western Wire & Nail Co., Limited, London, Ont.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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Save 25¢ Each Day on Coal Bill~



Arnold Damper
Automatic
Pays for itself in a month. Every third year your coal costs you nothing—For stoves or furnaces. Maintains an even temperature day and night—No overheating. Takes care of itself. Fits any pipe. Easily adjusted.

A 25% Saving Guaranteed

Try one 60 days. Keep strict account of your coal bill. If it doesn't save at least 25%, return it and get your money back.

Sold exclusively through dealers by
W. H. THORNE & CO., LTD., St. John. In Maritime Provinces.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
WOOD-VALLANCE & CO., Hamilton. In Western Ontario.

PEASE "ECONOMY" FURNACES
Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
—Limited—
Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.

Dull or Bright?

Which way do you prefer to have your tool orders shipped to you?

Dull and tarnished—perhaps spotted with rust—or bright and shining—ready for your showcases?

If those tools come dirty, you know, you'll have to set to and clean them, before putting them on show; if they come wrapped in

British-American Wax Paper

they'll be just as bright as the day they were made—they'll be right ready for your customer!

So tell your jobber and manufacturer to wrap all bright things in "British American," they'll be glad to do it when they know that it means your appreciation.

But write them to-day—before you forget.

The
British-American Wax Paper Company, Limited
Darling Bldg., Toronto

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

SEE OUR EXHIBIT AT OTTAWA CONVENTION

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KIR-BEN TRADE MARK

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place NEW YORK

LONDON HIGH GRADE BAR IRON

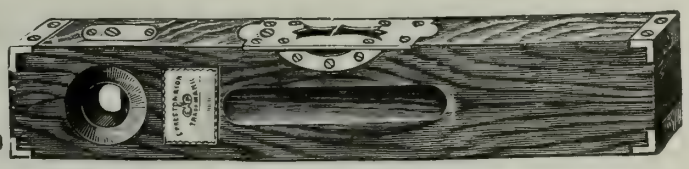
We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

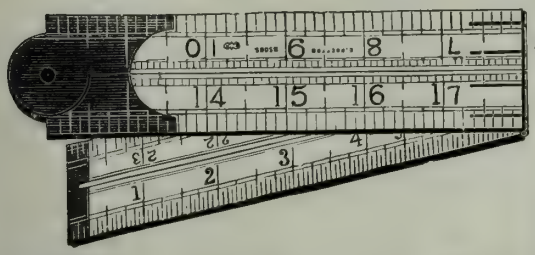
London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

EDWARD PRESTON & SONS Ltd., Whittall Rule Works, BIRMINGHAM, ENGLAND.

MANUFACTURERS OF RULES, LEVELS, PLANES, AND IMPROVED CARPENTERS' TOOLS.



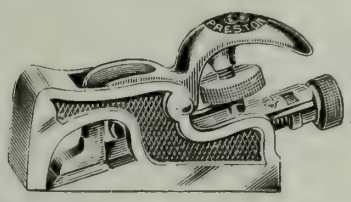


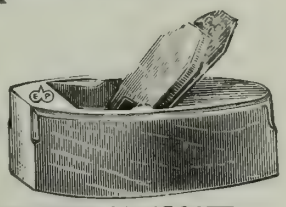
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Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

Patent Adjustable Bull-Nose Rabbet Plane.

ILLUSTRATED CATALOGUE can be obtained through our representatives.

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We have the facilities for turning out
The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

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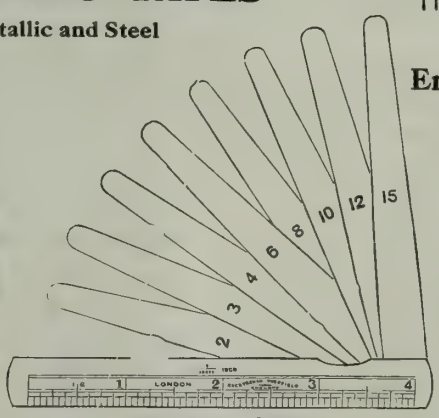
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Linen, Metallic and Steel



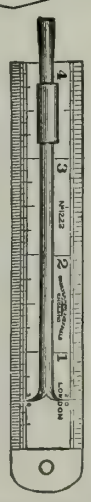
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Engineers' Small Tools



Steel Feeler Gauge

Steel Rules, Gauges, etc.



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FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

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WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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WANTED—HARDWARE CLERK WITH 3 OR 4 years' experience. Apply, giving credentials, and stating salary expected, to Box 68, Hardware and Metal, Toronto.

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WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you wish to purchase anything in Montreal, metals, glass, paints, hardware, write Evans.

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you desire to sell anything in Montreal, write Evans. (3)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

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must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

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F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

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2c. per word one insertion
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The Western Clock Co., La Salle, Ill.
Clothes Reels and Lines.
Cummer-Dowswell Ltd. Hamilton, Ont
Hamilton Cotton Co., Hamilton.
Closets.
Parker, Whyte, Ltd., Winnipeg.
Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City
Coffee Percolators.
Landers, Frary & Clark, New Britain.
Colors.
A. Ramsay & Son Co., Montreal.
International Color & Chemical Co., Bridgeburg.
Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
The Stanley Works, New Britain, Conn.
Conductor Pipe.
Metal Shingle and Siding Co., Preston.
E. T. Wright Co., Ltd., Hamilton.
Cord Cutters.
Victor M. Grab Co., Chicago.
Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.
Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.
Cornices, Metal.
Pedlar People, Ltd., Oshawa.
Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Limited, Niagara Falls.
Cream Separators.
Simmons Hardware Co., St. Louis.
Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.
Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt & Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Smith Hdw. Co., Montreal.
Dampers, Automatic.
Automatic Damper Co., Hamilton.
Dies.
Victor M. Grab Co., Chicago.
Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.
Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Mfg. Co. London, Ont
Drawer Pulls.
P. & F. Corbin, New Britain, C.
The Stanley Works, New Britain, Conn.
Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Dry Colors.
G. F. Stephens & Co., Winnipeg.
Dustless Dusters.
Tarbox Bros., Toronto.
Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Electric Fixtures.
The Barton-Netting Co., Ltd. Windsor
Jas. Morrison Brass Mfg. Co. Toronto
Electric Irons.
Chicago Flexible Shaft Co., Chicago.
The Flexible Conduit Co., Guelph.
Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.
Enamels.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.
Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.
Expansion Bolts.
Star Expansion Bolt Co. New York.
Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, New Britain, Conn.
Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.
Filters.
A. Ramsay & Son Co., Montreal.
Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.
Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.
Flint Paper.
Jno. Oakey & Sons, Ltd., London.
Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.
Fruit Presses.
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Automatic Damper Co., Hamilton.
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Consolidated Plate Glass Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.
Glass, Ornamental.
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G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
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A. Ramsay & Son, Montreal.
Glass, Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

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Consolidated Plate Glass Co., Toronto.

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Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators.
Automatic Damper Co., Hamilton.

Hinges.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Ltd., Gananoque.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co. Brockville.

Japans.
A Ramsay & Son C , Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Machine Bits.
Snell Mfg. Co., Fiskdale, Mass.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co. Toronto.
Jonathan Crookes & Son, Sheffield Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
The Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Ship Augers.
Snell Mfg. Co., Fiskdale, Mass.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Shuttles.
The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

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Jas. Chesterman & Co., Sheffield, Eng.
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Technical Books.
MacLean Publishing Co., Toronto.
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The Chapin Stephens Co., Pine Meadow, Conn.
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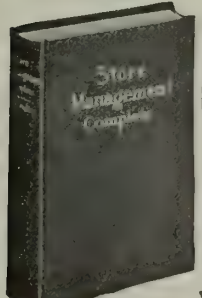
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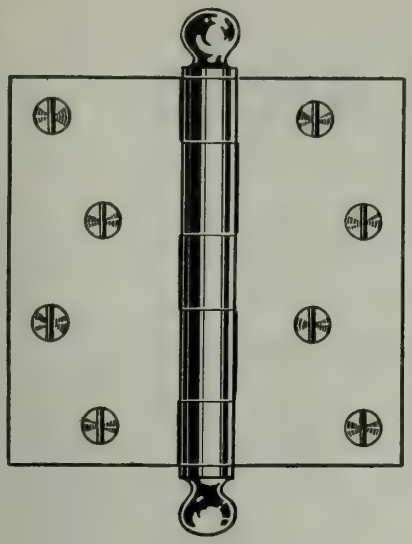
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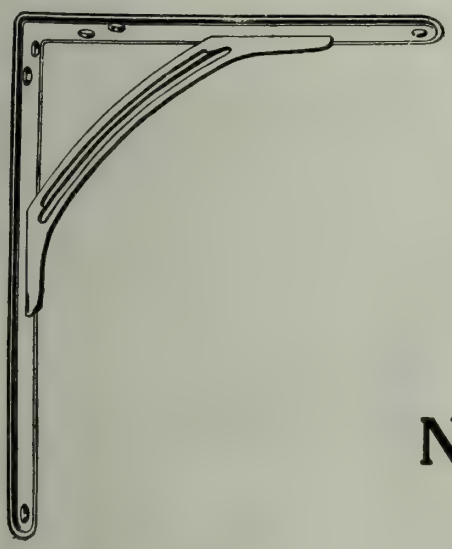
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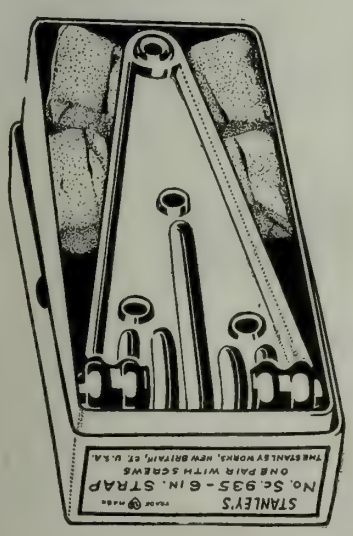


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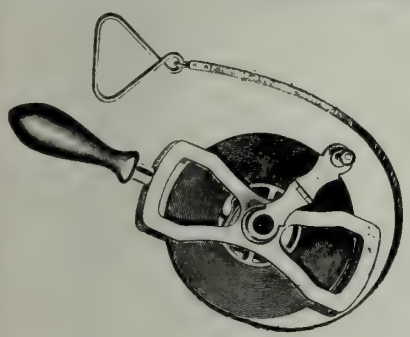
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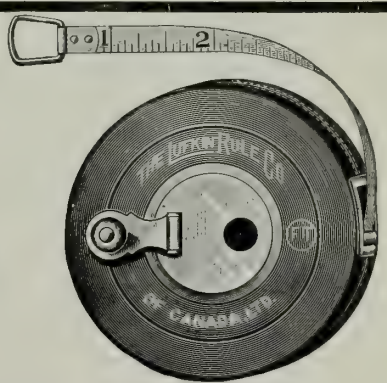
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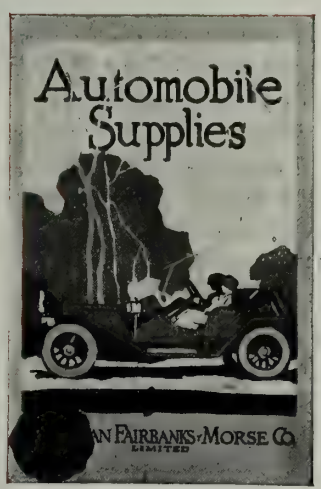
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 3

January 17, 1914

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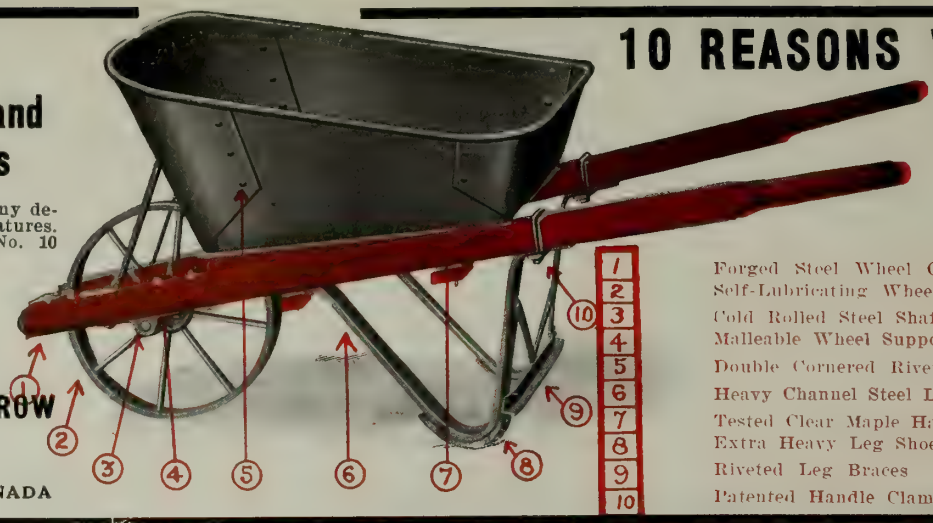
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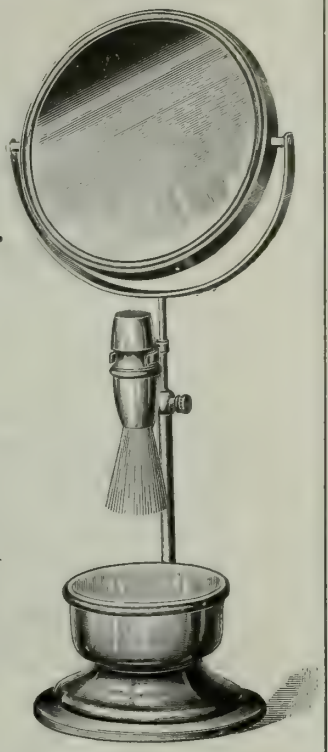
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SUCCESSORS TO

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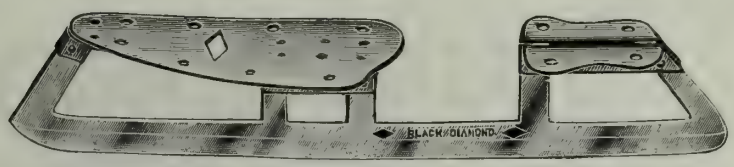
MONTREAL TORONTO WINNIPEG

The Kind that they all like
The Kind that sells fast
The Kind that is the best
The Kind that catches the eye
The Kind that increases sales.

No Better to be Found at any Price

than

BLACK DIAMOND HOCKEY SKATES



No. 300. Full Nickel Plated. Sizes, 10, 10½, 11, 11½ inches.

Our List Price per Pair, $5.30

Made from **the very best** materials and in a manner which gives it many advantages over other skates — advantages which are in plain sight and which can be pointed out to your customer.

The Foot Plate and Heel Plate are of Cold Rolled Steel, and are supported on Standards in such a way as to distribute the weight of the skater to advantage.

The Blade is of the Best Hand-Tempered Steel, and is beveled to prevent cutting too deeply into the ice.

Many of our customers who have been handling this Skate express much satisfaction with the reception it has received from skaters.

You might add this line to our Mutual Advantage.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

WING SCREW BOOT CALKS

The STEEL COMPANY of CANADA
LIMITED
HAMILTON, ONTARIO


No. 00


No. 4


No. 5


No. 7


No. 8


Chuck

Book Your Orders Now for Immediate and Future Shipments of

LUMBERMEN'S
CASE-HARDENED
WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Prices.

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VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

Make Sure You Get The Red Devil Line

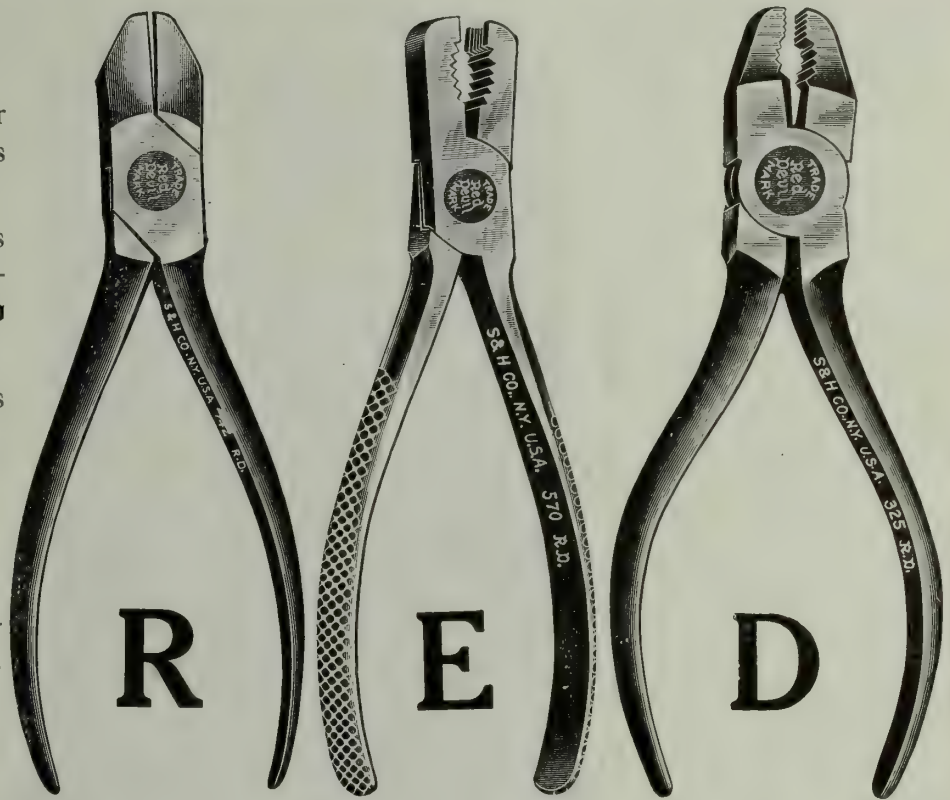
You cannot offer to your customers any better—

Your customers want the best—give them the **Red Devil**

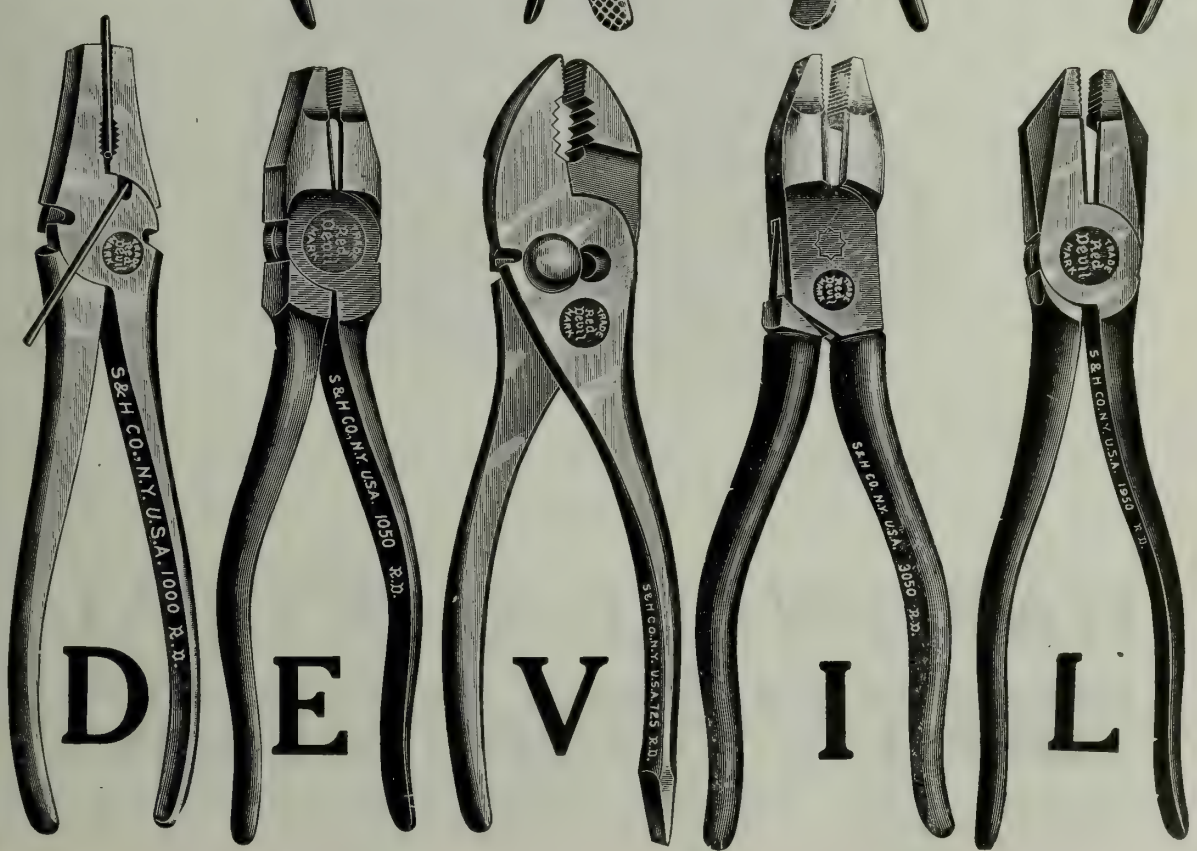
They all carry this Trade-Mark

TRADE S. & H. CO. Red Devil N.Y. U.S.A. MARK

and an unconditional guarantee.



R E D



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SMITH & HEMENWAY CO.

150-152 Chambers St. **New York**

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and an order blank.

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Canada's Only Weekly Hardware Paper
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To purchase goods illustrated in our catalogue outside of Canada.
We use the best material procurable.
Our men are experienced.
Our methods of manufacture and plant are up-to-date.
Our stock is complete.
Money circulating in Canada benefits you.

ALLAN HILLS EDGE TOOL CO., Limited

GALT - - ONTARIO

Remember NOW

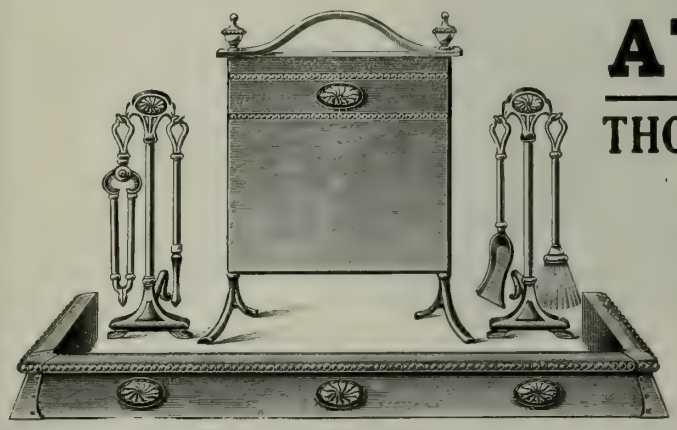
is the time to buy, as your Spring business will come with a rush and someone won't have the right stock on hand.



WESTERN FOOT SCRAPER

CRESCENT BRAND GOODS ARE MADE IN CANADA

Canada Steel Goods Co., Ltd., Hamilton, Ont.



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS
DUDLEY, ENGLAND

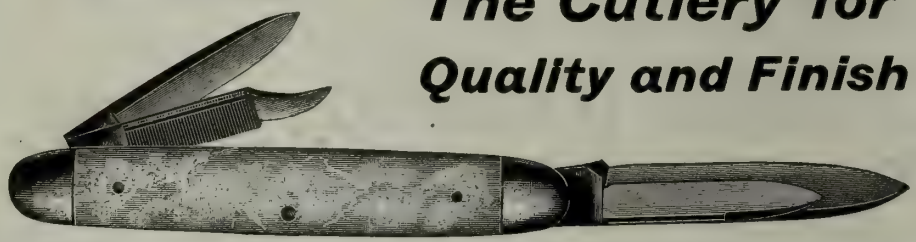
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TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases, Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:
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W. H. Morley & Sons, "Clover Leaf" Brand

Manufactured by
N. Kastor, Ohligs



The Cutlery for Canadians

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are used by the men who strive for greater efficiency

To the man who sells hardware—

Starrett tools will help you turn into dollars the efficiency idea that possesses nearly every mechanical industry.

Shop owners, foremen, superintendents, and machinists are all striving to increase production—to eliminate waste seconds.

Starrett tools will really save many seconds on every measuring operation because they are designed to give the best possible service.

This man using a Starrett surface gage which he set according to a Starrett combination square is a good example of the sales possibilities for Starrett tools. A Starrett sale is a profitable sale. Preach Starrett service—Reap Starrett profits.

Get acquainted with the full line. Send for our big, new free catalog No. 20MA, which describes Starrett tools and hack saws.

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The L.S.Starrett Co.

"World's Greatest Toolmakers"

Athol, Mass.

Starrett Tools — World's Standard

KEYSTONE COPPER BEARING SHEETS

"A Product Without a Peer"



Steel without Copper (black—uncoated)

Same Steel with Copper (black—uncoated)

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

Copper in the Steel makes it resist rust and defy corrosion. The greatest improvement in Sheet Metal. The most serviceable sheets that can be produced, either Black or Galvanized.

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

Full details of tests, also samples and prices, furnished upon application.

UNITED STATES STEEL PRODUCTS COMPANY

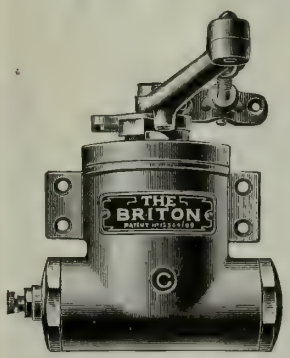
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MONTREAL

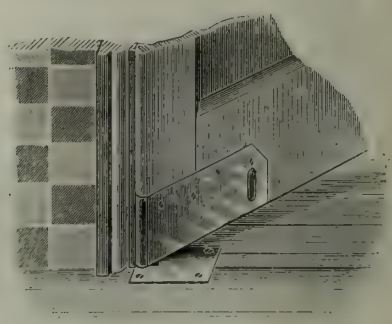
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TORONTO



The "BRITON" Door Check and Spring.



"ALBION" Floor Spring.



"ERA" Shoe Door Spring.

WM. NEWMAN & SONS

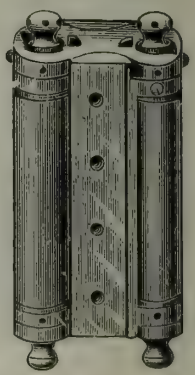
LIMITED

Manufacturers of Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, etc.

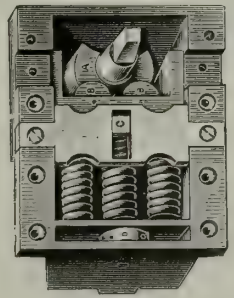
LISTS ON APPLICATION.

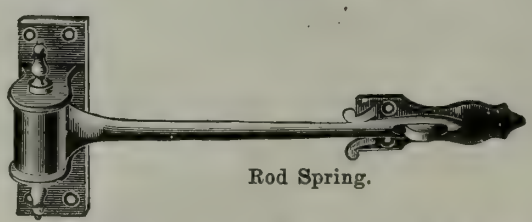
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Regulating Spring Hinge.



"Invincible" Floor Spring.





Rod Spring.

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A few reasons why you should sell

Climax Wall Paper Cleaner

It is a practical cleaner and exceedingly easy to use.

It is used by millions and praised by every user.

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Can be used without removing furniture or causing any dirt.

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We **specialize** in making Climax the most dependable article of its kind in America.

Packed in tin cans only. One can sufficient to clean an ordinarily sized room.

The **Climax Label** is your protection and our guarantee.

Display signs supplied on request.

Let us have your trial order now.

The Climax Cleaner Manufacturing Co.

Cleveland, Ohio

DISTRIBUTING POINTS:—TORONTO, ONT., AND WINNIPEG, MAN.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

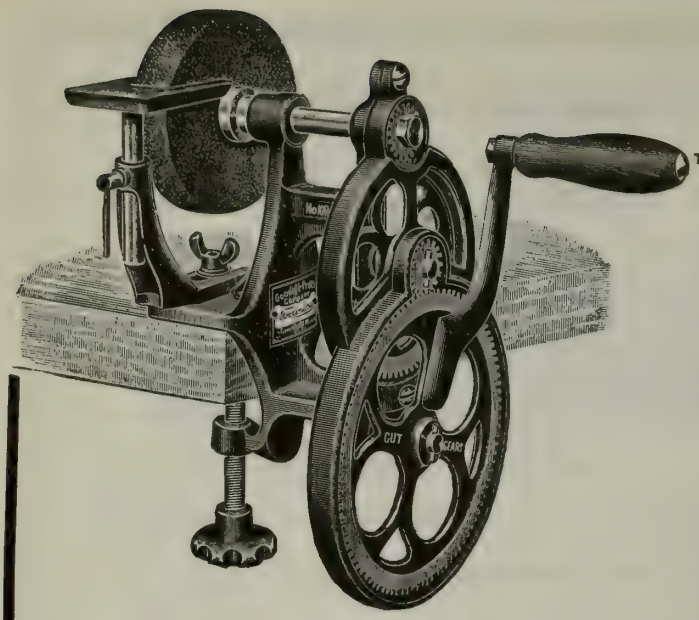
The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal



JUST COMPARE

THE GOODELL-PRATT

BENCH GRINDERS

with those you may see, then examine our prices; this is all we ask.

Note our accurately-cut and smooth-running gears; see how well the whole machine is finished up, and then decide.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.

"BUTTERFIELD"

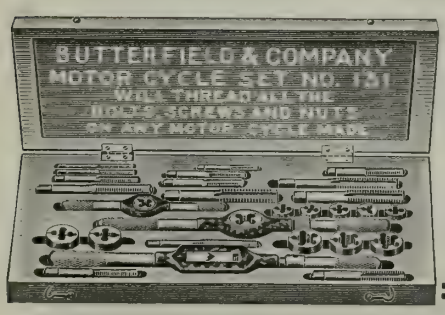
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The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. **DERBY LINE, VT.**



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Are you one of the dealers in Canada who feature Remington-UMC ammunition?

If you are, get your orders for Remington-UMC in to your jobbers.

If you are not now a Remington-UMC dealer—by all means put yourself in position to display the Red Ball mark of Remington-UMC, the Sign of Sportsmen's Headquarters.

Make your order liberal. Mail it to-day—Remington-UMC Shot Shells and Metallics made in Canada.

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WINDSOR ONTARIO



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of every description



ORDER NOW FOR SPRING SHIPMENT

Galvanized and Black Sheets, Tin,
Terne and Canada Plates, Tinned
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Take advantage of the present LOW PRICES.

HARDWARE

Before placing your Spring Order,
get our list of prices current.

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THE HALO OF QUALITY THAT SURROUNDS

WINCHESTER

Rifle And Pistol Cartridges

Makes Them Ready Sellers

You don't have to "talk up" a sale when you offer a customer Winchester make of cartridges, because sportsmen everywhere know that the name means high quality in ammunition. The dealer who stocks Winchester make of cartridges can turn his money over very much faster than the one who handles other brands, which are not so well known or such ready sellers. In fact, Winchester make of cartridges are almost as readily disposed of as if they were legal tender. If you want your share of the ammunition business in your section you can get it and keep it by carrying Winchester make of cartridges, and letting the sportsmen know that you do.

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Suppose you write to-day. For convenience, use the coupon.

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(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World.



THE DOMINION REGISTER CO., LIMITED,
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Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

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Business ..... H.& M.

The Dana Peerless Freezer

means good profits and lasting satisfaction

This is the same Freezer that has been on the market for forty years—the Freezer that has established a reputation for the Dana Mfg. Co., of Cincinnati, Ohio.

The Dana Peerless Freezer, by scraping the cream positively from the inside of the can, allows fresh cream to get next to the can and get chilled and freeze, consequently by the quick action and rapid replacement of cream, which is frozen quicker than by any other Freezer made at any price, which means the saving of ice and time, and gives the acme of satisfaction.

Place your order with us now for Spring delivery.



Ice Cream in three minutes

Easy to grind as a watch to wind

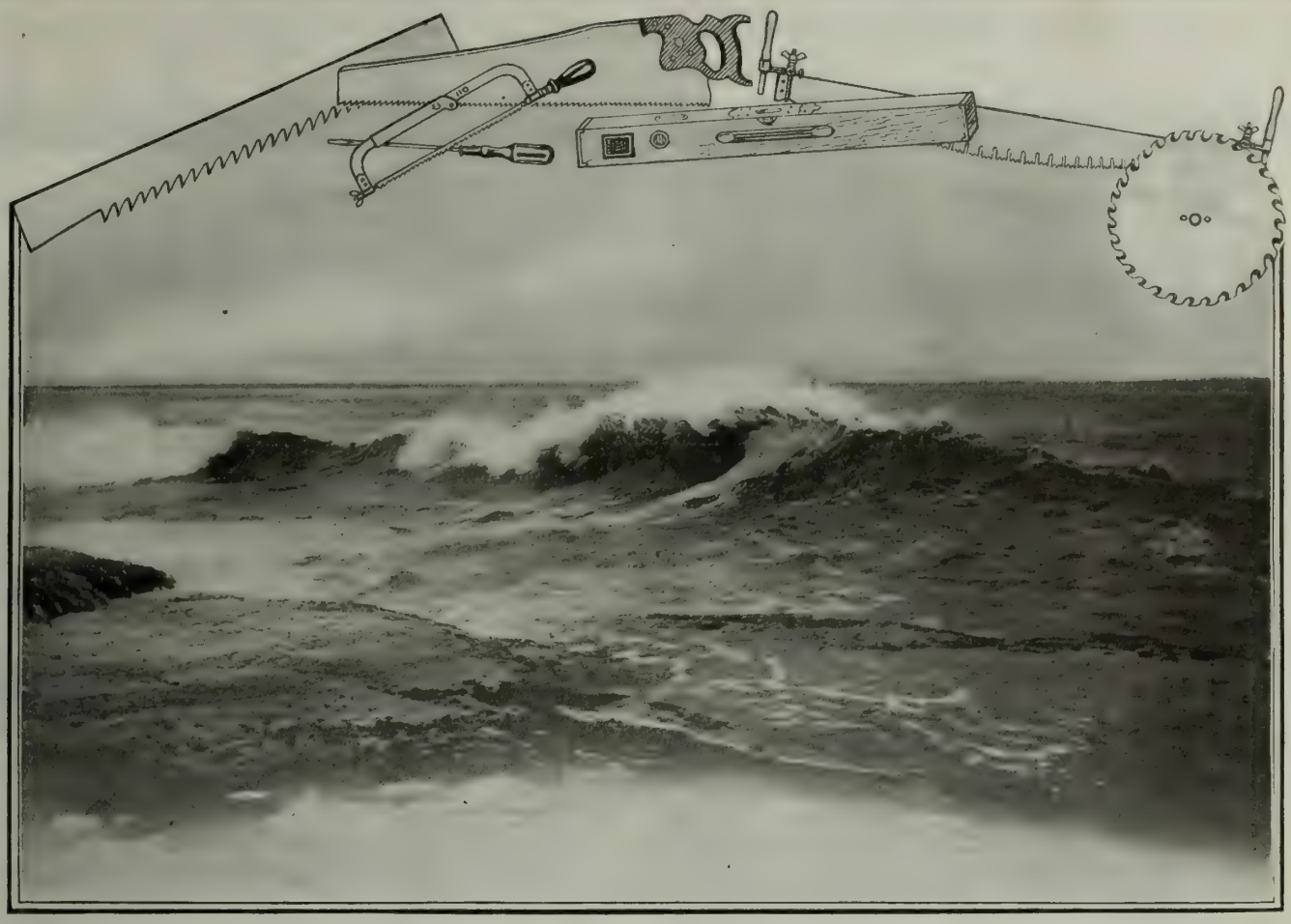
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BY

The Wm. Cane & Sons Co.,
Limited

NEWMARKET

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Every Sea is Crossed

by Disston products. From their birthplace in Philadelphia they flow out in ever-increasing volume to the very ends of the world. By river boat and ocean steamer—by railway trains and pack trains—they spread out over the oceans, the plains and the mountains. In the forests, the mills, the mines, in big cities and on the farm—wherever saws and tools are used, the ones bearing the Disston Brand are pre-eminent and predominate.

DISSTON BRAND GOODS

(Quality Guaranteed)

possess three great features that have placed them first in the world's demand. First, quality of material. From the raw materials to the finished product, every process is performed within the Disston Works by special methods that are not possible of duplication, and keep Disston quality unequalled. Second, efficiency. Distinctive patterns, original methods of manufacture, and the long experience of the Disston Works, coupled with the skill of the workmen and the quality of materials used fosters an efficiency that can not be successfully imitated. Third, reputation. Generations of mechanics have already tested and approved them. The present demand, which is greater than ever, and constantly growing in size and scope, offers the strongest kind of testimony to their continued superiority. You can

"Depend on Disston"

Henry Disston & Sons

INCORPORATED

Established 1840

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

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TRADE MARK

Reg. U.S. Pat. Off.

Far-reaching effects follow the wise policy of buying early, but when the demand comes, it is of paramount importance that the article you have for sale is of recognized first-class quality.



Patent applied for

McClary's

Railroad or Delivery Cans, with the "Samson" one-piece bottom and the *new improved* method of joining the breast to the body, makes them the strongest cans ever made.

Note in the illustration how the body overlap comes outside the breast —this prevents possibility of the can separating at this point. To ensure absolute rigidity, a half-circle piece of cast iron is placed between the breast and body.

The "Samson" bottom is made from one-piece heavy sheet steel and pressed by the most powerful machine of its kind in Canada. There are no rivets to hammer in, no screws to tighten up, no hoops to adjust, everything smooth and sanitary.

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WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.

We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.



The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

MAKE 1914

Your Biggest Year

BY SELLING

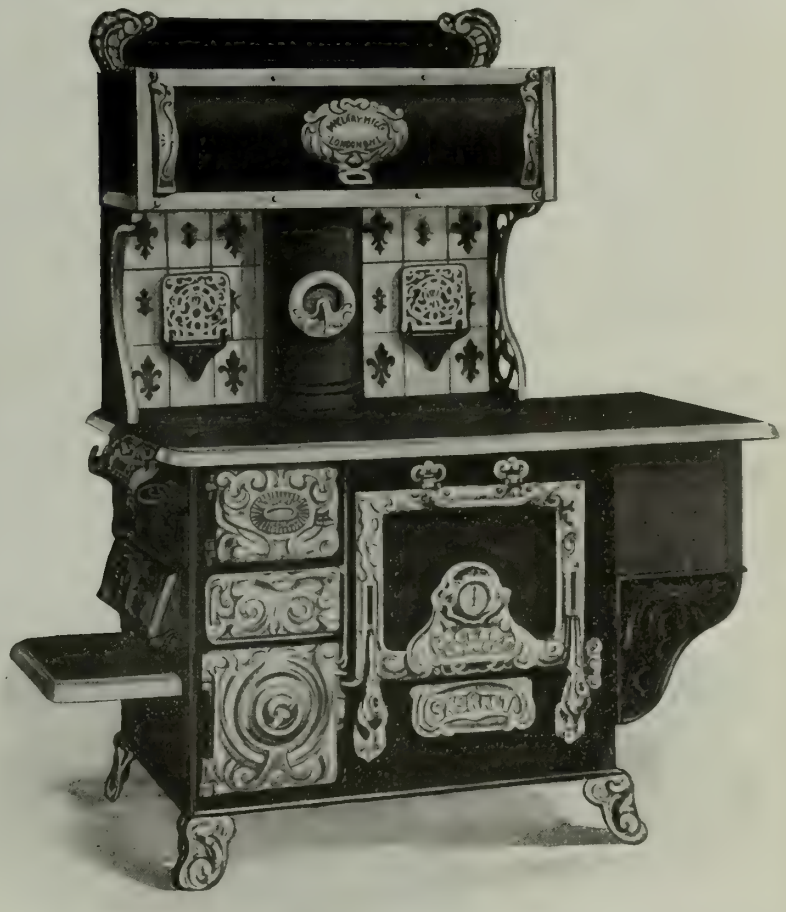
McClary's Quality Goods

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

This is made possible not only by the recognized standard quality of the goods but by the tremendous pulling power of our complete system of advertising and the enthusiastic organization of the largest Stove Manufacturers in the British Empire.

Glance at the sterling features of our Saskalta Range.

SASKALTA RANGE



The fact that it is our highest class Range guarantee material of the finest grade, and construction and finish, the best that skilled workmen can give.

The linings of the Firebox are constructed of extra heavy semi-steel in nine pieces; this enables the user to replace any worn-out section at minimum cost.

The nickelled steel oven is easy to clean out and ensures sanitation, also the nickel is a powerful heat attracter which means considerable saving in fuel.

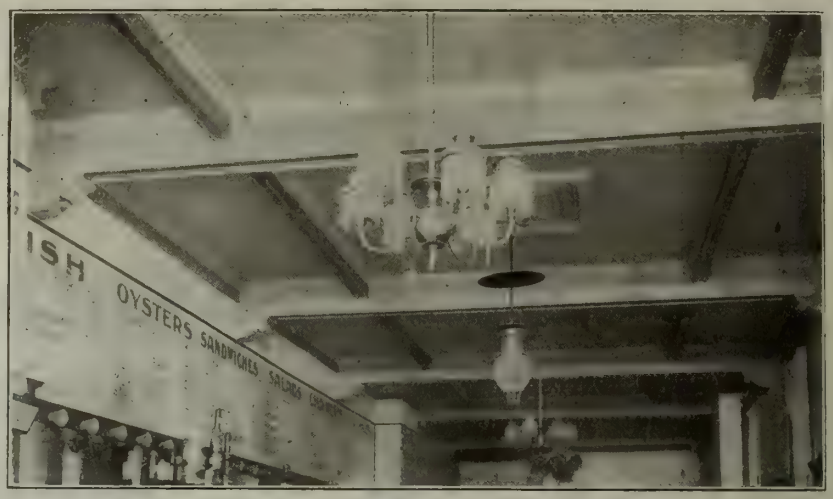
The automatic lift top works in conjunction with the Broiler Door, that is to say one movement operates both; a patented idea.

If these features interest you, write our nearest branch for further particulars.

McClary's

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We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

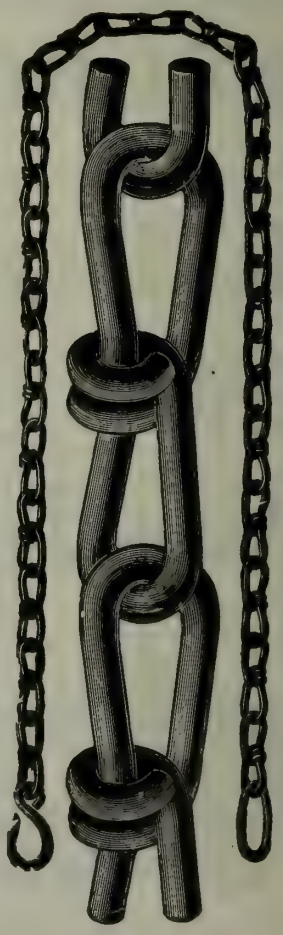
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NEW PROCESS STEEL WIRE TRACE CHAINS



Tie Out Chains

Halter Chains

Dog Chains

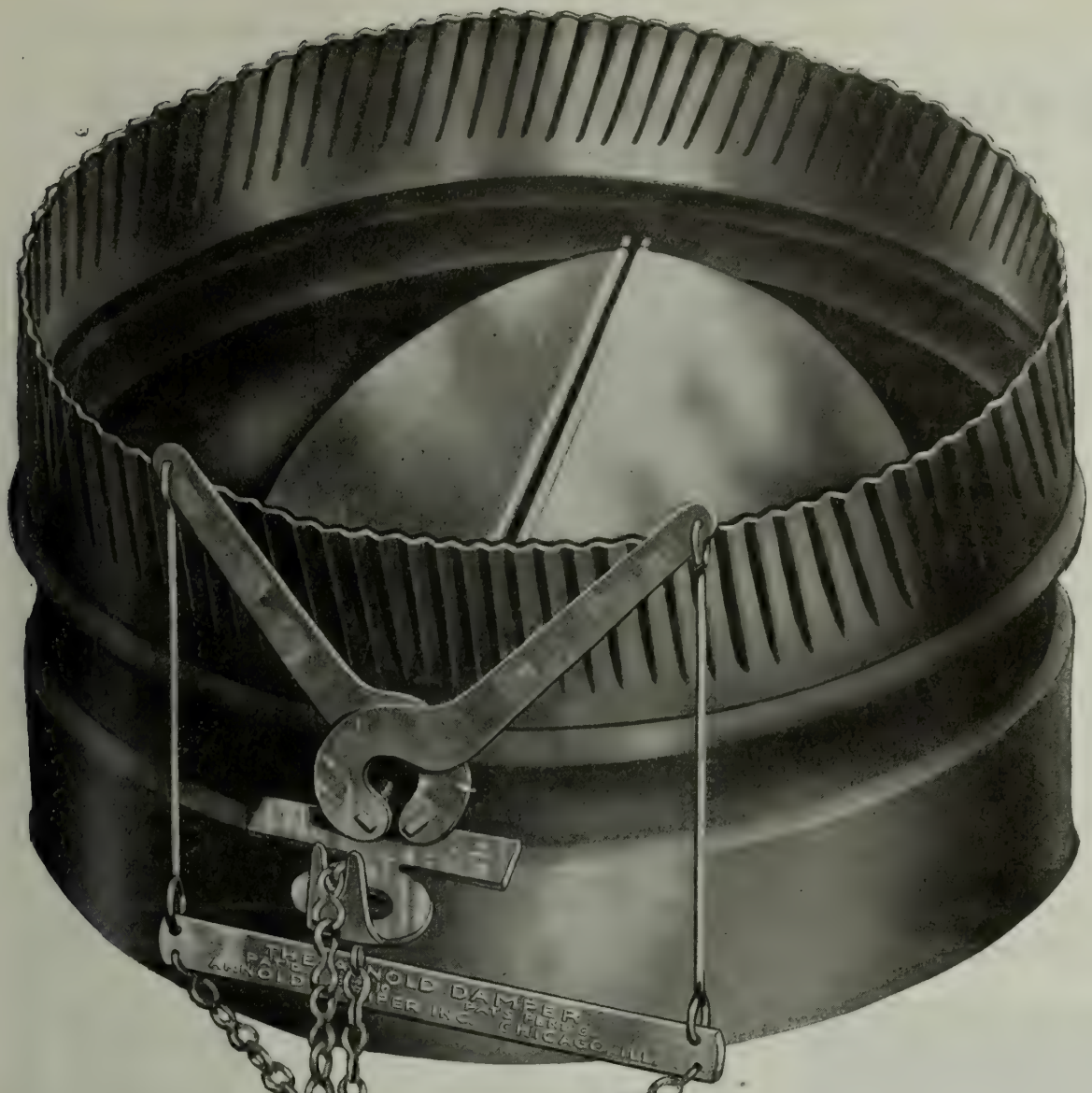
Cattle Chains

The most satisfactory Chain to handle

Manufactured by

THE B. GREENING WIRE CO., Limited

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Automatically Regulates Fire.

Saves 25% of Fuel.

Maintains Uniform Temperature.

Prolongs Life of Stove.

Prevents overheated Flues.

Fire cannot run away.

Used with any Fuel.

Furnished for all sizes of pipe.

Send for circular.

Arnold Automatic Damper

For

Stoves or Furnaces

GUARANTEED

To Save 25% of Fuel or Money Refunded

Sold exclusively through dealers by

W. H. Thorne & Co., Ltd., St. John
In Maritime Provinces.

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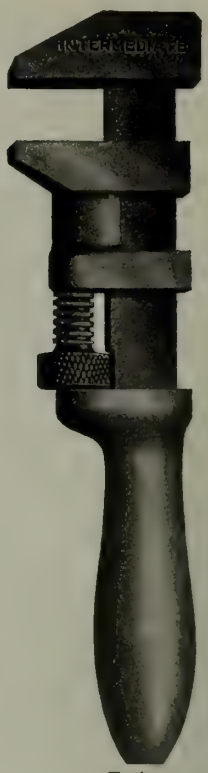
Lewis Bros., Ltd., Montreal
In Eastern Ontario and Quebec.

Automatic Damper Co., Limited

Hamilton and Winnipeg



You Can Use a "W&B" Wrench Until You Lose It



"W & B" Wrenches are so carefully made that they can stand all the abuse incidental to hard wrench service. The jaws are tougher than the toughest nut and will hold the bite wherever there is room to hold on to the nut. This means that you can use a "W & B" Wrench until you lose it. When you buy a new "W & B" Wrench, it'll be for some new service. Select the wrench you need from our line of 58 styles and sizes.

Write for Catalog 82-G

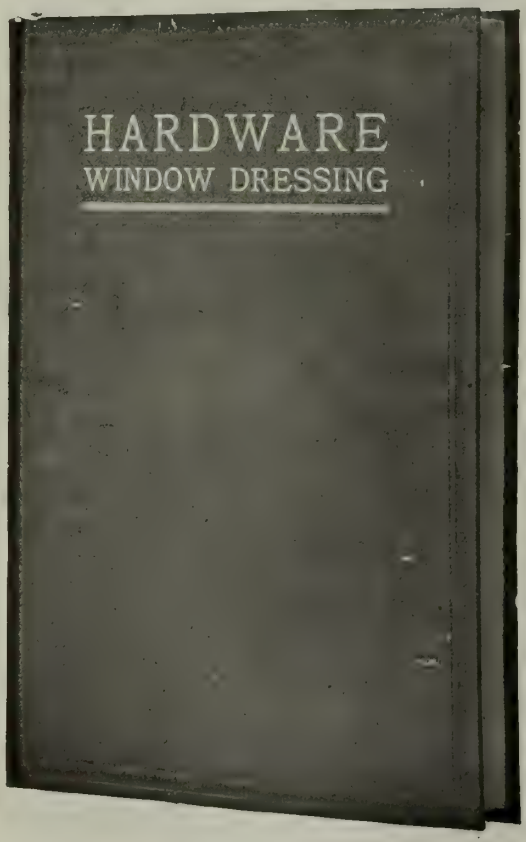
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Established 1854

Office and Factory, St. Catharines, Ont.
Stocks carried at Winnipeg and Montreal

Trade W&B Mark

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You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

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Send for Descriptive Circular

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Note the Contour of the Grooves

This is a head-on view of a Wilt Twist Drill showing the successive steps in its manufacture all made at a single chucking.



The dotted lines show the three roughing cuts and the finishing cut that takes off the last fifteen thousandth of an inch and gives the drill its final scientifically accurate contour.

Then before the drill is released from chucking the relieving cut is taken and the clean, well defined clearance is produced.

Wilt Twist Drills are made by a process that marks the most revolutionary progress that has been made in the manufacture of Twist Drills in a quarter of a century.

If your regular supply man cannot supply you with Wilt Twist Drills, write direct—we want you to try them.

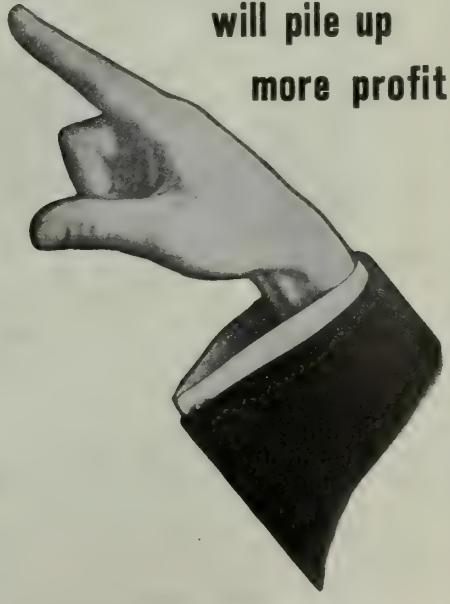
The Wilt Twist Drill Company of Canada, Limited

Walkerville, Ontario.

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The Fine Finish Will Bring Customers and the Quality Will Hold Them

Made of open hearth crucible steel. Strap and Blade Point are exceptionally strong and durable.
Their superiority has been proved time and time again by comparative tests.
We make three grades so as to completely meet the demands of the trade.
If you cannot procure them from your wholesale house, write us. **We guarantee prompt shipment and satisfaction.**



The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

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Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

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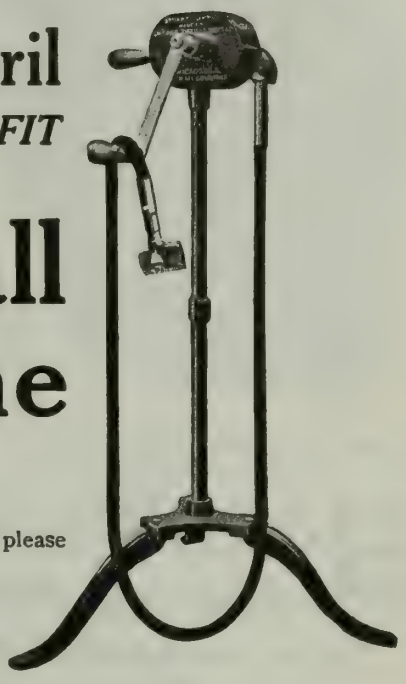
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THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

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Your jobber has them. Write for free advertising matter.

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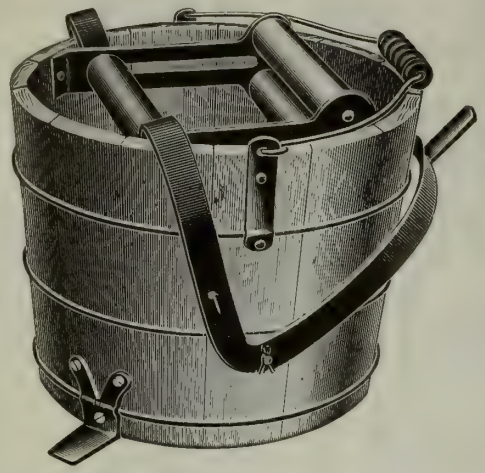
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Short Globe Lanterns have behind them the guarantee and backing of the oldest established firm of Lantern manufacturers in Canada.

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Our **WRIGHTLIGHT** Lantern is the latest product of thirty years of Lantern experience. Let us tell you at least a few of the **WRIGHTLIGHT** exclusive features, which are not found on any of the Canadian imitations of our Lantern—

NON-DETACHABLE WIRE EARS AND BAIL—This patented idea of ours makes it impossible for the handle to work loose or drop off. The Lantern must be torn to pieces before the handle will break away.

RISING CONE—The burner cone is attached to the globe disc, and rises with the globe when you are ready to light the Lantern. This leaves the wick exposed ready for the match, and insures a perfect fit when the globe descends.

And then there is

THE SHORT GLOBE, which allows the hand to be easily inserted for cleaning purposes.

TO CORRECT A FALSE IMPRESSION that is being circulated among some of our Lantern friends, let us assure them that all patent rights in connection with our No. 3 **WRIGHTLIGHT** Short Globe Lantern are vested solely in ourselves, and are nobody's concern but our own—and our lantern friends, who benefit by them.

Buyers who prefer a full-length globe will find that our No. 4 Cold Blast Pattern will answer their requirements perfectly.

A large stock of both patterns on hand always, and prompt shipments a certainty.

E. T. WRIGHT COMPANY, LIMITED

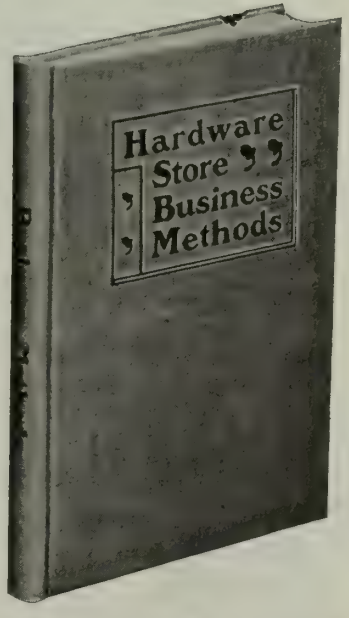
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In The Past **At The Present** **For The Future**

HARDWARE STORE BUSINESS METHODS

The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



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A few yards of wire cloth—a new roll opened before the old one is used—those odd lines poked out of sight and forgotten till they're tumbled upon accidentally. These are the sort of store leaks that add up to a formidable total at the end of each year.

Wire Cloth is awkward stuff to display—it's awkward to handle and to cut up unless you keep it on a

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Write us to-day for prices on the various sizes.

A User's Verdict

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Renfrew, Pa.

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Yours respectfully,
DEWAR & RYAN.

R. M. Bowser & Son

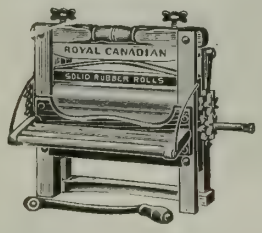
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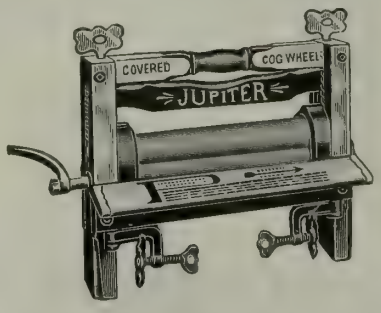
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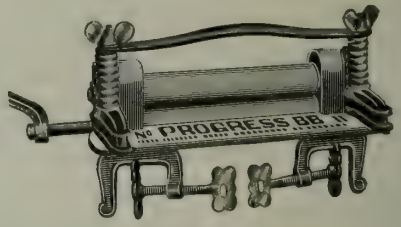
Just pull out a machine, point out to your customer its strong Construction, Superior Finish, the Excellent Quality of its Rubber Rolls and the Guarantee Tag that backs them. Also a few other points like Rust Proof Electro-galvanized Fittings, even to the threads on the screw bolts, etc.

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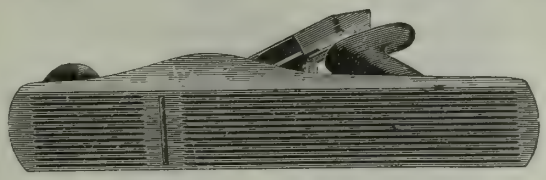
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THE KIND THE SKILLED MECHANIC INSISTS ON HAVING

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For fine work on all woods.
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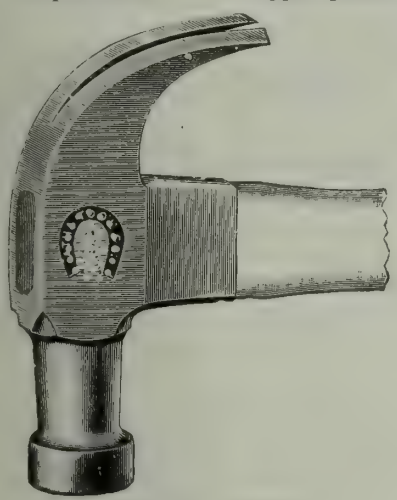
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Hardened at both ends. Proper shaped heads. Fine cupped points.



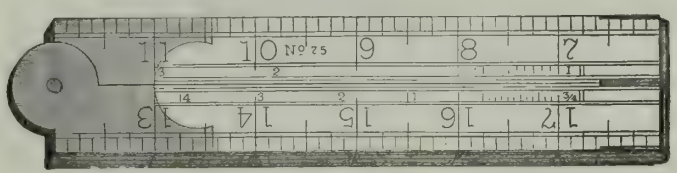
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For strength and durability.



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This assortment No. 12 contains a fine range of sizes for a retailer. It is made up with Vises with 1½, 1¾, 2, 2¼, 2½ and 3-in. jaws. All reasonable in price. Highly finished.



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are made from special steel carefully forged and tempered. Heads will not fly off handles. 13, 16 or 20 oz. sizes.
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All of them accurate. Made in patterns to suit every requirement, at all prices.

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are used by owners of fast horses for Winter driving. With them you can go as far as you like as fast as you like, without fear of accident from falls.

They are Horse Insurance that every driver of valuable horses needs. Are you supplying them?

Red Tip CALKS

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CALKS

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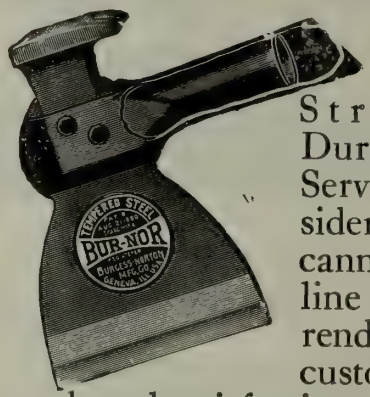
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The Last Word in Hatchet Construction



Strength—Durability and Service Considered you cannot buy a line that will render your customers as much real satisfaction as the Bur-Nor.

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Ask your Jobber or Write

BURGESS-NORTON MFG. CO.
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Humpty Dumpty Folding Egg Crates

for the farmers, for the poultry dealers, for a dozen and one people who enter your store every day.



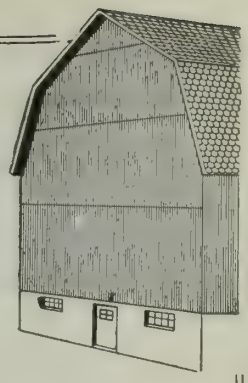
Have some "Humpty-Dumpty" crates handy, where they can be seen and make a bid for all the large custom that will go elsewhere, if it doesn't come to you.

The "Humpty-Dumpty" gives splendid service, it protects eggs, preventing their getting broken—saving its users the cost many times over.

And it pays you who handle it a very nice profit, besides the good-will we've already told you about. **Write for prices.**

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The Metallic Roofing Co., Limited

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OVER 50,000,000 FILES A YEAR

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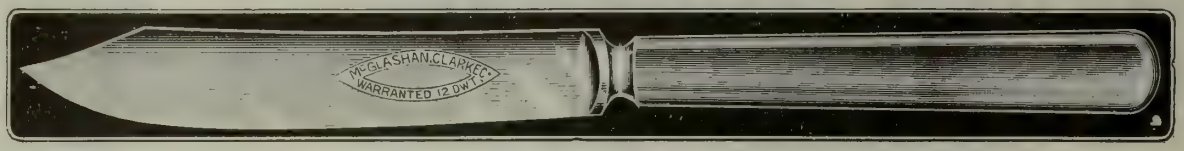
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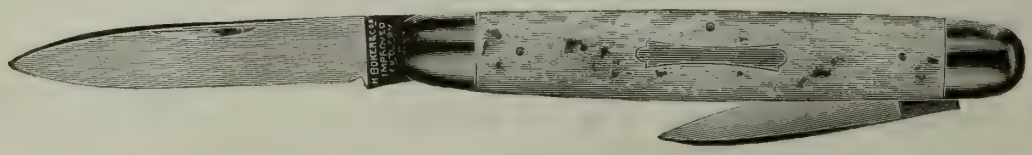
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We manufacture all kinds of lumber tools. Light and Durable.

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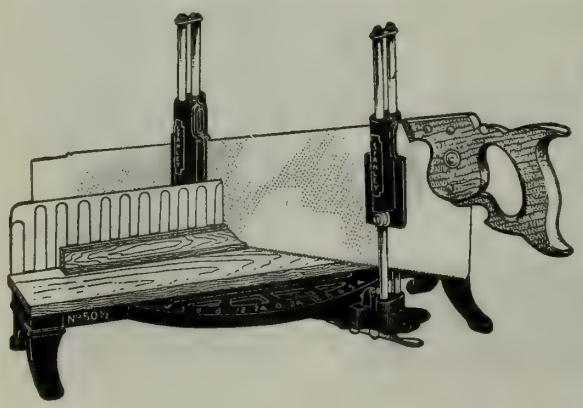
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.



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1 lb. lever lid tins, packed in 100 lb. cases

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Is starting the New Year with New and Artistic designs in both Flat-ware and Hollow-ware, with a New factory and New and Up-to-date equipment, and above all, New and Increased facilities to serve its customers.



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570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JANUARY 17, 1914. No. 3

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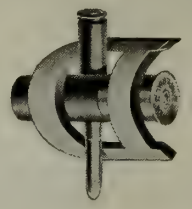
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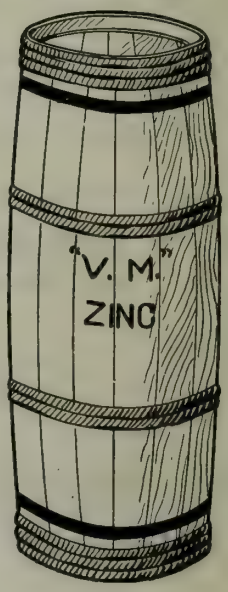
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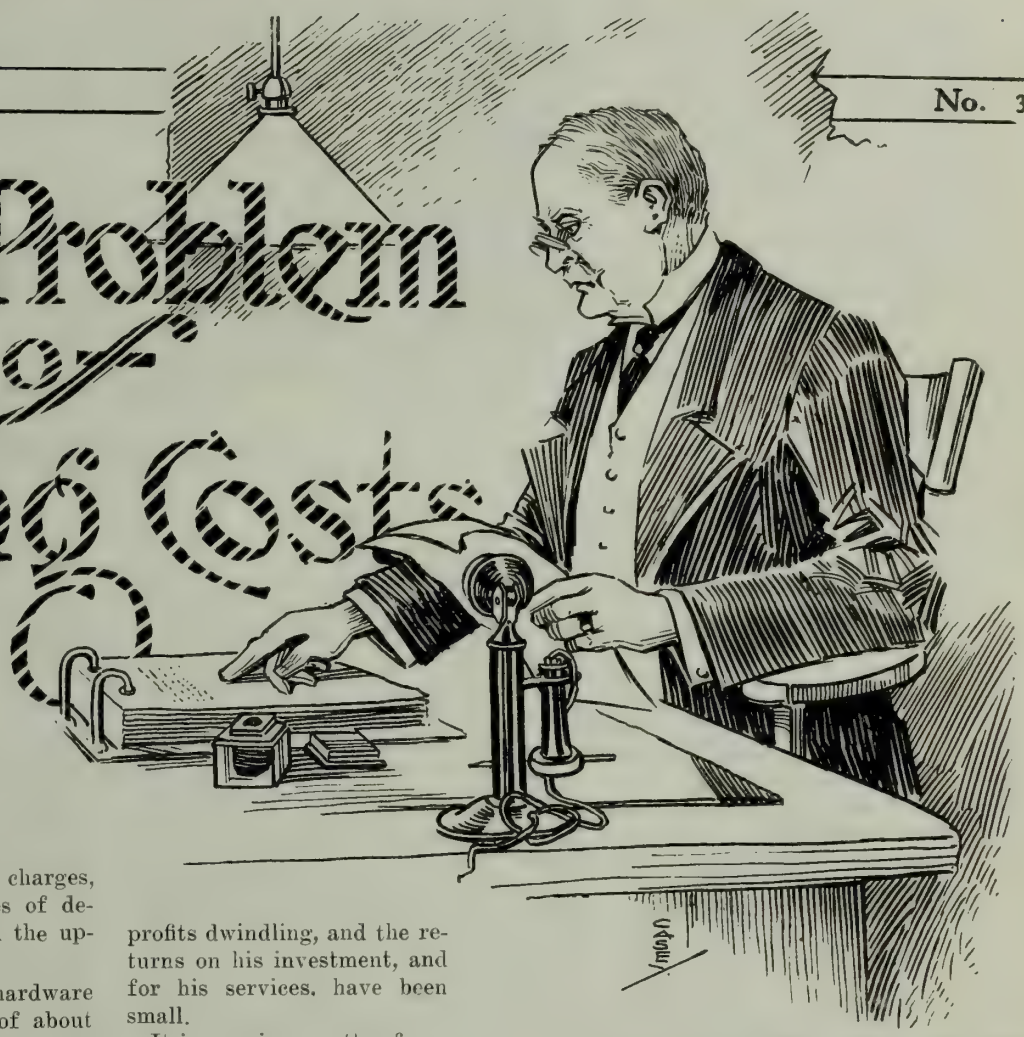
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MONTREAL

HARDWARE AND METAL

VOL. XXVI No. 3

The Problem of Rising Costs



The greatest problem facing the retailer to-day is that of keeping the percentage of cost from creeping up.

ONE of the most important problems confronting the retail hardware merchant to-day is that of keeping down the percentage cost of doing business.

It is well known that during the past few years, overhead charges, such as salaries, rents, expenses of delivery, taxes, etc., have been on the upgrade.

Ten years ago, a Grade 2 hardware salesman commanded a salary of about $8.00 per week. A clerk with the same qualifications, to-day, commands a salary of $15.00 per week.

The junior clerk of ten years ago received from $2.50 to $3.00 per week and was perfectly satisfied with such a salary. To-day he receives from $5 to $6 per week.

Costs of delivery have also increased rapidly, (except in the case of some firms who report that this has been prevented by the introduction of auto delivery) salaries of drivers are higher, wagons, harness, feed, etc., have also advanced in price, while first class delivery houses also command a very high figure.

Rents have advanced rapidly, and in some cases, there are merchants who are paying double the rent they were called upon to pay a few years ago.

The rapid increase in overhead expenses has, in many cases, encroached upon the margin of profit to such an extent, that the hardwareman has found his profits dwindling, and the returns on his investment, and for his services, have been small.

It is a serious matter for a merchant, when he finds his overhead expenses increasing, his gross turnover showing little or no increase, and his net profit growing smaller.

When a merchant reaches this stage, he must get down to business and find a remedy, or sooner or later go out of business.

The Solution.

One prominent hardware retailer when interviewed by Hardware and Metal gave his views on the subject.

This dealer, who has a large business, reports that his average cost of doing business runs between 19% and 20%.

He has found that during recent years the cost of help, rent, etc., has increased rapidly, but he has managed to keep his percentage cost of doing business around the same figure year after year.

He has succeeded in doing this by "Plugging up the Leaks and Increasing Sales" which forms a slogan that could and should be taken up by all retail hardware merchants.

By introducing an efficient system, he has eliminated all leaks. He has also paid strict attention to the selling end of the business, and has succeeded in showing an increased turnover each year.

By plugging all leaks and increasing sales this dealer has kept his average cost of doing business from going up.

By increasing his advertising, making better use of show windows, and employing a first class mailing list which he uses to good advantage, together with efficient store service, and close attention to all details of his business, he has shown a wonderful increase in sales.

It is true that his help, rent, advertising, etc., is costing more each year, but nevertheless, he has so far been able to keep his percentage cost of doing business down to a fair figure.

The dealer in question has not been slow in taking advantage of the opportunities afforded him to increase sales by adding new lines.

When a new line, which he considers a good one, is offered to him, he is not slow to take up the line and push its sale aggressively.

One or two of the new lines which have helped him out are dustless mops and dusters, electrical appliances, vacuum cleaners; also many other lines for which there has been a ready sale during the past few years.

He studies the needs of his customers and is always on the look-out for new lines of goods. It might be a good idea to mention right here that the merchant referred to is a constant reader of trade papers, and receives many valuable suggestions through this source.

On the other hand, there are dealers who have not been so fortunate, and in some cases they alone are to blame.

With the cost of doing business advancing rapidly they have been running along in the same rut, doing very little to secure new business, or push new lines and allowing what should be net profit, to be eaten up in overhead cost of doing business.

There are also retailers who are afraid to add a reasonable profit to their goods. This should not be the case. Dealers should always remember that 20% of the turnover means 25% of the cost, a fact which is often overlooked.

The location of a store has a great deal to do with the cost of doing business. Merchants in the larger towns and cities very often have to pay heavy rents. The districts into which goods have to be delivered are much more scattered in some towns than in others. There is often a great variation in the valuation of properties in towns of corresponding sizes.

Conditions and expenses vary to a great extent, but it is generally conceded by retail hardwaremen that the average cost of doing business should not (except in a few cases) exceed 20 per cent.

Hardwaremen have been exceedingly fortunate in having many new opportunities during recent years to increase their turnovers by selling many new and profitable lines which have been introduced, and also new business created by the many new conditions arising in a rapidly growing country like Canada.

Hardware and Metal has devoted considerable time in gathering data from merchants engaged in other lines of business as well as in hardware.

Department stores have also been visited and some of the information secured will no doubt prove interesting to hardware merchants and perhaps bring out matters with which the hardwaremen are confronted.

GOING INTO IT AT ONCE.

A Canadian manufacturer who lately has acquired a big interest in a departmental store when asked for particulars as to rising costs, said:

"I cannot tell you now, but the moment we get over our Christmas rush I am going into it along the lines you were asking me, to get at the exact cost and percentages of everything. I have found that comparatively few stores go into the question of 'selling costs' in anything like the detail that a manufacturer does into 'making costs.' Hereafter we shall do it in this business."

Costs Going Up.

Selling costs going up?

The owner of a large dry goods store in one of the leading Canadian cities stated that his books showed he was paying $1.90 in salary where he paid $1.00 in 1907, an increase of 90 per cent. in 6 years!

Another, head of a departmental store, named 50 per cent. in the past 5 years for the same type of clerk. Another made it 40 per cent. in five years, and nearly 90 per cent. in the last 10 years.

In a smaller city the manager of the firm submitted the following figures—

Year.	1. Wages.	2. Wages.	3. Wages.
1906 ..	$7-$8	$10	$14
1913 ..	$12	$15	$18-$20

The three classes represent three grades of salesmen.

This manager declared that in spite of a constantly increasing turnover, his cost of doing business was advancing more relatively, and was now between 20 and 25 per cent. of the turnover, and his salary list at present represented 12½ per cent of this.

Another firm gave $12 as the figure for the salesman of 1893 who would command $25 to-day,—an advance of over 108 per cent!

The question of rents was not so obvious a one as was the salaries of employes, when discussing rising costs. Hardware and Metal found many merchants, some of them in very large stores doing several hundred thousand dollars a year, perhaps up to one million dollars turnover, where the "rising costs" situation was not aggravated by thrusting in the rent upon "rising" salaries, delivery, advertising, taxes, etc. "Let well enough alone," seemed to be the guiding motto. In one case an annual rental of $1,500 had been paid 10 years ago. Shortly after the firm had bought the property and still kept the rent fixed to itself at $1,500, although admitting that $5,000 was the real figure to-day! What any new owner would have charged. Selling costs were reduced $3,500 on paper, but it surely was robbing the real estate end of the business to make the merchandise end show up better on paper,—not intentionally, for the same man owned both, but it was a reversal of bookkeeping that failed to get down to rock bottom in fairly adjusting the expenditures and net profits of the whole undertaking. Had the maximum rental been allowed, the "selling costs" would have had to be increased from 2 to 3 per cent.—of the turnover.

In a smaller store, in a large city also, an inquiry as to costs of doing business showed that the rent was being neglected absolutely, for the head of the firm, owned his quarters.

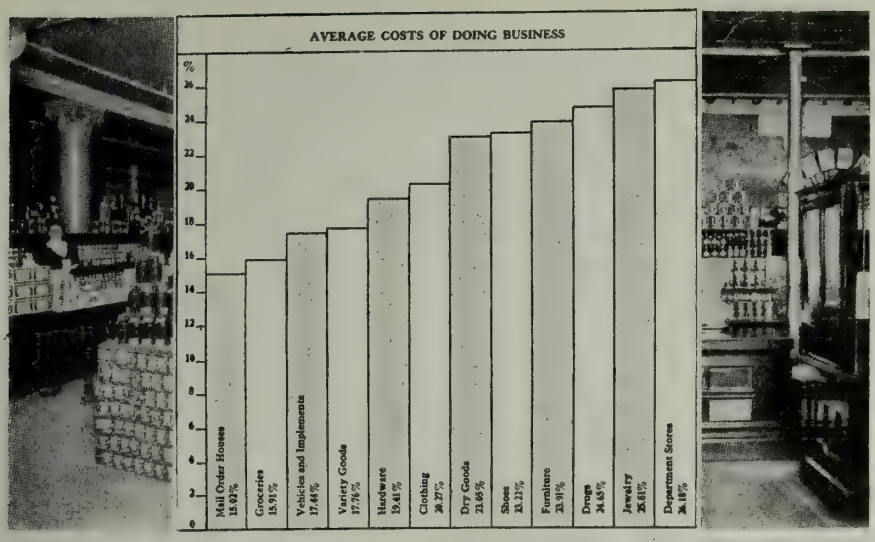
Costs of Delivery.

The rising costs of delivery, although in the majority of cases not known accurately, are not being minimized in many stores.

"Twenty-five per cent. advance in five years," is a common reply. This does not mean "actual" advance, for the total cost may have doubled, and often has, and more; but for the same amount of business done in 1907-1908 the cost of delivery now is 25 per cent. more in these stores.

And this is probably a low estimate. One merchant who does business well into six figures, says that where less than 15 years ago he did all his deliveries with three boys and wheels, now he has four men and wagons. And the boys used to get about $2.50 and the men now get $12 as a minimum.

"The whole fashion of delivering parcels, — for it has come to that, — has changed," was one statement. "Women simply won't take the smallest things home now; they want even a package of pins sent, and often as not C.O.D. This has made costs of delivery go up far more than the extension of the territories in so many of our cities, which, itself, is one of the chief causes of expense. Even vanity, whose real extent it is impossible to trace, adds to the total. One evening I was on the outskirts, several miles away from this store, when I passed a house and saw two of our rivals' delivery wagons drawn up outside the gate. A few minutes later one of our own deliveries arrived. Three wagons, going miles, to divide up one dollar's worth of goods, which was about the capacity of this woman. I mention this simply because curiosity prompted me to inquire a little, and I found she did this to make her neighbors think she was a big shopper. That's



A chart which appeared in a recent number of "System" and which bears on the subject of Rising Costs.

part of the uncontrollable expenditure a merchant is up against to-day, and he has to watch more keenly than ever to make up by saving in every other possible direction."

Comparison of Costs.

A Canadian departmental store manager submitted the following as the main items of selling costs compared with the turnover:—

Salaries	5½ %
Rent	2½ %
Advertising	3 4-10%
Delivery	1 6-10%
Insurance	3-10%
Taxes and Legal	4-10%

Current, 3-10; Coal, 1-10; engineer, 1-10; etc.

The salaries ran from 4 per cent. and under for departments where sales covered large orders such as carpets and furniture, to small articles where they were 6 and even over, the average running 5½ per cent. This average has been easily maintained during 1913 until the last two months, when business fell a little slack (below 1912) and the manager was facing the question of restoring the balance,—either by cutting down some of the sales staff, or increasing individual sales.

"Had our turnover not tripled in the last three years we would never have been able to keep our percentage of expense anywhere near where they are now. As it is. the percentage is going up, 20.2 for 1912, and 21.5 for the first half of 1913."

The owner of a store doing a smaller volume of business, but large at that, who figured out that his salaries had increased 90 per cent. since 1907, for the same service, pointed out one case where early closing on Saturday evenings except during December had greatly increased salaries. That is 47 or 48 Saturday nights taken off, with 4 hours of service, or 3 hours actual selling (allowing one hour for tea), meant 144 hours, or about 16 days of 9 hours each in a year.

In this store the total selling expense is 21 per cent. of sales, and of this wages reach close to 12 per cent. Advertising is fairly high, 3 per cent., although at this a shade lower than in the store quoted before which is a very large advertiser, and spends nearly 3½ per cent.

In another store the owner, who has nearly 100 clerks, did business 20 years ago on a 15-16 per cent. cost; 10 years ago this had reached nearly 20 per cent. and this past year he estimated it would be between 23 and 25 per cent. The range in the last-mentioned figures was due to a slight falling off in business in December which would raise the selling percentage, although to what extent was then uncertain. Thus the advance in 20 years had been from under 16 to over 23 per cent. of the total sales. To come out only even, without any profits, this store must mark-up its goods on an average, 30 per cent.

The owner's estimate of salary increases in 15 years was as follows:—

	1913.	15 Years Ago.	Increase %
Girls	$6-$10	$3	100-233 1-3
Men	$15-$20	$8	87-150
Boys	$5-$7.50	$2.50	100-200

Departmental Store Costs.

Still another departmental store chief said his selling expenses in the last seven years had increased from 15 to 17.50 per cent. of the turnover. Of this, salaries averaged slightly more than 6 per cent., and advertising 1¾ per cent. In this period salaries had increased 50 per cent.

"I could not make anything like this

CLIMAX OF RENT QUESTION.

A retail merchant in a large city who had a turnover of over $65,000 last year, when interviewed, just before the close of 1913, said he was facing a problem of rising rent that meant either giving up business or finding a new stand,—a serious matter for one who has familiarized the public to his own location during nearly twenty years. Early this year his rent will be raised 50 per cent if he stays on, from $24.00 to $36.00, and will represent at the higher figure over 5½ per cent. of his turnover. With rents averaging rather under 3 per cent. he considers this exorbitant, and too risky when other selling costs are on the upgrade as well. So he has decided to move or give up business.

His situation as he summarized it was as follows:—

Rent up to 10 years ago	$ 900
Rent last 10 years	2,400
Rent for future	3,600
Salaries 10 years ago	5 p.c.
Salaries now,, nearly	8 p.c.
Advertising 10 years ago	2 per cent.
Advertising now	4.25 per cent.
Selling costs 10 years ago	16 per cent.
Selling costs 4 years ago	under 19 per cent.
Selling costs to-day	22 per cent.
Advance in salaries in 15 years	100 per cent.

The advertising as well as the rent in this store is exceptionally large, as while it is in a large city, it is situated away from the downtown district, and must depend for business on the district around say for ½ miles, instead of the whole city. The cost of newspaper advertising and circularizing this district is very heavy, and the annual turnover advances slowly, as the district has been settled a number of years.

showing (17½ per cent.) if it were not that I have brought our stock and business up to a point where we have a turnover five times a year.

"The year 1912 was a hard one on salaries," he went on. "Help was very scarce as stores and factories were running at full limit, and we were compelled to make a large advance, and will have to do some more of it early in 1914."

"And the remedy for it all?"

"Avoid overstocking; buy carefully; so that your turnover will be as large as possible; but whatever you do, see to it that the mark-up is not less for the whole stock than 50 per cent. of the cost price."

And the Remedy.

Still another merchant was inclined to a policy of retrenchment. This he thought he would try along two lines. He would gradually let go the least efficient of his help and take on others at lower salaries; and he would curtail his advertising on the ground that the field of 1914 would not be as fertile as those of 1912 and 1913.

But there are few who will follow this policy.

"My theory is the very opposite," said a man who had in a comparatively small city built up a very large business, which had extended rapidly the last two or three years.

"My policy will be to put forth even greater efforts to increase my sales and thus keep ahead of these costs as I have, pretty well, these last few years. If I thought business was to be dull, that is the very time I would work the harder, advertise more extensively, play the game for all it is worth. A man who looks for something small is likely to get it. I would not think of cutting down salaries, nor of reducing my staff. That would be a last resort. I would pull more business in, and have the salespeople work harder and handle a greater volume."

The second point of this message was: "Be more careful in buying; study coming styles more; study your customers more. Analyze your costs of selling; consult with other people to see whether you are running too high in any phase of it. To-day, most of us will be forced to adopt an almost entirely new attitude towards the question of buying in order to best keep control of our costs of selling.

"But let me repeat: do not pull in your horns, or your business will recede, too. We are planning to go full steam ahead in 1914. We are buying the same as we did a year ago, and our advertising will be even larger."

This, in substance, was the position taken by a number of retailers.

Tables of Cost.

In a table of comparisons of the selling costs of a number of stores given in this article, a grocery, stationery and hardware are included. This is done for purposes of reference. The stationery store in question increased its business from $12,000 to $15,000 in each of the past two years. Only thus, declared the manager, was it enabled to keep up to rising costs. Even as it was, salaries went up 1 per cent. in the last two years. They ran as follows:

	% of turnover.
1908	7.8
1909	8.0
1910	6.5
1911	7.0
1912	7.5

Among the items of expenditure tabulated are rent, insurance, salaries, taxes, traveling expenses, postage, light and heat, power, advertising, stock and capital, reserve fund.

"The latter amounts to one per cent. of all our credit sales; this is carefully set aside to make up for 'bad debts,' but so far it has always run ahead of them and now we have $7,000 to the good.

"Ten years ago it cost us 22 per cent. to do business but we have gradually reduced that to 15.25 per cent. This last amount does not cover rent, as we own the store, and 2 per cent. or so, will need to be added for this."

This would bring the total to about 18 per cent.

In this store salaries rose 12 per cent. in 1912 over the year before, and this year of 1914 will see another, although not nearly so large an advance.

The grocery business is one that does something like $150,000 a year in the two or three stores. The expenses at the head store averaged 14.7 of the total sales for 1912, and will be about the same for 1913. At one branch store it cost 13.92 and at the other 12.71 per cent. The expenditure is set down under one of four heads: merchandise purchases, store expenses, barn expenses, advertising. The last mentioned is 1 per cent. lower than most dry goods stores, and salaries slightly under 9 per cent. Ten per cent. of the value is allowed for depreciation of fixtures each year, and all repairs are charged against barn expenses without lessening the 10 per cent. reduction for depreciation.

SELLING COSTS IN SOME STORES.

A.—Hardware in large city, 19.50%	Selling cost kept down by annual increase in sales.
B.—Dry goods in large city, 17.50%	Salaries doubled in 12 years—4 wagon deliveries in place of boys.
C.—Grocery in small city, 14.70%	Salaries doubled in 12 years. Delivery costs 1½%; adv. 1%.
D.—Stationery in large city, 17.25%	Kept down by increasing turnovers. Salaries range from 7 to 7½%.
E.—Hardware in small city,	

NEW PLANT IN ST. JOHN.

One of the most important industrial announcements made in St. John, N.B., for some time is that to the effect that T. McAvity & Sons, Limited, will call for tenders early this year for the erection of the largest part of a great plant on a site comprising twenty-two acres located beyond the Marsh Bridge. Here the firm propose to assemble their whole iron and brass manufacturing plant, and steadily enlarge their operations until there will be, as shown in the plans that have just been prepared, a group of sixteen different buildings, and an industry affording employment to between twelve and fifteen hundred people. The contract for the whole sixteen buildings will not be awarded this year, but it is proposed to erect a very large part of the entire plant within the next two years, beginning of course in the present year. A spur will connect the plant with the Intercolonial Railway, and the St. John Valley Railway and Grand Trunk Pacific will also be connected when they come in to their St. John terminals at Courtenay Bay.

FIRE IN MONTREAL.

During the cold spell in Montreal last week the Canadian Tube and Iron Co. suffered a loss. The fire destroyed the roof of the boiler-room, and the bolt and nut department will be out of commission for a few days. The Canadian Tube and Iron Co. have, however, issued a circular to the effect that they have on hand a large stock of both nuts and rivets, and can take care of all orders. It is expected that they will have the plant running again in a very short time. The wrought pipe department was not injured.

The Books That a Merchant Needs

In Order to Operate a Retail Store Efficiently the Merchant Must Know Every Detail of His Business—He Must Have a Close Check on All Matters of Detail—The Links in the Efficient Business Chain.

By William Cambell.

The accompanying article is the first of a series that William Cambell has prepared. Mr. Cambell is a cost accountant whose daily work is to study the problems of expense and maintenance in one of those enormous retail stores which grow up in all large cities. He has put in the better part of his life-time studying the problems of retail costs, and the benefit of his experience will be given to the readers of this paper in the course of the series that he is preparing.—Editor.

WHY is it, that a man who has been a good Salesman, or a good Traveller, so often fails to make the success he expects, when he starts in business on his own account? In nine cases out of ten it is because he neglects to make his business efficient in the full sense of the word, and it is only those who realize all this, that make successful business men. How many men keep a record of every purchase and sale, and can tell exactly how much they were per day, per week or per month, and for the same period how much their Gross Profit was, their Expenses, and what their Net Profit was? Also, how many know how much stock they are carrying, and how many times they are turning it over in the year? Those who do this, will also be careful to compare the actual gross profits made on their turnover, as shown by the books, compared with what they expected it to be. Very often the result will prove a rude awakening.

The chief trouble is that when a man starts in business he has often so many different things to do, that he fails to do the main thing, viz., Make Money.

The Manager of one of Toronto's largest Banking Institutions, told the writer that in most cases it was because of bad bookkeeping, that firms got into difficulties. What is the reason of this slackness? It is because merchants fail to fully understand what it is costing them not to keep a proper Accounting System, that will give all essential particulars at a glance. If the books kept don't tell this, they are lacking in what is necessary for the success of a business.

The writer well remembers a case of this kind, when he was called in by a storekeeper to prepare a balance sheet and trading account for a partner, whom he wished to secure. The books that he had kept himself were a hopeless jungle of figures, but in handing them to me, he said: "I have been going over them, and don't seem able to get the particulars, but of course it will be easy for you." The books were in a chaotic condition. I don't know that I ever remember a more difficult task than that which confronted me in them. It was only after a long and arduous struggle that I was able to find approximately where he stood. It was a wonder that he had ever managed to keep his business running.

I would strongly advise that an experienced bookkeeper or accountant should always be called in to prepare a suitable set of books, but for the benefit of those who wish to keep their own accounts, I will give a description of the books needed in order that full details of a business can be ascertained at any time.

The Books Needed.

First.—Purchase Journal, 2 columns. In this you enter all invoices as you receive them, putting the name and total, in first column if merchandise, or in second column if expense. By adding this book up every week, you will get the total of your purchases. Insist on having an invoice or voucher for everything bought, file these away first on an unpaid file, then when paid transfer to a paid file, first marking on invoice date when paid. Your unpaid file should represent what you owe.

Second.—Sales Record. Enter up here the daily record of your sales. Where the cash sales consist of very small items the total of these entered at end of day is sufficient, but when the cash sale is of any size a separate record should be entered. In fact, a duplicate slip should be made for every sale. The importance of this is recognized by all large stores. The goods sold on credit will be entered in Day Book and the total of this ascertained every day or week.

Third.—Cash Book. This should give an account of all incoming and outgoing Cash. There should be several columns, according to the requirements of the business, viz., Accounts Receivable, Cash Sales, To Bank, From Bank, Accounts Payable, Expenses, etc.

Fourth.—Ledger. Open up accounts in this of the Total of your weekly sales, purchases and expenses, as well as all other accounts. At the end of six months when you take stock, you will then be able to ascertain the amount of your Total Sales, Total Purchases, Stock on Hand, from which you get your gross profits by adding together your sales and present stock and deducting from them the amount of your previous stock (if any) and the amount of your purchases. From this you deduct all your expenses, and the balance left is your net profit. If you have added one-third to your cost for your profit, your gross profit on turnover should come out at 25%, but as there will be cuts and losses on some goods sold, it would probably come out at 22%, and if your expenses were 17%, it would leave you 5% Nett Profit on your turnover.

If, when you take stock you find that your profit is not what you expect, it would be wise to call in a Business Expert to go over things. If this article has the effect of making you keep a full record of your business, and take stock every six months, it will probably be the means of saving you a lot of money.

HARDWARE AND METAL

VOL. XXVI. No. 3 Toronto, Canada, January 17, 1914 Two Dollars per Year

Plug up the Leaks

IN THIS terse and decidedly distinctive way a hardwareman of high standing sums up the situation with respect to the rising cost of carrying on a retail business. He has, we believe, succeeded in "hitting the nail on the head." The merchant who can keep his business costs down to a basis of economic efficiency and at the same time keep his turnover growing, will not find any difficulty in financing his business.

There is no disguising the fact, however, that the situation is a serious one. Perhaps the hardwareman has not felt it as keenly as merchants in some other lines, but he has undoubtedly had his share of worry and loss. Summed up in a nutshell the situation is this: The cost of doing business has been increasing very rapidly while it has been found difficult, nay, even impossible, to increase the turnover in proportion; this being due to a great degree to the fact that there are many lines on which prices have become fixed and which retailers are loath to advance. The result is that the percentage for overhead expenses has been increasing. This means, of course, that the percentage of profit based on the turnover has been smaller.

There has been an advance in the hardware trade of recent years, but just what the percentage has been is impossible to say. In other trades the percentage which is required to carry on business has crept up from 19.02 to 20.7 per cent., and there are signs that the advance will continue.

The solution found by some of the large departmental stores has been to advertise more and depend upon this publicity to increase the turnover. In one case the turnover has been doubled in three years, while the percentage for salaries has gone down a little. The percentage for advertising has been materially increased. The remedy in this case has been to do more business without increasing the sales staff to any extent and making the business come by a liberal use of printers' ink. This solution is doubtless one that will apply to the departmental store. It will apply to a less extent to the merchant doing an exclusive business with a turnover not exceeding $75,000.

With the retail merchant, however, the chief solution is in carefully watching costs and effecting economies wherever possible without hurting the efficiency of the business. It is surprising the number of small leaks that will develop when the watchful eye of the proprietor is removed from the cost sheets!

Plug up the leaks!

Are Provincial Zones Contemplated?

THE DISQUIETING information is being spread around that the Post-office Department contemplate a change in the Parcels Post regulations from the programme first announced. When the announcement was made last year that the system would be inaugurated at the first of the present year, it was outlined that two zones would be established. The first would be a local zone, extending over a certain radius from each post-office. In other words, matter shipped from any post-office to points within this radius would go at the local zone rate. Beyond that radius a flat rate would apply. Thus all territory outside of the radius would be in the general zone.

It is now hinted that this idea is to be discarded and a system of provincial zones instituted instead. This would mean that a parcel could be mailed from Toronto to North Bay for the same rate that would apply on a shipment to Oakville. Whether this change has really been decided upon, Hardware and Metal is not in a position to state, but the information has been accepted as reliable by the London Board of Trade, and a most emphatic protest has been registered. The business men of London recognize the dangers of the proposed system, and are agitating for a Western Ontario zone.

A protest was registered at Ottawa and, so the daily press state, the reply was wired by Deputy Postmaster-General, R. M. Coulter, to the effect that "one zone for the province has been decided upon, and will remain unchanged."

If we are to take this as literally true, then what about the 20-mile zone we were promised by the Postmaster-General himself? No doubt if Mr. Coulter had his way, there would be but one zone for the whole of Canada, a flat-rate system throughout, and a C.O.D. tacked on to that again. But if Parcel Post should finally descend upon us without the 20-mile zone, then retailers and boards of trade all over the country should "make it hot" for the party responsible.

If the idea of provincial zones is seriously contemplated, the retail merchants of Canada should register an emphatic and unconditional protest. It is not necessary to point out the dangers lurking in the new idea. Every merchant will realize at once the enormous impetus that would thus be given to buying by mail. Parcels Post, regulated by the local zone system, had elements of good in it. Under the provincial zone idea, it would become nothing more nor less than an aid to the mail-order houses.

The protest of the retail merchants should be made without delay.

The Business Outlook

BUSINESS, as far as hardware lines are concerned, appears to be very fair for this season of the year.

Hardware jobbers state that orders are coming in freely, and that booking for spring is heavy.

Continued improvement is exhibited in the metal markets, and although the movement is rather slow at present, those engaged in the trade are very optimistic. Orders for small goods in iron and steel products are coming in more freely.

The recent cold snap has stimulated business in the stove trade, although sales during the past two months have in many cases fallen behind. The outlook for spring business is good, especially in the gas stove line. In the paint trade a very optimistic tone prevails, and manufacturers are looking forward to a good year's business.

The volume of trade passing at the present time is not heavy, but this is a condition which usually prevails at this season of the year.

Conditions in the West are showing improvement, and with the opening of spring, a number of large undertakings will be under way.

There is a general feeling that business is improving all around, and that 1914 will be a good year for business.

Too much should not be expected during the next two or three months, but after that time there will no doubt be a decided improvement in business conditions.

The Convention at Ottawa

IT CERTAINLY does not seem a year ago that the hardwaremen of Ontario gathered at Hamilton for their annual convention; and yet the 1914 convention is now less than a month away. The close approach of "Hardware week" makes it incumbent that each hardwareman should give the matter his immediate attention. It is important, highly important, that there should be a record-breaking attendance of retailers.

In the first place, important questions are to come up, and an effort will be made to interest the Government in certain measures very essential to the welfare of the mercantile classes. One of the questions to be taken up is the fairer adjustment of the cost of weights and measures inspection. This is a burning question, one that vitally interests the retailer in the most vital place, his pocket book. If there is a large attendance of retailers at the convention, demonstrating their earnestness in this and in other matters, the representatives of the deputation to appear before the cabinet will be backed up in a forcible way.

In addition, it should be borne in mind that the hardwareman who visits Ottawa during the week stands to improve his knowledge of business conditions and methods. The exhibition of the C.H.M.E.A. will in itself be well worth the visit alone. The manufacturers have arranged to give a mammoth exhibition, showing the best and the latest in all lines handled in the hardware store. The manufacturers are spending an enormous sum to make the exhibition the most practical that has ever been seen in Canada, perhaps, even in America; and the retail hardwareman who visits it will find that the information to be acquired there will be well worth the trip.

The programme for the convention will be one of unusual, practical interest. Papers are being prepared by leading members and their presentation will open up discussion on live topics of every-day interest.

It is gratifying to learn from the officers of the two associations that a lively degree of interest is being shown in the approaching event, and that the attendance promises to be unusually large.

Make up your mind NOW to be at Ottawa for Hardware Week.

Summed up in Brief

Plug up the leaks, otherwise shut down on shortcomings and minimize mismanagement.

* * *

So far, the new year has started out pretty well. There is every sign of improvement in business conditions.

* * *

The retail merchant who has not built his business on the high and dry foundation of Good Service with Efficient Management will soon be swamped by the tide of rising costs.

* * *

What is the value of your store front? If the use they make of it is any indication, some hardwaremen value theirs at about thirty cents. A pretty good rule to follow is to act on the assumption that you pay half your rent for the store front.

Good-will should always be behind competition.

* * *

Indications would point to a material improvement in building operations this year.

* * *

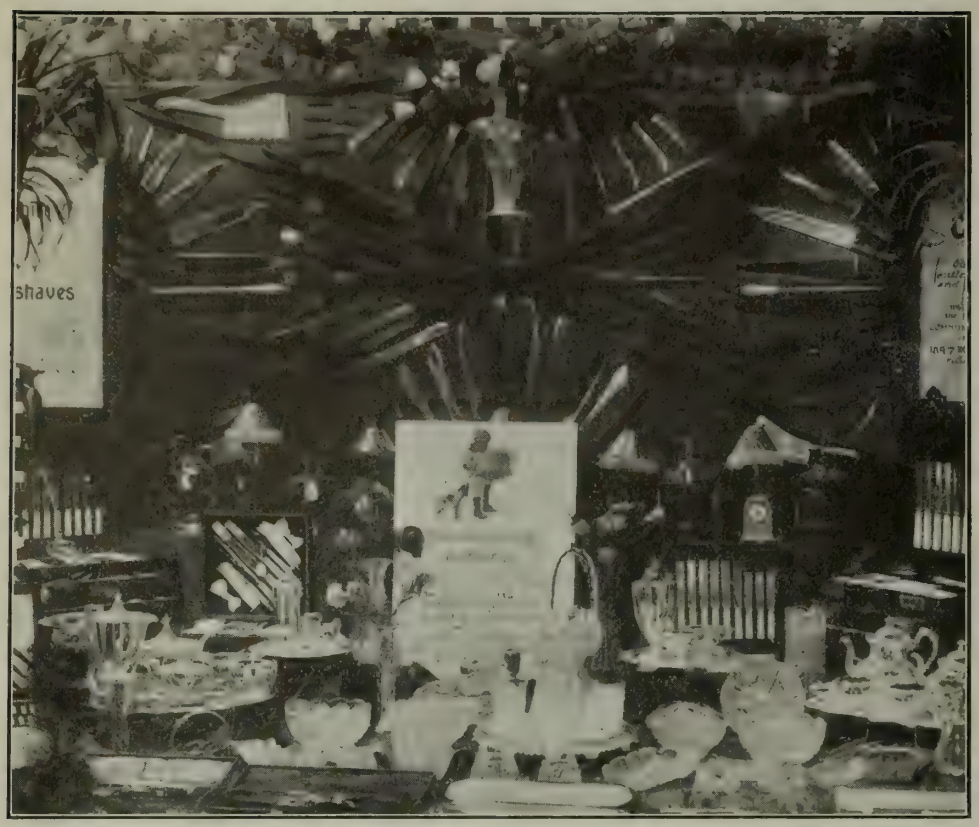
To relax your efforts is a poor prelude to an attempt to win out during dull times.

* * *

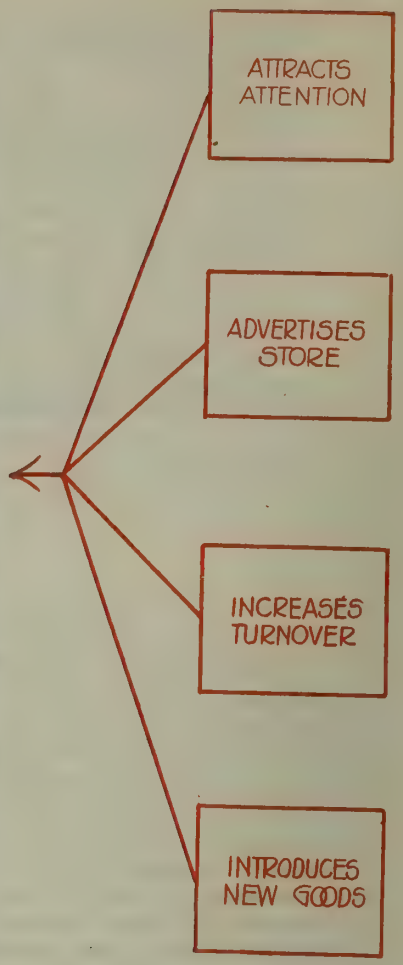
A healthier tone to business is noted in the West. The hustling, rushing West has the recovering powers of an Antalus.

* * *

A Toronto hardwareman dressed a paint window the other day when the thermometer hovered somewhere around twenty-five below zero. And, what is more, he made sales. Truly, one never knows when, how, or where business is coming from. There's a moral in this. Feature paint the whole year round.



A splendid display of cutlery, silverware and cut glass, by Chas. H. Smith. This window represents the high standard that advanced hardware stores are setting for the use of their fronts. Displays of this nature go a long way toward paying the rent.



What is the Worth of My Store Front?

A Question Which Every Merchant Must Ask Himself—The Proportion of Rent to Turnovers Depends Upon a Merchant's Realization of the Value of His Store Front—Utilizing Fronts to Advantage.

THERE is a store on Yonge street, Toronto, with a depth of 100 feet. The entrance to this store is 45 feet deep and the windows run back the full depth. The store itself is 55 feet deep.

This arrangement of space may seem strange to some; in fact, giving up nearly half of the total space to mere purposes of display will undoubtedly appear to many as heretical, ridiculously and unprofitably original. One can conceive the cackle of merriment that the general storekeeper at Waupoos would indulge in at the idea of giving up half his space for this purpose.

And yet this Yonge street merchant is well satisfied with the arrangement that he has thus carried out. He finds that his turnover has grown largely. He can carry as much stock as is needed in the store; and the big windows do the rest. People flock into the store in droves. He turns the stock that he carries in the store probably once a week.

It must here be stated that this merchant does not handle hardware. He sells men's hats. Nothing else is carried but hats; and thus the arrangement is quite possible for him when it would be frankly impossible for a merchant in almost any other line. It would be absurd for the aforementioned merchant at Waupoos to emulate the metropolitan handler of hats.

The case, however, brings to the front a most important question. What is the value of the store front? It is a question which every merchant must ask himself, having in view the kind of business he is in and the nature of the locality.

To the cross roads merchant, the store front is chiefly valuable as a means of getting in and out of the store and as the chief means of admitting light into the interior. Where there is no opposition, the people must trade at that store anyway, and they can see the goods when they get in. From a display standpoint, therefore, the store front does not figure as a weighty asset.

The merchant occupying a stand on a busy corner of a large city caters almost entirely to transient trade. People who drop in there to buy are strangers for the most part. Many of them will never visit the store again. The percentage of customers, who enter one of these downtown metropolitan stores, who can be depended upon to come back with any degree of regularity, is very small indeed. It follows that the merchant carrying on a business of this kind must depend upon catching the eye of the passerby. He must have some means of making his store look attractive and of impressing on the throng the value of the goods he carries. In other words, he must have windows that are attractive in the fullest degree. To this merchant the store front is an asset of incalculable value. If he were to figure it out in dollars and cents he would probably find that he was paying a larger share of his rent for the store front than for the store itself.

These are extreme cases, the two poles of store front valuation. Every store occupies a position somewhere between these two extremes. It is highly important that each merchant should endeavor

to find out just where he does stand; in other words, to find out the value of his store front.

Charged Rent on Front.

A hardwareman in an Ontario city was paying a large rental for a store on the main business street of the town. He found at the close of the year that his expenses had increased in proportion to the turnover, and that his profits accordingly had decreased. He went over the figures pretty fully and found that the growth of expense was represented largely by the fact that his percentage for rent was very high. It totaled 4.5 per cent. of the turnover.

By enquiring among the other merchants on the street he learned that none of them were figuring more than 3.5 per cent. for rent, but that at the same time they were paying fully as much rent in proportion to the size of their stores as he was. He knew that the figure he was paying to the owner of the property was a fair one, judging from its location.

The conclusion was obvious. His turnover was not as large as the location of the store warranted. There must be something wrong with his methods.

He found out what was wrong one day when talking to his next-door neighbor, a jeweler. The store of the jeweler was small but it had a modern front and the windows were always trimmed with a splendid assortment of stock. It was impossible to pass the store at any time of the day or evening and not find a sprinkling of people inspecting the wares in the jewelry store. Compared with the hardware store beside it, the jewelry establishment presented a brilliant and attractive appearance; the hardware store loomed large, gloomy and lugubrious.

"How have you found business?" asked the hardwareman. Suppose we call him Smith.

"Fine," said Martin, the jeweler. "It has certainly improved wonderfully since I put the new store front in. I feel confident that I now have the largest and most exclusive jewelry business in town."

"Did the new front make all that difference?" queried Smith.

"I think so," replied Martin. "I have not changed my methods in any other respect. I carry about the same stock as before, my staff is exactly the same. By the way, Smith, why don't you do something about yours?"

"No use," said Smith. "The hardware trade does not call for fancy displays the ways the jewelry business does."

"Granted," said Martin. "But, you can't get away from this, Smith. We are paying large rents down here, and we're not getting better or larger stores than merchants on Sixth street who pay less than half what we do for rent. We are paying for location down here. More people pass our stores. In other words, we are paying double the rent because our stores front on the busiest part of the busiest street in town. It is logically clear to me that I am paying half my rent for the store front, and the other half for my store. Well, it appeals to me that I ought to get the most I can get out of the half which I pay for my store front. I realized over a year ago that I couldn't afford to pay $100 a month for a weather-beaten antiquated old front, even if it did face on a place where hundreds of people passed every day. They passed. That was the trouble; they didn't come in. My store looked dingy compared with the fine modern stores around here; just as dingy as yours does now. I concluded that I wasn't getting anything out of half the rent I was paying and that I might as well be back on Sixth street where I would save the half of my rent. The other alternative was to realize on the rent I paid for the store front and I decided to take this. I put in the new front, with the result that my turnover has increased very rapidly this past year."

Smith ultimately came to the conclusion that his neighbor was right. Having a long-term lease on the property, he put in a modern front. This led to the arrangement of attractive displays and in time the store was absolutely transformed. The business increased. At the present time, this hardwareman reckons that his rent is 3.25 per cent. on his turnover.

The change can be attributed to the fact that he found the real value of his store front and took steps to realize upon it.

How Much is Paid?

The first question to be decided, therefore, is how much am I paying for my store front?

This can be decided largely by comparing the rent paid with the amounts

(Continued on page 60.)



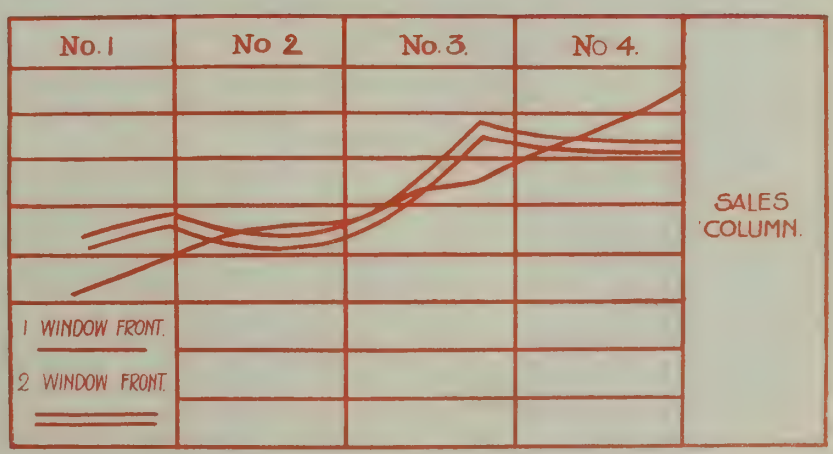
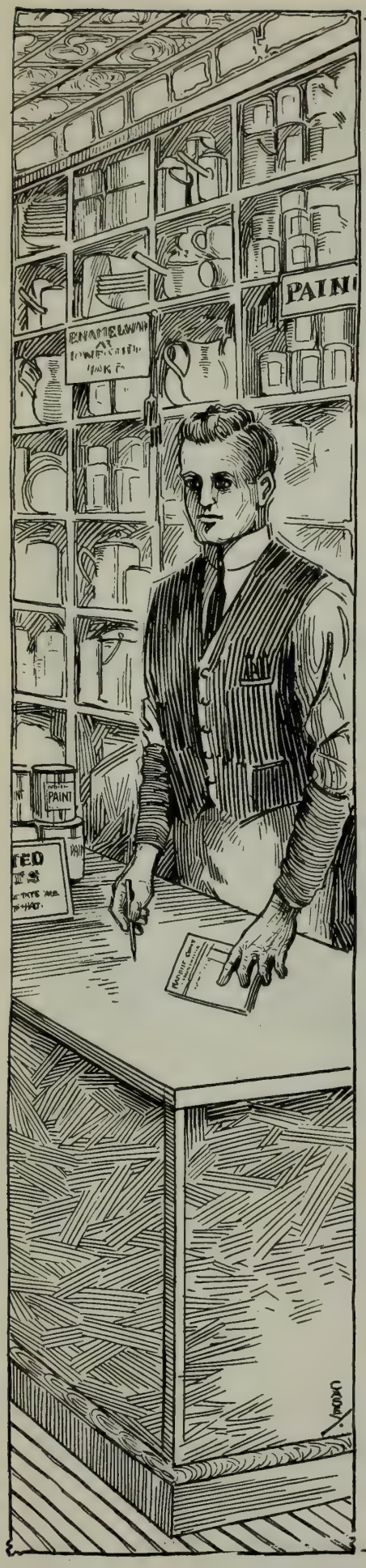


Chart showing the increase of sales in proportion to the display space in the store front. See accompanying article.



A Message to Hardwaremen

Letter from John Hall, Veteran Sales-Manager, Simmons Hardware Co.

THE following letter was read at the recent convention of the sales staff of Lewis Bros., Limited, Montreal by C. M. Strange, the sales-manager. It was written by John Hall, of the Simmons Hardware Co., St. Louis.

Hardware and Metal is glad of the opportunity to present this letter to its readers as it contains one of the strongest and most virile inspirational talks that could be presented. Its message strikes to the very heart of things and teaches the value of efficiency, co-operation and loyalty.

"The beautiful shop windows, the crowds of happy-faced people seeking tokens for friends and loved ones, remind me of the coming of another Christmas, and your letter of the 15th emphasizes the closing of another year's work and the coming of the new year—let us hope a happy, prosperous year for all of us hardware folks on both sides of the imaginary line, maintained as a political semblance by two governments.

"A boundary line which does not separate two people with so much in common, speaking the same language, one in everything worth living for or worth hoping for, living under two flags, it is true, but emblematical of a common interest, each year becoming stronger as a tie that binds, never to be sundered.

"Very recently one of your Canada hardware boys married one of our most beautiful St. Louis girls. Tell me, please, if you can, what difference it will make to these two people or the child born of their union, whether they salute with love and reverence the Union Jack or the Stars and Stripes? Sufficient to them is the fact both flags tell of a people free in thought and free in speech, each a guarantee of the great privilege of personal liberty, a sign of civic righteousness, a reminder that justice is not for the few, or for the many, but for all.

"Certainly I will write a letter to be read at your annual gathering; never mind if I have, as you say, written before. That belongs to the "gone by" time—we have to do with the NOW, and to me it is a privilege to talk on paper to Hardware Brothers wherever gathered. I salute you all as comrades, worthy of the happiest message I can send—Greeting—You are all able men, manly men, big in thought, big in effort, and clean in life. How do I know all that? The answer is simple—listen. You would not be a part of the great business of Lewis Bros., Limited — unless the measure I have given was other than just the size of the men.

"You tell me that one of your oldest in service and ablest men is at this time ill, and speak of the anxiety of his friends. I take the liberty of asking you to do me the favor, when Christmas morning comes, to buy just a few flowers (and mail me the bill)—I would prefer one or two roses (not more, because it is a sentiment, not a gift I want to convey) my favorite flower, send to this sick hardware salesman with my Christmas greeting, ask him to receive in the spirit of good fellowship, as conveying my earnest wish that he may soon be well again.

"This is the advent season — I am never ashamed to speak of the Church in its universal sense. I ask the privilege of telling of a sermon I heard Sunday before last, one that made a profound impression on me. It was about John the Baptist, who worked in the wilderness and the desert, surrounded by stones and sand and obnoxious reptiles and crawling things. Within a limited time and certainly in restricted environments, he made a great success of his life, doing his duty in the largest sense and then more, for the Christ whose birthday we celebrate each Christmas Day, gave witness that this John the Baptist man, who worked under anything but happy conditions, was entitled to be called the greatest man born of woman.

"This story came to me when it seemed I most needed it, and pointed out that greatness worth while did not rest upon what a man has, but the power of accomplishment with less than other men around us had to accomplish with; that worth while folks rise above adverse conditions, smile and try again and again and win in spite of obstacles and discouraging surroundings, when others give up and say it can't be done. This reminds me of the frog story I once heard the founder of our business tell, about two frogs deciding to take a chance in what appeared to them a pool of beautiful water, but in reality a ten-gallon jar of fresh milk resting in the running water of what we call in this "neck of the woods" the spring house. Once in, of course, the frogs could not get out—with the seeming impossible

barrier of the slick wall they could not climb, they swam and kicked for hours; finally, one frog, discouraged and weary, decided he could not kick any more, folded his kickers and sank to the bottom, but the other frog kicked more and finally the renewed effort churned the milk into butter, and he crawled up on this and hopped out of the jar.

"This is the season when it is usual to take stock of our material assets and figure the losses and the gains. Permit me to put this question individually to each of your men—What does your balance sheet show as a result of your 1913 work? Is your bank account bigger than it was on January 1, 1913? The greatest asset to us all is time—we have spent another year of it out of life. It is gone—we cannot live it over again—young men are usually prodigal with what seems inexhaustible in the morning of life, but when the shadows commence to fall towards them because they are facing the setting sun and the probable years of labor are fewer than those that have gone into the never returning past, they appreciate more fully the wisdom of using wisely the great to-day — the now—not yesterday which is no more, or to-morrow which is to each of us only a promise.

"No doubt, you have worked hard—early and late in 1913—for such is the lot of the hardware man, perhaps at times under conditions that seemed almost unbearable. What have you to show for it? If the showing is not satisfactory, whose fault is it? Have you fooled yourself waiting for the big opportunity to come? That will not do. Big opportunities come as a result of availing ourselves of the ever present little ones. Do you remember that the falling of an apple gave the world the profound knowledge of the law of gravity—the rattling of the cover of a kettle brought to man the blessing of steam—that some insignificant driftwood told Columbus that land was near? Have you waited for the real big business problem that you might suddenly shine out as a doer of big things? That is a mirage—the big problems of the hardware business are simply aggregations of a multiplicity of little ones, and the doers of big things succeed because of doing the work daily entrusted to their care a wee bit better and cleaner than it was ever done before?

"A man's mental attitude towards his work is a great factor in his success or failure. Do you love the game? Do you get up in the morning, eager to begin the day's work, because of appetite for accomplishment? Do you see in your vocation opportunities for the use of brains? Is your work to you a man's work, meeting each hour the things to be done with courage and patience and, no matter how annoying, always with a smile?

"Have you conserved your health and your strength from a sense of loyalty to your job? Have you, as salesmen, realized every minute of the time that you are the ambassadors of your house, and as you do so are they liable to be judged? Answer this to yourselves, and be sure you do not bear false witness in doing it. Can you, with a clear conscience, put the seal of approval on your own work and your own life as lived in 1913?

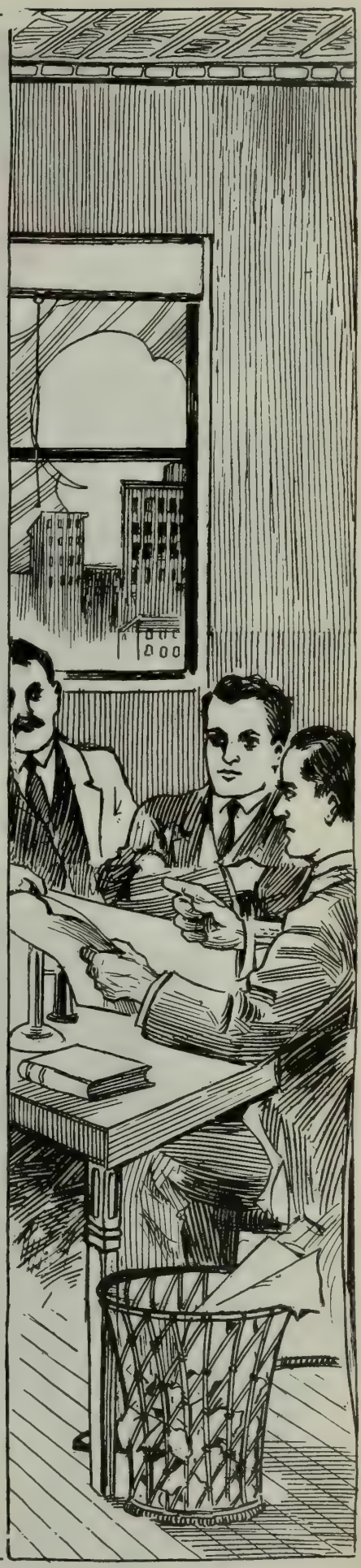
"Great salesmen are not made in a day, but being one is the heritage of each man that carries a grip. We can only reach the goal through the means of devotion to a purpose—self-denial. The sacrifice of personal comfort, personal feelings, personal convenience, personal appetite, that we may give perfect service to the glory of our work. The cream of my life's work was done on the road and sweet memories come to me, as I write this letter, of fellow travelers, many of them dead, some now big in the affairs of the world's work, some utter failures because of strong drink, but all gracious men, lovable, helpful men, and that is the kind I know I am talking to on paper now.

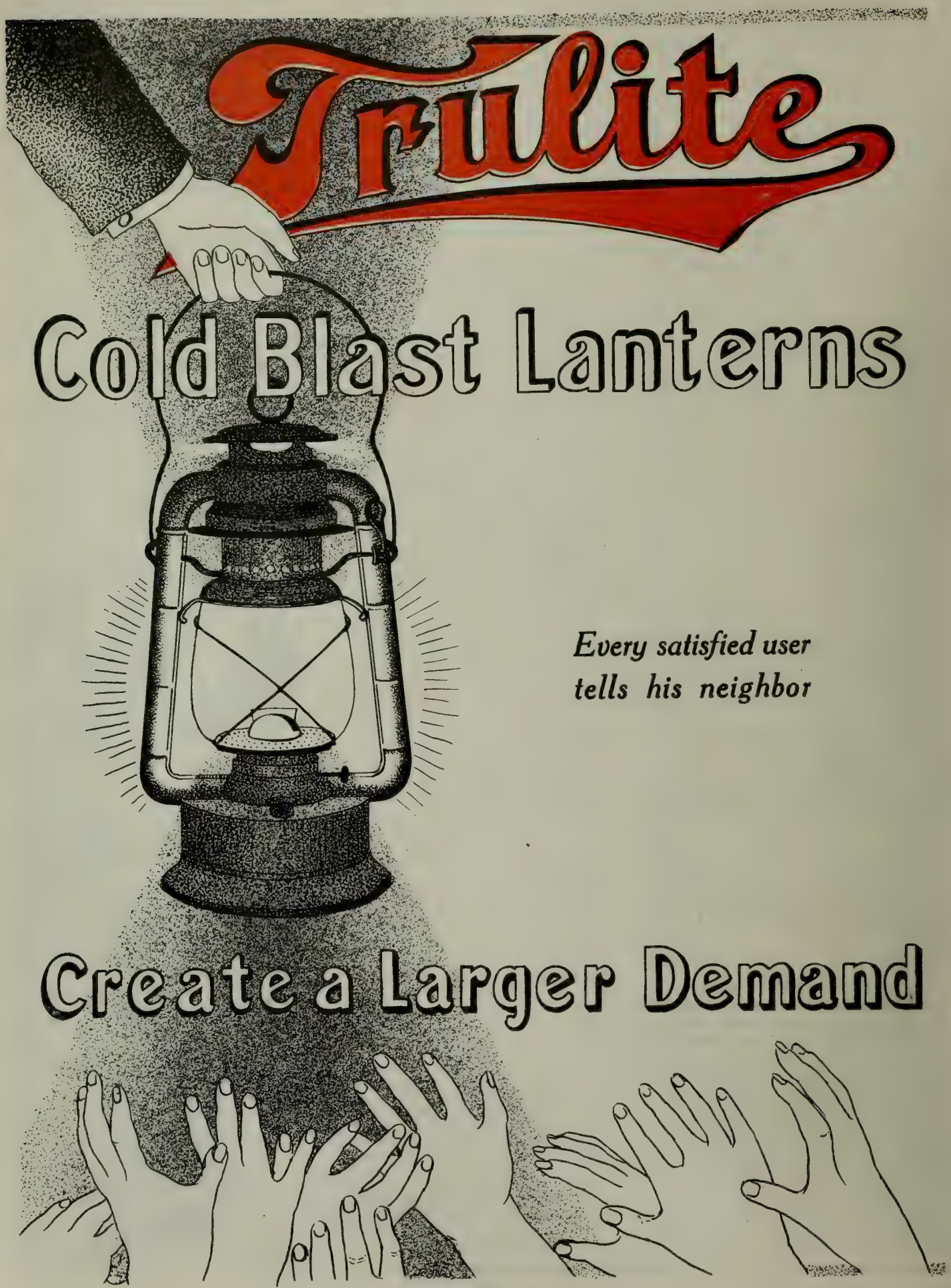
"How earnestly I wish that I might sit with you at this banquet and take each man by the hand and pass the grip of real comradeship — to walk arm in arm and counsel one with the other what we are to make of this new year of 1914 standing out before us, not what it is to bring but what by our own efforts we are to make it bring.

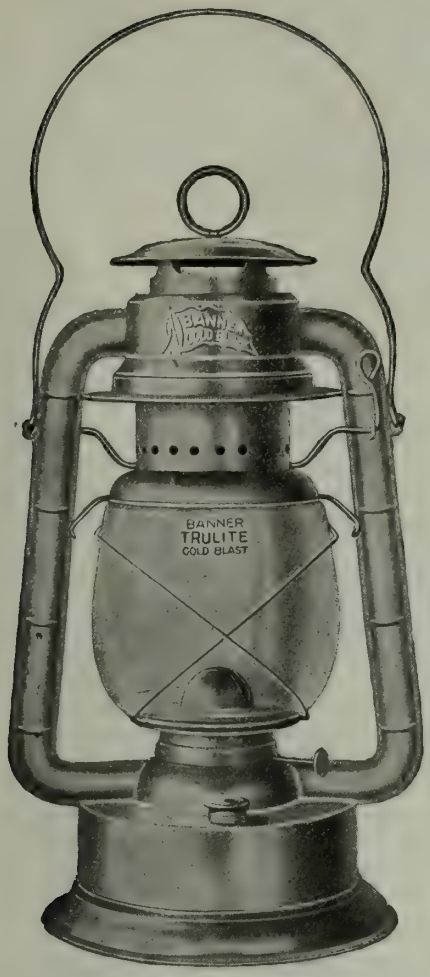
"Let us have a high sense of the traditions and the dignity of our work as salesmen. Let us be courageous and strong in doing right because it is right and remember that the highest class salesmanship is giving a man value received for his money and practising old time honesty in doing it. Because of our limitations—and it is a wise man that knows when he has reached that point—we cannot all be leaders, but each of us—every single one of us—can be cooperators one with the other, and particularly with the house from whom we draw our pay. Let us sow the seed, wherever we go, of confidence and respect for those having on their shoulders—and don't forget it is a burden, often heavy to bear—the work that is done in the house. Speak kindly, speak graciously of all, from the president down.

"Just a moment, Mr. Sales Manager. In these closing days of 1913 examine

(Continued on page 52.)




Trulite
Cold Blast Lanterns
Every satisfied user
tells his neighbor
Create a Larger Demand



Trulite

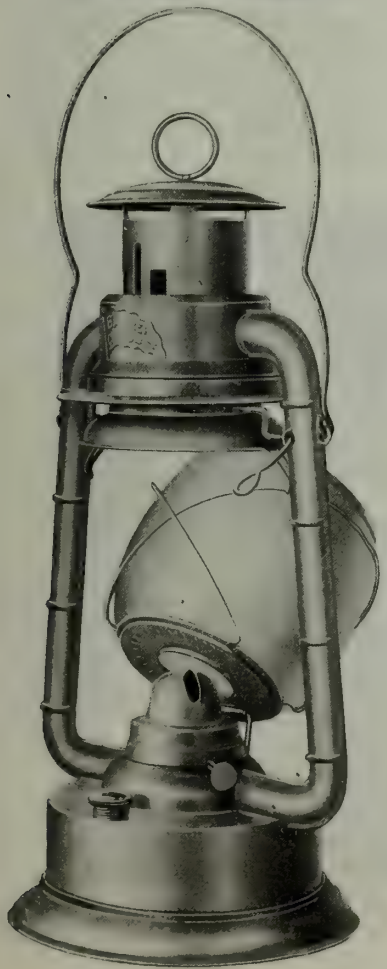
Look for that Name on the Lantern You Buy

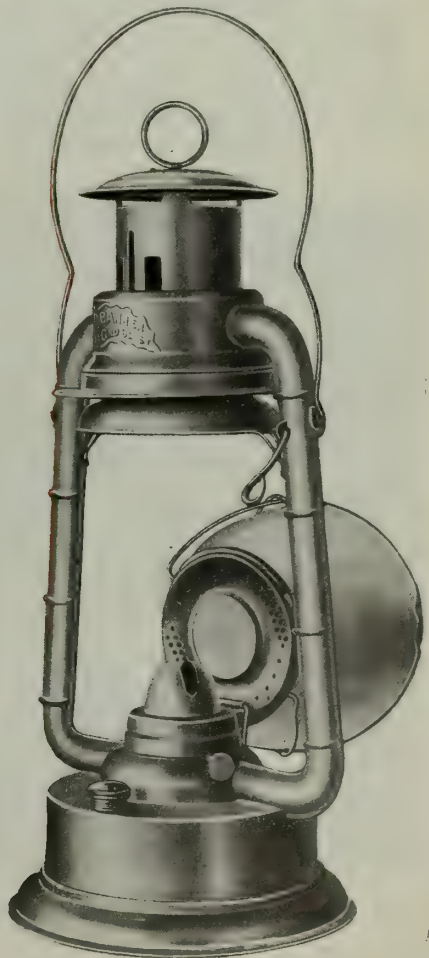
We depend entirely on the Jobber for the distribution of the Trulite C.B. Lantern.

We invariably refer enquiries from the retail trade to the nearest Jobber handling Trulite Lanterns.

We strongly recommend Trulite Globes for Trulite Lanterns.







MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Ontario Lantern & Lamp Co., Limited

J. W. Moncur, General Sales Manager

HAMILTON, ONT.

Annual Convention of Winnipeg Paint and Glass Co. Sales Staff

Many Interesting Subjects Discussed—Representatives of Manufacturers Present to Deal With Various Subjects — Quality Business Desirable.

KNOW your goods and yourself. Believe in your goods and in yourself. These were the great points made at the Winnipeg Paint and Glass Company's annual convention of salesmen and travoffice all this week. Experts were present to deal with the various hardware and paint lines handled, and more perhaps than ever before the salesmen were themselves sold. They were by picture, by demonstration, by explanation, led to see the full merit of the various lines.

Friday saw the social side of the convention coming prominently to the fore. There was held the great curling match, as a result of which the salesmen donated two barrels of flour to the Children's Hospital, they having been overcome by the four rinks skipped by the directors. Then on Friday evening came the directors' banquet, when with song, story and serious speeches, an even greater spirit of enthusiasm was shown, and when the directors were led to see, in tangible form, how close they are to all the company's representatives, and how the company's representatives appreciate this personal relationship.

Representatives were present from the Edmonton Paint & Glass Co., from the Calgary Paint & Glass Co., and from Saskatoon, when the sales manager, E. L. Sander, called the first meeting to order. From then on, the days were fully occupied, with addresses, and with questions and answers, for the salesmen had many inquiries to make.

W. C. Schunk, sales manager of the Martin-Senour Company, Chicago, spoke of the Martin-Senour paint — dealing with its covering qualities, its preserving power—against sun, rain, and from the internal action of the thing painted itself. Then he dealt with the opening of new accounts, outlining ways in which objections could be met. His great idea was that the salesman should himself be sure of his line—then his enthusiasm, his belief, would enable him to infuse the same enthusiasm and belief into others.

J. H. Scharley came from Buffalo to speak on Pratt & Lambert's varnishes. He dealt with these at the convention, and after a luncheon which he tendered the selling staff, gave an address, illustrated with lantern slides, in which he showed how the constituent parts of the varnish were secured; how the gums were dug out of the earth, being taken from the roots of certain trees; how the china wood oil was abstracted; how the linseed was crushed; and how the turpentine was tapped from the trees. Every step was shown, down to the finished product in the well-known cans.

Builders' Hardware.

H. B. Dale, speaking on Russwin builders' hardware, referred to the necessity of educating the public, in certain communities, to a point where they would instal a better line of locks, latches, window fasteners, etc. The traveler, he urged, can do a great deal in this connection, finding out from the dealer what new buildings are going up, and with the dealer and the builder going over these buildings, and taking the order right from them. Mr. Dale, in this connection, illustrated how an order might best be drawn up from a plan, or from a building in course of construction.

John Drewe, dealt with burlaps, bringing out the quality of the goods, and, like the other speakers, urging the salesmen to think principally of this quality in going after business.

The Banquet.

The keynote of the banquet, held in the Grange Hotel's private dining room, Friday night, was struck in the very first address, when the president, E. Cass, in proposing the toast to the King, said: "We can render our best service



Banquet of Winnipeg Paint and Glass Co.'s Sales Staff.

to the King, and to the Empire, by doing our best, as pioneers, to develop the resources of this new country." This idea of development, of subordinating individual benefit, if necessary, to the benefit of the company, and to make the company benefit by giving real service, was brought out by practically every speaker.

R. W. Paterson, the managing director, referred briefly to the unusual conditions which had existed in 1913, and to what might be expected in 1914. "If we do our best, and proceed wisely," he said, "I believe the coming year can be our best. We must not only get new business, but we must always continue to treat those who deal with us well. Then the business comes back. We keep our friends, and gain new ones. This is our test year. There is a point in every competitive sport when a contestant feel he wants ot go away and die. That is the point where the real man makes an extra effort and wins out. Let us buckle to it, and win out also."

Messrs. John Carr, and James McDiarmid, the vice-presidents, and founders of the company, spoke of the start eleven years ago. Then two men had been employed. Now sixty or more attend the annual banquet, representing a pay roll of more than three hundred.

Enthusiasm and Advertising.

Enthusiasm, E. L. Sander, pointed out, is one of the great things in salesmanship. It is based largely upon knowledge and confidence. A salesman must know himself, must know his weaknesses and his strong points. This gives confidence, and supplemented by a knowledge of the goods, and a thorough belief in them, means success.

"Another speaker," said Mr. Sander, has stated that there is no advertisement like the wagging tongue of a satisfied customer. That is true. We can purchase advertisements in Hardware and Metal, and in other papers. These are good, but we can't purchase satisfied customers. We make them by our own efforts through the years.

Before Auld Lang Syne was sung, J. S. McDiarmid, in warm terms, expressed the appreciation all in the company, felt for the directors, and on behalf of the salesmen, and office staff, presented Messrs. E. Cass, John Carr and R. W. Paterson with humidors, and Jas. McDiarmid with a beautiful set of military hair brushes. All expressed their thanks briefly, speaking of the pleasure it was to them to feel, and see, the spirit of loyalty to the company, and the faith in it which existed.

Songs, by Messrs. Woodworth, Hartley, Mitchell and H. W. Smith, rendered during the evening, added to the enjoyment, as did good anecdotes related by Messrs. Mytton, Drew, Watson, Anderson and other speakers.

Takes Over General Management of Old Established Firm

G. T. Pepall Appointed General Manager of the Canadian Interests of M. and L. Samuel, Benjamin & Co.

S. Samuel, resident partner of M. & L. Samuel, Benjamin & Co., leaves next week on an extended tour of Europe, and will remain abroad for a number of years.

Mr. Benjamin, of the same firm, is a resident of London, England.

The firm have large interests in Canada, and in future these will be under the management of G. T. Pepall, who has been associated with the firm for the past twenty-two years.

M. and L. Samuel, Benjamin & Co. are among Canada's oldest established and best known firms, having commenced business in this country in 1855.

Next year will see the sixtieth anniversary of the firm's establishment in Canada.

Mr. Pepall, who has taken over the general management of the company's Canadian interests, is well known to the hardware and metal trades of the Dominion, and is considered one of the best Canadian authorities on matters pertaining to metal markets and conditions.

DISASTROUS FIRE IN MONTREAL.

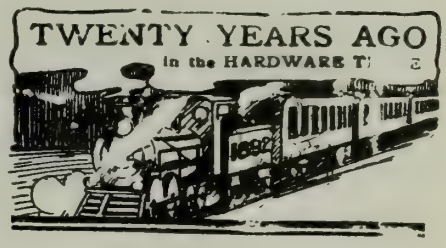
With the temperature at 25 degrees below zero, a disastrous fire visited the warehouse of Frothingham & Workman, Ltd., wholesale hardware merchants of this city. This resulted in an almost total loss, although the offices were not damaged except by water. The loss will amount to about $250,000, fully covered by insurance, and the adjusters are now at work.

In the meanwhile Frothingham & Workman are keeping all their travelers on the road, and state that temporary arrangements will be made in a few days, and that all orders will be promptly filled.

RETAIL FIRM ISSUES CALENDAR.

T. J. Trapp & Co., New Westminster, B.C., dealers in general hardware, have issued an attractive calendar, the title of the illustration being "Homeward When the Day is Done." As a calendar for distribution to retail firms' customers it is above the average.

Derby Line, Que.—The Union Twist Drill Co., Derby Line, Vt., are preparing plans for the erection of a factory in the Quebec portion of the town of Derby Line.



The following items were taken from the issue of Hardware and Metal of January 20, 1894:

"The factory of the Halifax Mfg. Co., manufacturers of shovels, Halifax, has been burned out."

Editor's Note.—The plant was rebuilt, and the business is now carried on by the Halifax Shovel Co.

* *

"Mr. and Mrs. M. Frankel have returned from their wedding trip in the Southern States."

Editor's Note.—M. Frankel is still associated with Frankel Bros., metal merchants in Toronto.

* * *

"A new hardware journal has made its appearance in the United States. It is named the 'Hardware Dealer,' and is published by D. T. Mallett, of New York. It is to appear monthly, and is issued in the ordinary magazine form."

Editor's Note.—The journal is now known as the "Hardware Dealers' Magazine," and is still being published by Daniel T. Mallett, New York.

* * *

"Ecclestone & Ramsay are opening up a hardware store at Bracebridge, with a general line of hardware and tinware. Mr. Ecclestone was formerly with H. S. May, of Huntsville, and is an experienced hardware man."

Editor's Note.—George Ecclestone is still in the hardware business in Bracebridge, and has worked up an exceedingly large business during the past twenty years.

He is also a member of the executive of the Ontario Retail Hardware and Stove Dealers' Association.

* * *

"John Thorpe, Montreal, Que., Canadian manager for Pilkingtons, the glass people, expects to have the Toronto branch open in a fortnight or so."

Editor's Note.—A new Canadian plant for the Pilkington Glass Co. is in course of erection at Thorold, Ont.

Canada Metal Co.'s Sales Staff in Annual Convention

Trade Conditions Discussed—Papers Read by Various Salesmen—Theatre Party on First Day of Convention.

THE annual convention of the managers and sales staff of the Canada Metal Co. was held at the head office, Toronto, during the week, beginning January 5.

Managers were present from the Montreal and Winnipeg offices, and the salesmen were gathered from all parts of the Dominion.

The convention opened on Monday, January 5, with W. G. Harris, Jr., vice-president of the company, in the chair. His opening address was a welcome to all. He stated what a pleasure it was once more to meet them in Toronto. In a concise manner he dealt with the objects of the convention.

Amongst others was the exchange of ideas on trade conditions throughout the Dominion, which would prove rich in information, also the great benefit derived by the discussions on metals and plumbing lines, the general knowledge gained would prove of infinite benefit to all concerned, for no man can know too thoroughly the lines he has to offer.



W. G. HARRIS, Sr.



W. G. HARRIS, Jr.

The president, W. G. Harris, Sr., also had a word of welcome and spoke of the strenuous year just past. He stated that it was a year of which every one in connection with the Canada Metal Co. had just reason to be proud, for it was the best and most progressive year in the history of the company. It was a source of gratification to stand up and say "1913 was the best year to date and our salpesmen are to be congratulated, for upon reviewing the records of the past year we find that every one without exception has increased his sales."

Many interesting papers were read by the various salesmen upon such diversified subjects as:—

No. 1. How to judge credits.

No. 2. Business morality.

No. 3. What I purpose doing in 1914 to increase my sales.

No. 4. How I made such a success with my sales of Imperial Soldering Paste to the electricians.

No. 5. How I beat all records for the sale of Harris Heavy Pressure in 1913.

This convention brought men together from all parts of the Dominion and was certainly devoid of one slow moment from the opening to the close, the only break in the procedings being to partake of lunch which was prepared on the premises and was done justice to by the good fellows around the festive board.

The first day concluded with the entire sales staff attending the Princess Theatre to see F. R. Benson's company in Henry V., and to say it was thoroughly enjoyed is to put it mildly. Many were more familiar with metals than Shakespeare, though they readily recognized the quotation:—

'If it be a sin to covet honor I am the most offending soul alive."

for as one exclaimed, "That is in our Babbitt Book."

On Tuesday morning the convention opened promptly at 9.30 and during the day many important phases of the firm's business were discussed.

When the convention closed it was aptly described as a convention beneficial to both salesmen and their customers, and the salesmen dispersed with the conviction that the factory, and the men behind the factory would, by giving service and quality, enable them at their next convention to again say our sales are once more ahead, and we are proud to represent an organization such as the Canada Metal Company.

A MESSAGE TO HARDWAREMEN.

(Continued from page 47.)

yourself carefully — be sure you are worthy of these big men comprising your sales force. Let it be your personality and your work and not the position that commands their respect. The salesmen gathered around you now are the life blood of the business. They are the ones that will hear the complaints, stand in the front and have shot at them the shortcomings and the mistakes. They are called upon day after day to fight an active, tireless intelligent competition; be sure they don't also have to fight the management at home, for there is a limit even to what a hardware salesman can stand.

"Into your keeping, my friend, is committed a great responsibility. I know you are worthy of it, that you are living up to it. Because I am older, longer in service than yourself, it is entirely appropriate for me to remind you that business is nine-tenths selling and the other tenth the balance left. You have charge of this selling end. The human factor is the essence of successfully handling men, be ever tactful, ever patient and always helpful. Give your men what they ask for and don't always wait to be asked. As a proposition they usually know best what is necessary and needful.

"I ask your indulgence for having written at such length—it was not my intention to do it. I leave this thought with you—when this year reaches its end as the hands of the clock point to twelve on the night of December 31st, and the bells ring out the glad tidings of the birth of a new year, let's one and all, big and little, whatever our tasks and duties in this great hardware game, remember and keep the remembrances with us each hour of 1914, that Divine Service is not going to church, saying devout prayers, singing sweet songs or listening to great sermons, but the consecration of our lives to the work that falls to the lot of each of us to do, doing our duty as we see it, day by day, without complaining and at whatever cost to our comfort or convenience and to be always fair in our dealings with other men. This is not orthodox — I question if many preachers would subscribe to it—but it is easily understood, simple and possible to live up to if we want to do it, well suited to us hardware folks, whose greatest virtue is in being simple and simply men.

"The sentiments of my kindest regards to each of you, and best wishes for good health and prosperity during the coming year."

Sincerely yours,

JOHN HALL.

Making Stove Sales After the Rush Season

Methods Adopted by Stove Dealers—Advertising is Essential to a Successful Clearing Sale—Make Business During Dull Seasons.

THERE are many lines which the hardware merchant handles that are sometimes neglected after the rush season has passed. These lines are practically carried all through the balance of the year without receiving any attention from the merchant, but could be moved out quite freely if they were given some attention.

Let us take for example, the question of winter stove sales. It is generally admitted that the majority of dealers stop pushing their sales as soon as the fall rush has dropped off. The business in this particular line will, of course, drop off to a certain extent but, it does not follow that the sales of most dealers could not be increased at this season of the year if the articles were pushed in some way.

There is always, at any season of the year, a chance to sell goods of all descriptions, whether in season or not, and the stove business is no exception.

People will buy a needed article at any time if it is brought to their attention. In this line it is interesting to note the different methods adopted by some merchants to bring the articles before the public during an off season.

Quite frequently a sale is advertised and the window is dressed accordingly. Too much publicity cannot be given such a sale as there are always quite a number of people who are waiting for just such an opportunity. Of course the dealer's profit will suffer to a certain extent from a sale but it is generally figured that by running a sale of this nature for a certain number of days that the number of sales which should take place if the sale is handled properly will be well worth while. The profit of course on each stove sold would be less and on top of that again the expenses would have to be figured but if the sale is run on a good basis and advertised thoroughly it should pay the dealer well for his time. This would not only create a demand for this article, but it would also pave the way for other sales and move out a line which would be practically stagnant under ordinary conditions. The turnover would not net the dealer as much as the same number of sales under ordinary conditions, but it would liven things up during a dull season. It is also likely that it would bring other business to his store besides giving him good advertising. In view of these facts, the return for his trouble would repay him indirectly, if not directly, for the amount of profit sacrificed.

Another method adopted by some dealers is to give any article or articles up to a certain value, with the purchase of a stove during a certain period. This is practically the same as reducing the price of a stove by the figure set. Say $5 is the amount specified, although the dealer is not really paying that amount for the article or articles given away, if they were left in stock to be sold they would bring him that figure.

To carry out a successful sale of any description it is absolutely necessary to advertise it extensively. This would probably run into what would look like a big figure, most likely the dealer would think it too big for the purpose, but it must be remembered that he would be bringing his store before the public and although he might not get the return he would like, or the return that he thought he should get, he must bear in mind that in all probability, he is making other sales on the strength of this advertisement which he cannot trace to it.

There are various other ways in which stove sales can be increased during what is termed the off season, and although it might be necessary for the dealer to sacrifice a portion of his profit in so doing it seems that it would be better for him to take a smaller profit and handle much more business than to stock the stoves and wait for another rush season to come along.

PARCELS POST REDUCED.

Ottawa, Jan. 12.—Hon. L. P. Pelletier, Postmaster-General of Canada, has entered into a new agreement with the Government of the Commonwealth of Australia for the direct exchange of parcels under which the present rate of 24 cents a pound up to 11 pounds either way is reduced after the first pound to 12 cents a pound. The reduced rates take effect from the 1st of January, 1914. It will be a decided improvement on the previous rate, and will no doubt lead to an increased volume of parcel post business between the two countries.

TWO CANADIAN WINNERS.

In the recent window display contest conducted by "Philadelphia Made Hardware," two Canadian firms are among the prize winners.

The Fawcett Hardware Co., Saskatoon, and the Mills, Hardware Co., Hamilton, secured prizes, while the display of the Bond Hardware Co., Guelph, received honorable mention.

HARDWARE LETTER BOX



Sap Pail Covers.

Jas. Flett, Wiarton, Ont.—"Could you inform me who manufactures Sap Pail Covers or any firm manufacturing both.

Thos. Davidson Mfg. Co., Montreal; Grimm Mfg. Co., Montreal, make the covers especially for this use. McClary's, London; Sheet Metal Products Co., Toronto; E. T. Wright, Co., Ltd., Hamilton, all manufacture the Sap Buckets.—Ed.

Laundry Machine.

The Lougheed Hardware Co., Lougheed, Alta.—"Will you kindly oblige us by giving address of firm manufacturing Rotary Laundry Washing Machine, suitable for 1½ h.p. gasoline engine, costing about $75.00."

American Laundry Machine Co., Sterling Rd., Toronto.—Ed.

Souvenir Stoves.

W. G. Robinson, Royce Ave., Toronto. —"Please advise me who makes the Souvenir Brand Stoves and Ranges."

Hamilton Stove & Heater Co., Hamilton, Ont.—Ed.

Oil Companies.

F. A. Courtemanche, Penetang, Ont.— "Please advise me of the different oil companies in Canada."

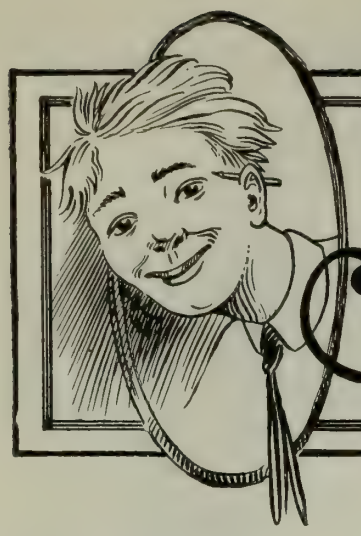
Canadian Oil Co.; Imperial Oil Co., Toronto; Dominion Linseed Oil Co., Montreal; Canadian Linseed Oil Co., Toronto.—Ed.

Croquet Sets.

Revillon Wholesale, Ltd., Edmonton, Alta.—"Could you advise us if there are any Canadian firms manufacturing Croquet Sets?"

We understand most of them have gone out of business, but Taylor, Scott & Co., Palmerston, Ont., are still manufacturing this line.—Ed.

The Eureka Fence Brace Co., Ltd., incorporated at Toronto, capital $20,000, to manufacture fence braces, steel and iron fence posts, etc., at Essex, Ont. Incorporators: William Church, Hugh F. Wigle, etc., Essex.



THE JUNIOR CLERK'S PAGE

ANOTHER CASE.

There was a man in our town
Who was so wondrous wise,
He thought that he could get rich
And never advertise.

And when he took his ad out
His custom grew so thin,
He hastened to the sanctum
And put it in agin.'

* * *

THE RIGHT MAN.

When employed in the capacity of salesman, one is up against a problem. If he is desirous of making good and going ahead he must study the problem thoroughly in order to get results.

When employed in the above-mentioned capacity, a person is dealing with the public, or in other words, with human nature. This then should be the study of every one in this work. To sell goods to the public one has to know the public because they are depending upon them to attain success. It is, of course, absolutely essential for such a person to know his goods from the ground up but often times a salesman stops after he has familiarized himself with them. This is wrong. Human nature demands attention. The successful salesman is one who can give this to his customers. Did you ever go into a store to buy an article, strike a real salesman and get perfect satisfaction? If you ever have occasion to go back to the same store, who will you look for when you enter? This is human nature all through and everyone delights in having a little fuss made over them at such times.

Take your own case for example. When you enter a store, don't you feel a whole lot better when you receive attention, and also feel that the salesman, not only wants to sell his goods but seems to be doing his level best to satisfy your wants?

The man who can handle human nature and send customers away well pleased is one of the biggest assets a firm can have. People are bound to come back to him again because he is right and treats them right. They can, most always, secure the same goods in a number of stores, perhaps much more convenient, but it is worth the inconvenience to get the right man.

* * *

PREPARING THEMSELVES.

"Pelton seems to be rather unpopular with his fellow clerks."

"Yes. There's nobody here who likes him."

"What's the trouble?"

"Oh, he always manages to be the first one here in the morning, and he always sticks around and keeps working until they get ready to lock the doors at night."

"I see. The rest of you are practicing so you will be able to cordially hate him when he gets to be your boss."

* * *

THE DIFFERENCE.

The booster is the party
Who is hauling down the dough.
The folks are glad to grasp his mitt
Wherever he may go.
He's the little ray of sunshine.
He is Johnny-on-the-spot,
And his talk is mighty welcome
Though it strains the truth a lot.
There's a sort of benediction
In his cheerful "Howdy-do,"
And he makes your life worth living
While he's 'round a-joshing' you.

The knocker is the person
Who's the sorriest of chumps,
He is blue and melancholy
And he goes 'round in the dumps.

When the people see him coming,
They walk 'round a city block
So they needn't stand and listen
To this stone-age fossil knock.
He's a burden to his country,
He is no good to himself,
And his victims shout thanksgiving
When he's laid upon the shelf.

OFFICERS BANQUET WORKS MANAGER.

Welland, Jan. 10. — Officers of the Page Hersey Company, on Saturday evening, at the Welland Club, banqueted A. M. Mosley, works-manager of the Welland plant for the past three years, and presented him with a fine club bag. Mr. Mosley has been transferred to Fort William, where he will have charge of a new plant being opened by the company in that city. Those who were present at the function were: W. W. Near, of Toronto, the president; H. Rook, Toronto, secretary-treasurer; H. F. Lloyd, Toronto, cashier and general manager of sales; Geo. Sauber, Toronto, chief salesman; I. V. Mansell, Toronto, assistant to the president; Jos. Mosley, manager of the Guelph plant; and C. J. Loughlin of Welland, vice-president of the Niagara, Welland & Lake Erie Railway. The president, Mr. Near, was chairman, and Mr. Sauber acted as toastmaster.

The high esteem in which Mr. Mosley is held by the company, and the appreciation of his ability among the officers was quite manifest from the outspoken manner in which his good qualities and his executive ability were eulogized by those present. Mr. Mosley was works-manager of the Guelph plant of the Page Hersey Company until the Welland factories were opened, and now that the Fort William plant is opened he is to have charge of that.

Welland's regret at losing so desirable and progressive a citizen was told by C. J. Laughlin, who stated that Mr. Mosley's host of friends sincerely regretted his departure.

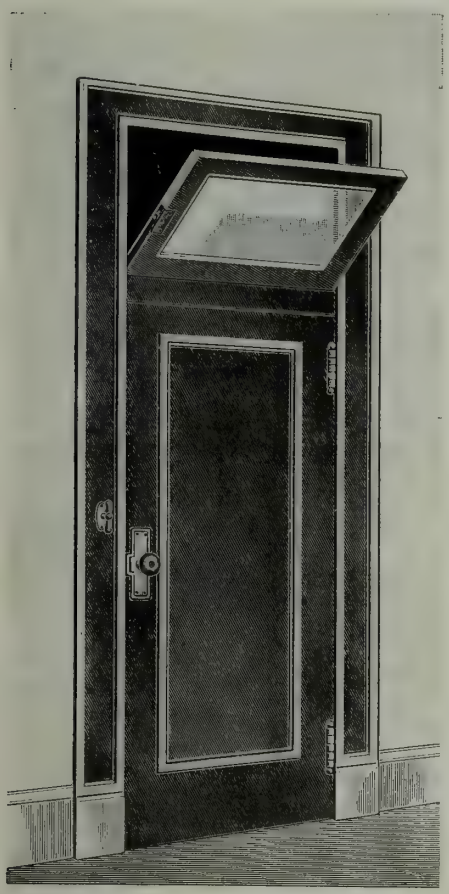
Mr. Mosley was also presented with a silver decanter and tray and a dozen cut glass dishes by members of the Welland Club, and with a valuable diamond ring by his employes.

E. S. Field, of Henry Rogers, Sons & Company, Montreal, was in St. John, N.B., last week.

New Goods Offered Canadian Hardwaremen

THE CORBIN CONCEALED TRANSOM LIFTER.

P. & F. Corbin, New Britain, Conn., are putting on the market a new concealed transom lifter, particularly suited to office buildings and other structures. In use, the T handle and plate attached to the sash are the only parts visible. By an ingenious arrangement of levers, the power is multiplied so that the lifter is operated with very little effort. It is firmly locked in any position from closed to wide open, the transom moving only when the handle is turned. The parts are few, simple and strong. It is claimed that any style, size or weight of transom can be handled with ease, and can be installed without change in ordinary construction of door frames in partitions as thin as two inches. Instructions for applying will be supplied to purchasers.

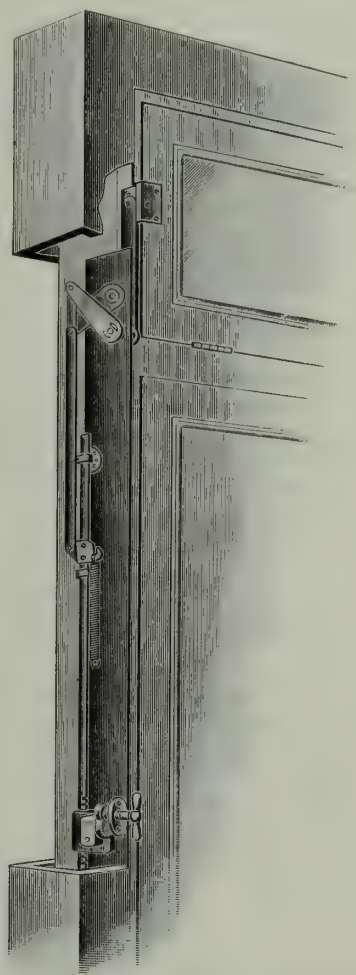


Corbin concealed transom lifter.

The lifter is equally applicable to steel or wood trim. The bronze metal T. handle and plate which are the only parts visible can be finished to correspond with the other hardware.

It is claimed that the lifter will operate any transom whether bottom, centre or top hung, right or left hand, swinging in or out.

Turning the T. handle operates the concealed transom lifter. The handle turns easily, only one hand being required to open or close a transom. The leverage, it is said, gives a powerful and positive action, and the mechanism is so arranged that the transom is firmly held in any position, obviating the use of catches or other locking devices.



Showing mechanism of concealed lifter.

CUTLERY MARKING INK.

Malcom A. Shipley, manufacturer of cutlery, fishing tackle, etc., 131 South 11th street, Philadelphia, Pa., is offering the trade a new cutlery ink for marking prices on cutlery, fine tools, etc.

It is claimed that the new ink will not rust any kind of metal, and can be removed instantly with alcohol or whiting, plus a small amount of rubbing.

The fluid is done up in 1-ounce bottles, but can be purchased in larger quantities, or in bulk if desired.

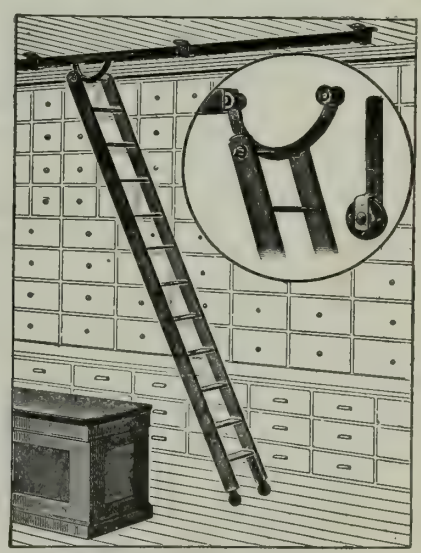


Shipley's Cutlery Ink.

STORE LADDERS.

Richards-Wilcox Canadian Co., Ltd., London, Ont., are offering the trade a new line of store ladders, which they are now making in Canada.

The accompanying illustration shows the No. 209 ceiling ladder, which is equipped with a ball bearing hanger, rubber tired wheels and hanger, and runs in a trolley track lined with maple, making a quiet operation.



Richards-Wilcox store ladders.

The firm now makes all styles of store ladders, both side and ceiling, bent and straight. Ladders are made of hard pine or oak.

STEEL SHEETS.

The United States Steel Products Co. are offering the Canadian hardware trade through B. & S. H. Thompson &

(Continued on page 59.)

Current News of the Hardware Trade

Business Changes.

Windsor, Ont.—W. J. Douglass & Co. have dissolved, W. J. Douglass continuing.

New Electrical Firm.

Strassburg, Sask:—G. T. Smith and E. J. Azevedo in partnership have started the Strassburg Electrical Supply Company.

New Firms.

Edmonton, Alta.—The Ross Hardware Co. has started business.

Pontoix, Sask.— F. H. Claypole has started a hardware business.

Manor, Sask. — M. F. Thornton has started a hardware business.

Melville, Sask.—E. and Goldie Smith started a hardware business here recently.

Woodrow, Sask.—Harper Bros. have started a hardware and furniture business.

Toronto, Ont.—Woodward Hardware Co. has commenced business at 1378 Queen St. E.

Winnipeg, Man.—Chas. A. Hed, of Minneapolis, has been in the city arranging with jobbers and wholesalers before leaving for Young, Sask., where he is going to locate as manager for the Manitou Service Co. The firm will carry on a heating, lighting and plumbing business.

Fire Losses.

Toronto, Ont.—Fire did about $1,500 damage on the premises of the British American Oil Co.

Vancouver, B.C.—Fire recently did damage to the extent of $1,000 in the warehouse of Wood, Vallance & Leggatt.

Coaticook, Que.—The entire Canadian plant of A. O. Norton, Inc., was destroyed by fire on Dec. 28 with a total loss of $50,000, and with $10,000 insurance.

A carload of finished jacks was saved which will enable the firm to fill orders promptly. A new concrete factory 200 x 60 ft., has just been completed and new machinery is being installed.

Ontario Incorporations.

The Eureka Fence Brace Co., Essex, Ont., capitalized at $20,000, to manufacture and deal in fence braces, steel and iron fence posts, etc.

Canadian Copper and Armour Plate Co., Ltd., Toronto, capitalized at $1,000,000, to carry on the business of foundrymen and metal manufacturers, etc.

Canadian Kennedy Manufacturing and Engineering Co., capitalized at $40,000, to make and deal in rock and ore crushers, mining machinery, hardware accessories, rock and ore crushers, etc., with head office in Niagara Falls, Ont.

Companies Registered.

Carignan & Herbert, tinsmiths, Victoriaville, Que., have registered, J. E. Carignan and Arthur Herbert.

Dorken Bros. & Co., importers hardware, Montreal, Que.; Herman Watler Dorken and Ernest Rudolf Dorken, general partners, and Henrich Boker, special partner, for $40,000 registered.

Moving Quarters.

Lethbridge, Alta.—The Western Tinsmithing Co. will move to 321 Sixth Street on February 1.

Burglars in St. Henri.

Montreal, Que.—The hardware store of Edouard Gougeon, 1876 West Notre Dame Street, was visited by burglars, who secured a small amount of cash, some guns, cutlery, etc.

Yale & Towne Club's Dance.

St. Catharines, Ont. — The Yale & Towne baseball club held another informal dance in Masonic Hall, on Wednesday evening, Jan. 8, when one of the largest crowds of the season was present and spent a most enjoyable time.

Correction.

On page 54, January 10th issue, a paragraph relating to the presentation of a club bag to Thos. A. Treen, was incorrectly placed beneath an item referring to a recent business trip to Quebec, by W. H. Gerke, general manager Martin-Senour Co., Montreal. The items should have read as follows:

W. H. Gerke, general manager, Martin-Senour Company, Montreal and Secretary of the Paint Dealers' Association is at present on a business trip to Quebec.

Thomas A Treen, who for the past fifteen months has been associated with the D. Moore Stove Co., Hamilton, has left for Montreal, where he will in future be identified with the Detroit Stove Works, with headquarters in Montreal. On the eve of his departure for Montreal he was the recipient of a handsome present from the office staff and heads of departments of the D. Moore Company.

Personals.

F. D. Hatch, of the Martin Mfg. Company, Whitby, Ont., was in Montreal last week.

J. E. Brown, of Revillon, Wholesale, Limited, Edmonton, was in Montreal last week.

Adolph A. Seligman, of L. B. Wasserstrom, New York, is spending some time in Montreal.

Mr. Robert Starke, of Starke-Seybold, Limited, is spending a few days at Caledonia Springs.

C. H. Euchler, of the Slaymaker Company, Lancaster, Pa., spent a few days in Montreal last week.

Geo. D. Rite, of the National Brass Company, Walworth, New York, is spending some time in Montreal.

Mr. Leck of the Nelson Hardware Company, Windsor, Ont., is among the visitors to Montreal this week.

T. A. Wugerich, of Charles Parker Company, Meriden, Conn., was calling on the trade in Montreal last week.

John J. Teeple, of Fayette R. Plumb, Incorporated, Philadelphia, was calling on the trade in Montreal last week.

H. L. Brainerd, of the firm of Brainerd Mfg. Company, Rochester, New York, is calling on the Montreal hardware trade.

A. E. Jenckes, head of the Jenckes Machine Co., St. Catharines, Ont., was elected an alderman at the recent municipal elections.

Mr. McRae, representing O. W. Bullock Associates, of Springfield, Mass., was in Montreal this week after a trip through Western Canada.

Edward Lee, of the rail inspection staff of the Dominion Iron & Steel Co., Sydney, N.S., has gone to England for a trip, after which he will move to Pittsburg.

R. M. Watson, manager of the Dominion Cartridge Company, Montreal, left on Wednesday last for a six weeks' trip to Jamaica, accompanied by Mrs. Watson.

G. B. Green, general manager of the General Supply Co., Ltd., Ottawa, and C. R. Medland, manager of the Winnipeg branch, were in Toronto last week conferring with G. B. Harlock relative to business for 1914.

W. H. Brainerd, of the Dominion Cartridge Co., Limited, Montreal, has just returned from a trip through Western Canada and speaks in an optimistic tone of the business outlook both for the middle and far West.

William St. Clair, manager of the St. Clair Bros.' foundry, Galt, Ont., was presented with an engraved gold-headed umbrella on Friday, Jan. 2 by the employes. William Davies on behalf of his fellow-workmen read an address in which he referred to the good feeling existing between the manager and men. William Vrooman made the presentation.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The feature of the market this week has been the large number of price changes. Reductions are noted in many lines. Malleable fittings, rope, lathe yarn, nails, rivets and other lines have been reduced in price.

Linseed oil has advanced and painting materials are firm. The cold snap helped business in some lines. Quite a number of retailers are still taking stock. Orders for spring delivery are being placed freely. There is an improvement in the metal markets. The outlook for a good spring trade is growing brighter.

MONTREAL.

Montreal, Jan. 15, 1914.—Business has been more or less quiet during the past week in the hardware trade. The majority of retailers are still in the midst of stock-taking, and are not ordering to any very large extent, except where absolutely necessary. As a matter of fact, it is stated that orders are not quite up to last year's average, but it seems to be generally agreed that business is improving all around.

It is an ill wind that does not blow somebody good, and hardware dealers in the city of Montreal report that during the week of the water famine the demand for pails and buckets showed a great increase.

Cans were also used to quite an extent as water containers during the period when the water delivery by wagon was not to be depended upon. The colder weather and snow fall in this section of the country has increased the sales of some lines. A larger volume of orders have been received for snowshoes, sleigh bells and hockey sticks. The colder weather has also had the effect of sending in quite a number of orders of a sporting nature for skates. At the beginning of the season there was a lot of talk about a mild winter, and it was thought that a great many retailers bought lightly in this line. At the time of writing it is the coldest day Montreal has seen for fifty years, and is 27 below zero. So the prognostications of the prophets have not materialized, and it is thought that the sales of goods, such as skates and so forth, will be just as heavy, if not heavier, this year than has been during the past seasons. The demand is now commencing for boot calks for lumbermen's use. Of course, it is early yet, and the demand is not exceedingly large, but it has started. In spite of the extremely cold weather, some one or two spring orders have been received, and sap spouts are among these. It will not be long before spring ordering commences in earnest. A very satisfactory trade has been done during the past month by the hardware dealers in the dustless mop line. This is quieting down a little now, and will remain so until spring. The retailers' stocks in this line are said to be light, and others expect big things with the opening of spring. It is gratifying to note the optimistic feeling that everyone has for spring business, and conditions are such that it is not thought that there will be any disappointment.

There has been one change this week, this being in malleable fittings, the discounts on which have been advanced, making the price slightly lower. The following list gives the present prices in comparison with the former schedule:

	New discount.	Old discount.
Elbows, tees & couplings	45%	40%
Bushings	65%	62½%
Plugs	65%	64%
Nipples	80%	77½%
Malleable Unions up to 2-inch	65%	62½%

Flanged unions have advanced slightly in price, the discount now being 60%, against the former discount of 65%.

There has been some reductions in the prices of cordage this week, sisal rope being reduced half a cent to 10½ cent basis. Manila is down to 15c from 16c. Lath yarn is now 9¾c basis, against former price of 10¼c prices. This is for single, the double being half a cent more. There has also been a reduction in the price of iron pipe, as will be seen in the current market quotations.

In the primary metal market things are more or less quiet. Some metals seem to be on the upward grade, while others have the tendency towards the reverse. This, of course, is not a very active time for the metal market, but nevertheless business is being done. There has been one or two changes in prices, and further changes look probable. Lead seems to be going upwards in a very determined manner, while copper seems to be doing just the opposite.

Tin.—Although the London market has been as high as £168 5s., which is 15s. above last week's quotation, at the time of writing, it is now £167 5s. It is up and down almost every day, and really there is not very much change; if anything, the condition seems to be slightly weaker. Business is quiet, and not very many orders are noticed. The Banca sale takes place on the 28th of January, and it is usually found that prices are a little bit lower preceding this sale. It cannot, therefore, be said that any higher price is looked for, while a reduction would not be much of a surprise. The London price for futures is £169 (three months).

Spelter.—There is practically no change in the spelter market from last week. The London quotation is £21 10s., against last week's quotation of £21 7s. 6d; the St. Louis price is $5.10, which is the same as last week. There is a fair amount of business being done, but some jobbers state that there is a certain amount of difficulty in obtaining prices. The market seems to be steadier at the present figure.

Lead.—Lead continues on the upward grade, and this week shows a further advance, both locally and in the London market. Lead seems to be acting very peculiarly at the present time. The American and English lead market do not seem to be working together in a manner which would be expected, while one is going up the other may go down, and they seem to be acting independently of the other. Of course, the markets must come together eventually, but it is rather a peculiar condition at the present time. The London price of lead this week is £19 10s., which is up 10s. from last week's price. This seems

LOWER PRICES ON ROPE.

Pure Manila	15 c. lb. base.
British Manila	11 c. lb. base.
African Hemp	11 c. lb. base.
Sisal	10½c. lb. base.
Lath Yarn, Single	9¾c. lb.
Lath Yarn, Double	10¼c. lb.

to be on account of the scarcity of spot lead in England. Locally the demand is good, and general conditions have had the effect of advance in prices 10c above last week's figure. Lead is quoted locally now at $5.75. It is expected that business will continue good here. People have been putting off buying now for so long that they have to buy now, and, of course, it is well known that everybody buys on a rising market.

Copper.—Copper is still on the down grade, the London price being £62 15s., against last week's quotationn of £63 17s. 6d. It is said that the consumption of this commodity has fallen off to quite an extent, and it is thought possible that prices will go still lower. Last week the local price was reduced 25c. This week again it has been reduced the same amount, and is now $16.50. New York price is now $14.12½.

Antimony.—There is no change in the price of antimony from last week, and there is not very much business reported. The demand appears to be quite limited in this market.

Iron.—There seems to be an improved demand for iron, although things cannot be said to be booming in this market. London now quotes £2 10s. 6d., which is practically the same figure which has ruled for some time. Locally things are about the same, with possibly a little increase in demand.

In the stove and heating business things are not much changed. There is not very much business in the way of installation going on just now, as January is probably the quietest month for this class of business. The sale of stoves still continues in a satisfying manner. The majority of this class of trade is over for the season, although, of course, many sales will yet be made. The cold snap has increased the demand for the smaller lines of heaters, and some nice business has been done here.

TORONTO.

Toronto, Jan. 15.—Quite a number of important price changes have occurred during the past week, the lines affected being rope, nails and poultry-netting.

New prices on paris green have been issued.

Toronto hardware jobbers report that business for the New Year has started off very well indeed, and present indications point to a heavy spring trade.

The cold snap has helped the sale of stoves to a considerable extent and retailers are busy. The long spell of mild weather which continued until a few days ago had a bad effect on the stove business.

The Metal Markets.

The general situation in the metal market remains unchanged. Business appears to be improving and the trade generally are optimistic regarding the future of the metal market.

The only price change during the past week has been in lead quotations.

Lead has advanced 15 cents per 100 lbs. and quotations appear to be firm although the price considered is high.

There is a better tone in pig iron and a slightly better demand. Quotations are unchanged.

There is a fair demand for tin at last week's quotations.

Copper remains quiet, spelter is in fair demand at unchanged quotations. Toronto quotations appear in the accompanying panel.

Change in Netting Quotations.

Poultry netting 2 inch mesh is now being quoted at 60 per cent discount. Prices on one-inch and half-inch mesh appear in current market quotations.

Booking of netting for spring delivery has been very heavy.

Decline in Nails.

Toronto quotations on wire nails are ten cents per keg lower than last week, the ruling price being $2.15 base.

CHANGE IN RIVET QUOTATIONS.

The discount on black iron rivets which was formerly 60—10—10%, is now 75%. The change in price affects such lines as round, flat, countersunk head rivets, etc.

New Prices on Paris Green.

New prices for spring delivery of paris green have been issued and appear in one of the accompanying panels. The prices are slightly higher than those quoted last season.

Decline in Rope.

Quotations on rope have declined one cent per lb. and pure Manila is quoted at 15 cents base; British Manila 11 cents base; African Hemp 11 cents base; Sisal 10½ cents; lath yarn single 9¾c lb.; lath yarn double 10¼c lb.

DECLINE IN PRICE OF NAILS.

Toronto quotations on wire nails have declined 10 cents per keg and the price now being quoted is 2.15 base. Wholesalers report that the nail market does not warrant such a reduction and that the lower quotation will in all probability be short-lived.

Quotations for 1914 on binder twine will not be issued until next month.

The Stove Trade.

The severe weather of the past few days has created considerable activity in the stove trade and retailers report that business has been greatly stimulated.

Manufacturers have received a number of rush orders from outside points. The orders have included ranges, heaters, and furnaces.

There will be a heavy demand for gas ranges before long, and manufacturers are running this department of their business, to full capacity in order to cope with the heavy demand which is sure to follow.

Soil Pipe, Fittings, Etc.

The market for soil pipe was somewhat quiet the latter portion of 1913 and up to date and foundries were closed for a short period. It is, however, encouraging to know that all foundries are expected to be running full blast in the course of a few days.

Indications point to this year, 1914, being a good one for all kinds and sizes of soil pipe and fittings. During the quiet time, equipments have been either over-

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c	lb.
Brazing Metal	26c	lb.
Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	26½ to 28c	lb.
Wiping Solder	23½ to 26c	lb.
½ and ½ Solder	24 to 26c	lb.
Pattern Aluminum	23 to 24c	lb.
Ingot Aluminum 99% pure	19½ to 20½c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	15½ to 16¾c	lb.
Tin	38½ to 43c	lb.
Lead	5.40 to 5.75	
Tinkers' Bar Solder	28 to 29c	lb.

hauled or renewed so as to enable manufacturers to hold their own and fill all demands made upon them, the outlook is indeed very bright.

Soil pipe and fittings up to 6 inch are quoted at 65-10 per cent., Other sizes unchanged.

WINNIPEG.

Winnipeg, Jan. 13.—Travelers are once more on the road, and some satisfactory orders for spring goods are to hand; but on the whole trade can only be characterized as quiet. Business, however, is on a healthy basis, and most people speak with confidence of the future.

Although the most of the West's crop has been marketed, there is considerable grain in farmers' hands, and it is held very firmly, the concensus of opinion being that higher prices will prevail towards spring.

Collections during December were about up to expectations, and are looked to improve during January, and there seems to be no lack of money in farmers' hands. Industrially in the cities and towns there is much lack of employment, particularly of those engaged in the different branches of the building trade.

Building in Winnipeg is for the present practically at a standstill, and business in builders' supplies very quiet.

It is now late in the season for much business being done in stoves and heaters, although since the advent of the present cold snap retailers have worked off quite a few lines that looked like dead stock two weeks ago.

Wholesale paint and glass houses are occupied with inventories just now, and their business is quiet, as is usual at this time of the year. The situation in flax is very strong, and the prospects are that present prices on linseed oils will not hold for any length of time. Turpentine is steady at the advance recently reported.

In metals there is nothing of interest in local gossip. Foundries and structural steel concerns are comparatively quiescent, but there is already some figuring being done on some important structures. Rumor is rife in the city of some big blocks planned for next year, but no definite announcements have been made.

The official announcement of immense expenditure in development of the C.P.R. was welcome news to the West, and foreshadows brisk trade in contractors' tools and in many heavy lines. The immense development of Hydro-Electrical power that is bound to take place during the next few years is also of much interest to the hardware trade. It is certain that electrical appliances will soon have to be a big feature in all hardware stocks, while the demand for copper wire and insulating material is going to enormously increase.

The construction of the Greater Winnipeg water system should not be lost sight of, as it will lead to an enormous outlay in iron and lead pipe and in plumbers' supplies of various kinds.

It will be seen from the above that there is nothing of the nature of a halt in the West's march of progress, and 1914 is likely to be a busy year.

NEW QUOTATIONS ON PARIS GREEN FOR SPRING DELIVERY QUOTED BY TORONTO DEALERS.

	C.P.C. Green.	Paris Green. Berger's
600 lb. casks	18c lb.	19c lb.
250 lb. casks	18¼c "	19¼c "
100 lb. drums	19¼c "	20¼c "
50 lb. drums	19¼c "	20¼c "
25 lb. drums	19½c "	20½c "
1 lb. packages	21½c "	22½c "
½ lb. packages	23½c "	24½c "
1 lb. tins	22½c "	24½c "
½ lb. tins	24½c "	25½c "

SHIPPING FREIGHT TO FLAG STATIONS.

Ottawa, Jan. 9.—Railway companies are justified in refusing to accept shipments of freights, whether in car lots or less than car lots, consigned to flag stations, according to a judgment just issued by the Railway Commission.

"As a railway company has no agent at a flag station to guard the property pending proof of ownership by the production and surrender of the endorsed bill of lading, it is quite justified in refusing to accept shipments to flag stations," says the judgment. It adds:

'It would be convenient in many cases, to both shippers and consignees, if some arrangements could be made to provide for shipments consigned 'to order' being sent to flag stations."

NEW GOODS.

(Continued from page 55.)

Co., Montreal and Toronto, a copper-bearing sheet which is being offered under the brand of "Keystone." It is said to have been demonstrated that a limited quantity of copper introduced into the steel while in a molten condition, produces a steel sheet with good rust resisting qualities.

The copper bearing steel sheets in black and galvanized are claimed to be especially adaptable for roofing and other outside work.

DANCE AT NEW FACTORY.

Brampton, Jan. 10. — There was a house-warming last night at the new factory of the Pease Foundry Company, which recently was removed from Toronto to Brampton and now constitutes one of the largest industries in the latter place. The first annual dance was held, with nearly 300 persons present, of whom 110 were conveyed by special train from the city. The visitors were met at the Brampton station by a brass band and escorted to the new warehouse of the company, which had been converted into a ballroom and artistically decorated for the occasion. The Mayor of Brampton was one of the guests of the evening.

CURRENT NEWS CONTINUED.

Industrial Notes.

Wapella, Sask.—Jas. Franks has removed his hardware stock to new premises in the Bisbin Block.

Toronto, Ont.—J. Owen has recently purchased the hardware business of W. T. Campbell, 1414 Gerrard St. E., Toronto.

Hardware Firm Incorporated.

The hardware firm of Hewitt & Black, Medicine Hat, Alta., which has hitherto been composed of Messrs, J. J. Hewitt and R. C. Black, has just been incorporated into a limited company which will be known as Hewitt & Black, Limited. The new corporation will comprise J. J. Hewitt, R. C. Black, H. S. Doan, Howard Hill, M. Grumaz and Jas. Kellas. All of these gentlemen have been connected with the old firm with the exception of Mr. Kellas. The latter, who will act in the capacity of credit manager, has had a lengthy business experience. J. J. Hewitt originally purchased the business in the fall of 1908 from the R. E. Walton Co., and the business was conducted by him for three years following, when Mr. Black entered the firm, which has since been known as Hewitt & Black, and conducted under the management of Mr. Black.

Methods of Retailing Paints and Varnishes

Making the Spring Paint Purchases

Merchants Are Now Placing Spring Orders—Changes in Linseed Oil Prices — Turpentine Market Firmer—The Situation in White Lead.

DURING the next few weeks a large number of orders for spring delivery will be placed.

With the completion of stock-taking, the hardware dealer turns his attention towards his requirements for the future.

Despite the fact that the outlook in some lines of trade is not as bright as might be desired, there is every reason to expect a large volume of business in the paint line during the remaining months of the present year.

Among the lines to be purchased in advance are ready-mixed paints, white lead, linseed oil, turpentine, varnishes, etc.

The paint market during the past week has shown a decidedly upward trend.

White lead has for some time shown steadiness, but during the past week firmness has been noted.

Pig lead has advanced, and linseed oil has advanced twice during the past two weeks. It is true that pig lead is selling at a high figure, but nevertheless there appears to be a steady demand.

With firmness thus exhibited there is a rumor among some of the larger dealers in white lead that higher prices may be expected.

It is, of course, hard to predict the future of the lead market, but from present indications the market is going to be firm.

Linseed oil has advanced 6 cents per gallon during the past two weeks.

In the Nov. 15th issue of Hardware and Metal, oil was quoted in single barrels at 55c per gallon. In our market reports of that issue we stated that it was the general feeling among those connected with the trade that linseed oil was a good buy.

To-day the same oil is being quoted at 65 cents per gallon in single barrels, an advance of 10 cents per gallon. Manufacturers are now threatening even further advances.

The turpentine market in the South has been exhibiting firmness during the past few weeks, and slight advances have taken place. There will no doubt be further advances here before long.

A short time ago a number of reductions were made in the price of ready-mixed paints.

The question now bothering some dealers is whether or not the lower prices will continue to prevail.

With linseed oil advancing, turpentine and white lead showing firmness, there appears to be only a small chance of any better prices on ready-mixed paints. It is true that if the prices of raw materials continue to advance, there will also be an advance in the finished product.

Retail hardwaremen should study the markets carefully.

From present indications hardwaremen should not be backward in placing their spring orders for a good many of the lines they will require for the paint department.

There is more firmness being exhibited in the paint market at present than there has been for some time past.

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WHAT IS THE WORTH OF MY STORE FRONT?

(Continued from page 45.)

that are paid on other stores and in other localities. Two stores of exactly the same size, located in different sections, will draw different rents. The higher priced one will be the store located on the busier street. The difference in the rent is due to the fact that this store faces on a street where more people pass. Therefore, the larger rent can be put down to the fact that the store has a more advantageous frontage.

If a merchant on this basis is paying $75 a month more for a well-located store, he can figure that he is paying this premium to have his store front on the main street. Is he getting the full benefit of that increased expenditure?

This question is one which every merchant must consider. If a merchant feels that he is not getting the amount of business that his location warrants it is essential that he should find out at once how this can be remedied. Many considerations will come into play — service, quality of stock, advertising, interior store arrangements and the utilization of the store front. It is with the last consideration only that this article deals.

Using the Store Front.

Tests have demonstrated that best results are obtained by utilizing the store front to the fullest extent. If it can be so devised that every square inch of the front will have selling power, the rent percentage will never be too high.

The trouble with the average hardware front is that too much space is wasted. The old-fashioned window allows only limited space for display purposes. What is the first impression that one gets on looking at an old-style store front, with its heavy frame-work and its solidly cased-in door? Undoubtedly one sees the front first, takes in some of the details and, perhaps, turns away. It is only on second impression that the displays are taken in.

With the modern store, the front does not subordinate the display. The open and uninterrupted expanse of plate glass brings the display right out into clear view. And yet the front, though not obtrusive, gives a favorable impression at once. The metal framework, the leaded panes of glass above, combine to make an admirable and attractive setting for the displays.

A modern store front is a standing invitation to enter. It bespeaks efficiency, it seems to tell of the high grade of service offered within. And, more important still, it makes it possible to use every square inch of the front for selling purposes.

An Important Test.

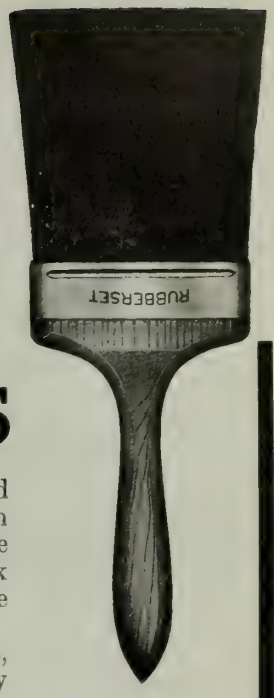
A manufacturer interested in the problems of retail sales efficiency recently made a test of the selling power of certain varieties of store windows. He had measurements of twenty different store fronts made and divided them into four classes according to the number of cubic feet of display space in proportion to the frontage. He then obtained confidential figures with reference to the rents and the sales totals in all the stores. The data thus obtained demonstrated one fact most conclusively; that the larger the area of display space, the larger was the turnover in proportion to rent.

The accompanying chart shows the proportion in which the sales crept up. The advance is marked for both one-window and two-window fronts. Although the scale is different on the styles of store fronts, the information obtained was not complete enough to warrant any comparison of the two styles.



BRUSHES

That are Brushes



And that are not a collection of cut strands that incite wrath and bad temper by the painters who use them. Selling poor brushes might be described as the All Red Route for losing customers most rapidly. It pays to handle brushes that are

MADE BY EXPERTS

Naturally the best brushes on the market are those that have gained their reputation on their merits. No make of brush is better known on the American continent than the *ADAMS*. Your customers will be disappointed if you are unable to supply them. See that your stock is in good shape for the early spring business. Our brush catalogue will be of great assistance to you. Write for it.
Our salesmen are now on the road with our full line of sample brushes, and will be pleased to assist you in sorting up your stock preparatory to placing your spring order.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton



Other Berry Brothers' finishes that have wide popularity among builders and home-owners are:

Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.
Luxeberry Wood Finish—For the finest rubbed or polished finish on interior woodwork.
Luxeberry Spar Varnish—For marine uses and all kinds of exposed outdoor finishing. Never turns white, checks nor cracks.

Use and recommend "Berry Brothers'" varnishes —the kind that makes satisfied customers.

Write for interesting literature on the varnish question.

You Can't Hurt Floors

Finished With Liquid Granite

You need never worry about your hardwood floors or linoleums if they are finished with Berry Brothers' Liquid Granite. Hard usage and frequent scrubbings won't injure this superior floor varnish, and its hard, tough surface will keep your floors looking bright and smooth and glossy for a long time.

It's easy to clean such floors, for dirt and grease don't penetrate Liquid Granite, and are quickly washed off with soap and water.

BERRY BROTHERS

INCORPORATED

World's Largest Varnish Makers

WALKERVILLE **ONT.**

Weekly Market Report---Paints

MONTREAL.

Montreal, January 15.—While it is true that a very optimistic tone prevails among the paint manufacturers at this time, and it cannot be said that the volume of business is very large, this, of course, is only natural at the present time of year. There is very little painting being done in the month of January, and this is probably the slackest month to the retailer in this line. Of course, the very busy time for the manufacturer is now approaching, they are taking orders for spring trade, and the factories will be working to capacity getting ready for spring shipments. The majority of paint concerns, in spite of the talk of hard times, state that in 1913 they did a bigger business than in the year previous. 1914 has started well with advance booking and the feeling is that business will continue to be good. The general opinion seems to be that the first three months of the year will be moderately quiet, but at the end of that time things will have vastly improved and business will be on a very sound basis and that there will be lots of it. During the past two months retailers had not been ordering in very large quantities, and the result will be that when the time comes to place the spring orders that these will be heavier than would otherwise have been the case.

White Lead.

While there is no change in the price of lead, this market is very firm at the present time. Pig lead in England has been going up, and is very firm and this, of course, has the effect of strengthening the white lead market. It would not be a surprise in the near future, if the present trend of prices in pig lead should continue, for an advance in white lead to occur. Dry white lead is now selling at 6¾c per pound, while lead in oil for less than one-ton lots is selling at $8.25, for one-ton lots $8.05 and for five-ton lots $7.55.

Prepared Paints.

Spring booking appears to be as large in volume as it was a year ago, and this is very satisfactory according to the manufacturers. Western business is said to be improving, dealers are placing their orders with a little more confidence, and buying a little more freely than has been the case up to the present. Shipments for present requirements are, of course, very small, but judging from reports received, 1914 promises to be a big paint year.

Putty.

There is not a very large demand for putty in this below zero weather, and while some orders have been filled, the demand is naturally small at this time of year. At the present time building operations are more or less suspended owing to the extreme cold which prevails at the present time, and as a result, the demand for putty is not very great. The prices remain unchanged as follows. Bulk in casks, $2.30 per 100 lbs.; Bulk in drums $2.50 per 100 lbs.; Bladder in barrels $2.80 per 100 lbs. There is, of course, the usual advance of 70c per hundred for pure putty.

Linseed Oil.

The market for linseed oil is very strong at the present time. The demand appears to be good, and while, as a rule, it is possible to obtain two or three and sometimes four prices on this commodity at the present time every quotation is the same at 60c for raw, and 63c for boiled in single barrel lots. The demand has increased during the past few weeks, and an advance in the near future is not by any means out of the question, in fact, it looks quite possible under present conditions.

Glass.

There has been a certain amount of business done in glass, but it has not amounted to anything very great. Prices remain unchanged.

Turpentine.

The demand here has improved, and the price is very firm at 64c per gallon in single barrel lots. While no word of an impending advance has been heard here, at the same time an advance is far more likely than the reverse.

Gasoline.

The amount of business being done here is just about the same, and the market shows no outstanding features. The prices remain unchanged and firm.

TORONTO.

Toronto, Jan. 15.—Linseed oil has taken another advance in price. Last week's issue stated that members of the trade were of the opinion that oil would go still higher, and their opinions were well founded.

Another jump of 3 cents per gallon has taken place. This makes an advance of six cents per gallon during the past two weeks.

Turpentine remains unchanged at present but it is almost safe to predict an advance of 2 cents per gallon by the end of this week.

The lead market is showing firmness.

Prospects for spring business are very bright and a good year's business is expected during 1914.

Stock-taking among the retailers is drawing to a close and a good number of spring paint orders will be booked during the next few weeks.

Linseed Oil.

An advance of 3 cents per gallon is recorded in the price of linseed oil. This is the second big advance during the past two weeks and manufacturers are threatening even higher prices.

The flax market has been on an upward trend and is very firm.

Toronto quotations now are:—

Raw Linseed Oil, 1-2 barrels....	65c gal.
Raw Linseed Oil, 3-5 barrels....	64c gal.
Raw Linseed Oil, 6-9 barrels....	63c gal.
Boiled Linseed Oil, 1-2 barrels..	68c gal.
Boiled Linseed Oil, 3-5 barrels..	67c gal.
Boiled Linseed Oil, 6-9 barrels..	66c gal.

Turpentine.

Toronto quotations on turpentine are unchanged, but an advance of 2 cents per gallon is expected during the next few days. Present prices are as follows:—

Turpentine, single barrels.....	66c gal.
Turpentine 2 to 4 barrls.....	65c gal.
Turpentine, 5 gal. lots.....	73c gal.

White Lead.

Firmness is exhibited in the lead market and there are hints of the possibility of higher quotations. Orders are still being booked for delivery up to May 15 at the following prices:—

5 ton lots, $7.90 per 100 lbs.

1 ton lots, $8.20 per 100 lbs.

Less than ton lots, $8.40 per 100 lbs.

Glass and Putty.

No change has taken place in glass or putty quotations. There is a seasonable demand for both lines. Quotations on putty appear firm at present.

Prices are shown in current market quotations.

Calgary, Atla.—Comer Hardware Co. are reported having sold out.

Bradford, Ont.—Watson, Limited, Toronto, makers of wire screening, etc., have built a plant here, and are now moving the old machinery in. No new machinery has been purchased yet. Operations on present lines are to be extended. The Company was known in Toronto as the Watson-Smith Co.

BACK of EVERY CAN YOU SELL



IS the house of Brandram-Henderson, Limited, known throughout the Dominion for the making of paints conspicuous for beauty and durability—the qualities that give selling force and make it worth while for the Dealer to handle

B-H "ENGLISH" PAINT

It is an admitted fact that the surest and safest way to build up a paying business is by handling only products of real and **known** merit. Now and then you may have to deal with a customer who considers first cost solely, but most people know that when they pay less they get less, and do not hesitate to pay a fair price for a good article, knowing they will get their money back, with interest, in the long run.

In selecting your stock, never forget that B-H "English" Paint has an established reputation. It is not a new thing, but a paint that has proved its value time and again, hence it affords a sure basis for developing a lasting trade. You may sell a cheap, doubtful paint to a man once, but you are not likely to sell the same thing to the same man again, whereas with B-H "English" Paint the first sale always leads up to a second, based on the demonstrated value of the paint when the buyer puts it to the test of actual service.

This is the logical reason why it would pay you to handle B-H "English" Paint, and as a preliminary step, write us for details of our agency proposition and our dealer's selling helps.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3¾ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge..... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS. VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lbs.	
Casting ingot	16 75	16 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1	21 00	21 00
Canadian Foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00
Galvanized—Apollo D.	Crown	Ordinary
18x24x52	4 45	4 75
60	4 70	5 00
20x28x30	8 90	9 50
20x28x80	9 40	10 00

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

STANDARD WROUGHT LAPWELD PIPE.

Buttwelded.

Size.	Black.	Galvanized
¼-⅜ inch	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 03
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapwelded.

Size.	Black.	Galvanized
2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	31 75	44 45
5 inch	37 00	51 80
6 inch	48 00	67 20
7 inch	67 83	94 01
8 inch	71 25	98 75
10 inch	99 75	138 25

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.
Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 11¼
Light copper & bottoms	0 10¼	0 09¾
Heavy red brass	0 10¼	0 10¼
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06¼
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 45
Imported pig, per 100 lbs.	5 65	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lbs.	6 25	5 45

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50
"Allaway's Best" Standard Quality.		
I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	....	7 50
XX, 14x65, 50 sheet bxs.)		

TINNED GOODS.

12x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

-in. mesh, 19 w.g., 60 per cent. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-inch x 22 ga. x 12-inch, roll	$3 00
½-inch x 22 ga. x 18-inch, roll	4 38
½-inch x 22 ga. x 24-inch, roll	5 65
½-inch x 22 ga. x 30-inch, roll	6 90
½-inch x 22 ga. x 36-inch, roll	8 20
1 inch x 20 ga. x 12-inch, roll	1 50
1 inch x 20 ga. x 18-inch, roll	2 10
1 inch x 20 ga. x 24-inch, roll	2 70
1 inch x 20 ga. x 30-inch, roll	3 25
1 inch x 20 ga. x 36-inch, roll	3 80
1 inch x 20 ga. x 48-inch, roll	5 10

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.85 per 100 sq. ft.; in 50-ft. rolls, $1.90 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

Minerva Co-operation Is Real

How is your paint stock? Does it hang fire and stick on your shelves?
The full margin of profit in your paint department can only be realized by handling a good clean-cut quality stock, of known reputation and backed by common-sense help in direct support of your business, **the kind of co-operation that counts.**
Feature—**MINERVA PAINTS**—the famous British Brand, and watch your paint sales grow.
Ask any Minerva agent for his opinion.
We will be pleased to supply their names on request. There are hundreds with daily increasing sales.
You should know about our 1914 campaign. Write for details.



PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.
MINERVA HOUSE 377 Carlaw Ave., TORONTO
Established in England in 1834
Y-67



It's Re-Orders That Pay

The profit that comes from repeat orders — the profit that comes from satisfied customers is the cumulative profit that builds business. The Martin-Senour Full Line of Paints and Varnishes include a consistent and complete assortment of worthy products, which produce the kind of satisfaction that wins good-will and brings repeat orders.

Back of this quality and service is a selling force everlastingly creating a demand for the goods—our big **nation-wide** advertising campaign for 1914 is built on original, modern, progressive, business-getting principles, and includes all the various good methods for impressing consumers with the merits of Martin-Senour Paints and Varnishes, and leading them to the stores of our dealer-agents.

If you are interested in quicker and easier sales—sales that leave you a generous profit and the assurance of more future business, make the first step toward becoming the leading paint dealer of your community by writing us for particulars of our Agency Proposition.

THE MARTIN-SENOUR CO.
LIMITED
PAINTS & VARNISHES
MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Millo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅝ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅝ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅝ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney. 0 65
Pitch, Scotch, per 100 ..... 1 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 3 90
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 90

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" " adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 80
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 51
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 65
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1 lb. 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ¾-inch, per gross.... 8 00
" " ⅞-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1¼-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 80
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 60
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 85	1 70
8 in., doz. prs.	2 10	1 60
10 in. doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.00; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6.000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¾ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2¾	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 15c ft.
Ontario .... 15c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.90	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.86
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.90
32 .... 4.16
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each $0 80
10 ft., each 1 00
12 ft., each 1 20
14 ft., each 1 54
16 ft., each 1 76
18 ft., each 1 96
20 ft., each 2 40
22 ft., each 2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each ....$1 50 14 ft., each $4 20
8 ft., each .... 2 00 16 ft., each 4 80
10 ft., each .... 2 80 18 ft., each 5 40
12 ft., each .... 3 00 20 ft., each 6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 80
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 80
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 35
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 60
Carpenters', round hickory, 6 in., per doz. 1 80
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 18 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 80
Axoline brass cleaner, 100 in pkge 6 80

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Heinisch Tinner Snips

"The Tinner's Favorites"

The Vulcan Snip is of exceptional quality. It is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
The high quality is the result of the great care exercised in selecting materials, and the tempering which is done by experts.
Our line of Trimmers, Tailor's Shears, Tinner's Snips, etc., are of the same good quality.
Our firm name is found on all our tools — it is a guarantee of complete satisfaction.
There is a good margin for profit.

The "Vulcan"



R. HEINISCH'S SONS CO., NEWARK, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OIL CANS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00

MACHINE OILERS.

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 80

ROPE AND TWINE.

Sisal rope 0 10½
Pure Manila rope 0 15
"British" Manila 0 11
African hemp 0 11
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 09¾
Lath yarn, double 0 19¼
Sisal bed cord, 48 feet, per doz.. 0 72
Sisal bed cord, 60 feet, per doz.. 0 90
Sisal bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3ply twine.... 0 26
Wrapping cotton, 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¾c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 3 40
Common, plain 4 25
Common, plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs. 2 35
Solid, 3 to 30 lbs. 1 65

SASH CORD.

No. 9, per lb. 0 50
Sash Chain, No. 2, hd. ft. 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H.,	bright and steel.	85 10 7½	10
"	R.H.,	bright	80 10 7½	10
"	F.H.,	brass	75 10 7½	10
"	R.H.,	brass	70 10 7½	10
"	F.H.,	bronze	70 10 5	10
"	R.H.,	bronze	65 10 5	10
Drive screws			65 10 5	10
Set, case hardened			60 10	
Square cap			50 and 05	
Hexagon cap			45	
Bench, wood, per doz.			$5 00	
Bench, iron, per doz.			4 25	

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 5 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 13
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

			Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.			3 50	4 00 5 10
No. 2, 6 in., 7 in., 8 in...			2 50	3 10 3 50
Hindostan		per lb.	0 06	0 10
"	Slip	"	0 15	0 20
"	Axe	"	....	0 16
Deer Creek		"	....	0 10
Weerlick		"	....	0 25
"	Axe	"	....	0 15
Oily White, 6 in., 7 in., 8in., doz.			6 00	6 80 7 60
Arkansas		"	....	1 50
Water-of-Ayr		"	....	0 10
Scythe		per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 89 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 78 50
Challenge 511E 84 00
Gem 141 .... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28 in..	0 70
" " "	34 in..	1 00
" " "	36 in..	1 25
" " neckyokes,	36 in..	1 25
" " doubletrees,	40 in..	0 85
" " lumbermans,	44 in..	0 90

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors', 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 60	0 90
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders, 50 and 5 per cent.
Steel fry pans, 60, 20, 10, and 5 p.c.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 90

Toasters, 50 per cent.
Fire shovels, 50.

MOPS AND IRONING BOARDS.

Mops, per do z.....	1 20	1 80
Folding ironing boards	16 25	18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	6 60
With rim, 18x28, per doz.	7 20
With rim, 20x30, per doz.	7 80
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 80
Without rim, 20x30, per doz.	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

Stephens

READY MIXED PAINT

is so steady a seller that you owe it to yourself to stock it.

Made from the purest of ingredients by experts, it brushes out so well that it is very economical in use and it gives such a splendid service that it becomes a recommendation of you to your customers.

And then there's the profit side as well. Let us tell you about our agency proposition.



G. F. Stephens & Co., Limited, WINNIPEG, CANADA
Branch at Calgary, Alta.

Over half a hundred years of paint production

has brought us to the point where we can unhesitatingly recommend Jamieson's various Paints to be unsurpassed for the particular work for which they are manufactured.

The dealer is protected

because this recommendation amounts to a guarantee on every drop of paint that goes out of our factories.

We want to talk over the paint proposition with you. How about it?

R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. Dods & Co., Limited

Montreal **Vancouver**

IRONING BOARDS.

Size 12x60 ins., per doz	7 20
Size 14x60 ins., per doz	8 40
Folding, 12x60 ins., per doz	16 50

SLEEVE BOARDS.

Basswood, stationary, doz	1 50
Folding, per doz.	3 60

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
Litharge, flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 34½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake 0 10	0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb.	0 19¾
In 50 & 100 lb. drums, per lb.	0 20¾
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts., 100 lb. in cs., lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs., lb.	0 23¼
In ½ lb. pkts., 100 lb. in cs., lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per Gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 65
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 85
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	64	66
Linseed Oil, raw, single barrels	59	62
Inseed Oil, 3 to 5 bbls.	56	61
Linseed Oil, 6 to 9 bbls.	55	60
Linseed Oil, boiled—		
single bbls.	60	65
3 to 5 bbls.	59	64
6 to 9 bbls.	58	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Star.	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 80

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 66	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Royal Oak, $3.00 dozen.

AUGER BITS.

"Irwin" bits, 45 per cent.; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 point, $1.95 f.o.b. Fort William, $2.30 Winnipeg; Glidden 2 pt., $1.82 Fort William, $2.15 Winnipeg; Baker 2 pt., $1.80 Fort William, $2.12 Winnipeg; Waukegan 2 pt., $1.80 Fort William, $2.12 Winnipeg; Alberta 2 pt., $1.80 Fort William, $2.08 Winnipeg; American special 2 pt., $1.45 Fort William, $1.70 Winnipeg; Plain twist, $2.80 Fort William, $3.20 Winnipeg; Coil spring, No. 9, per 100 lbs., Fort William, $2.20; Winnipeg, $2.60. Price quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 37½c per lb. Tinned, 30c.

CROWBARS.

4½c per lb.

CANADA PLATES.

Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.35; 8 inch, $4.60.

CLEVISES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 70 and 12½ p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

16 gauge, $3.85; 18 gauge, $4; 20 gauge, $4; 22 and 24, $4.10; 26, $4.25; 28, $4.50; 30 or 10¾ oz., $4.75.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.
Full boxes, 25c lb.; less quantities, 26c lb.

SCREWS.

Bright iron round head, 80, 10 and 5 p.c.; flat head, 85, 10 and 5 p.c.; round head, brass, 70, 10 and 5 p.c.; flat head, brass, 75, 10, 5 p.c.; coach, 60 p.c.

STAPLES.

Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 75c.

DRY COLORS.

White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in barrels, 3½c; less quantities, 4c per lb.; Blue Stone, $6.25 per cwt.

PUTTY.

Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.75.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

Capewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, $3.00; No. 9 and larger, $2.78.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 60 per cent.

IRON WASHERS.

Full box, 35 p.c.; smaller lots, 30 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70.

LOGGING CHAIN.

5-16 in., $6.25; ⅜ in., $5.25.

LANTERNS.

Cold blast, per doz., $7.25; plain, $2; coppered, dash, $9; plain, $9.25 doz.

POULTRY NETTING.

52½ per cent.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

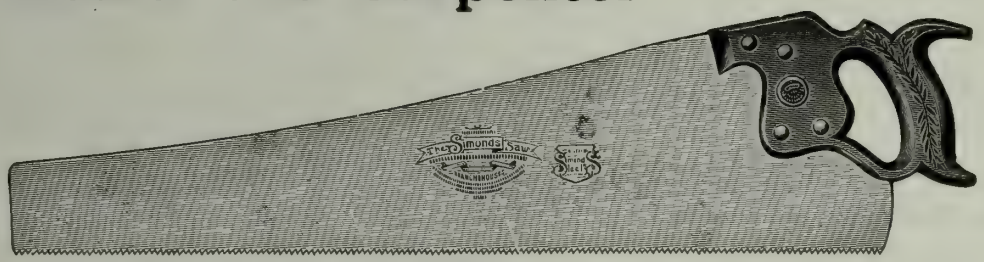
Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO

Simonds Best for Dealer and Carpenter



Carpenters in Canada want saws that will cut easy, and remain sharp a long time. Good steel gives these qualities to a saw. Simonds Saws are made of Simonds Steel and are absolutely guaranteed.

Dealers want a fair profit. Prices are established on Simonds Saws which give this profit. Place your order with your Jobber, or write us for catalog and discounts.

Simonds Canada Saw Co., Limited

St. Remi St. & Acorn Avenue
MONTREAL, Quebec

VANCOUVER, B. C. ST. JOHN, N. B.

The Popularity of Your Store

depends mostly on the Stock you carry. Talking of **paint,** there's no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paint and Varnishes have been made right and have proved their ability to **stay** right. Color and quality are fixed.

Ramsay's Complete line **"is"** complete and that's the line of paint for you to carry if you would make yours the most popular paint store in town.

Ramsay's Paint

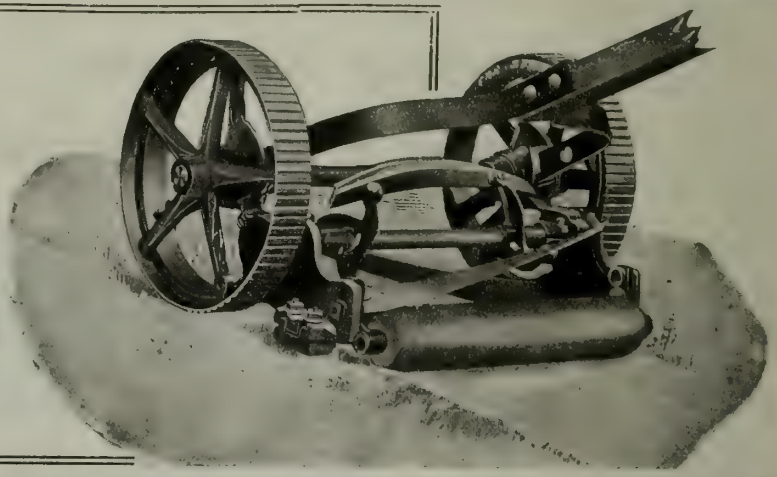


A. Ramsay & Son Co.
Montreal
Paint Makers Since '42

1914 Booking

Now is the time to place your orders for lawn mowers.

We have lines that will pay you a splendid profit and give your customers complete satisfaction.
Write to-day for full particulars.



Thos. Birkett & Son, Limited
Wholesale Hardware Merchants
Ottawa, Ont.

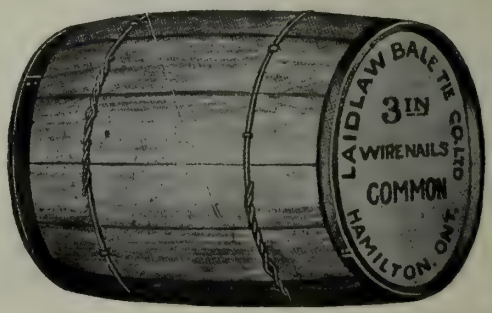
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON
GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.



PROTECTION

Here are represented two guardians, well known for the protection they give to property owners.

We want to interest you particularly in the Canada Paint Proposition, for it has to do with Property Owners as well as Paints and Varnishes. Our plan is to co-operate with you in making your paint department a success, and by bringing people, who use paint, to your store, your entire business will bring you increased returns.

Canada Paint embodies all the advances in paint manufacturing during the many years that Ready Mixed Paints have been on the market. All the raw materials in Canada Paint are of tested purity. In order to control the quality of our linseed oil, we press, filter and age this most important ingredient ourselves. Canada Paint is made according to scientific formulae, which have been tested by practical paint men, and which, we believe, produce the most durable paint it is possible to make. Our reputation for satisfactory finishes extends throughout our entire line of paints, varnishes, stains, enamels, colors, linseed oils, etc.

There is a CP finish for every use the painter, decorator, property owner, manufacturer and industrial corporation can have, to protect and beautify the thousand surfaces which depend for their finish on such products.

We have the right quality goods, and are out for larger business this year than ever before. By co-operating with aggressive paint dealers, we know we can do more business and help you increase yours as well.

Before placing your stock order for the spring, allow our Representative to go over the Canada Paint proposition with you. It will be a courtesy we appreciate very much, and will put you under no obligations.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

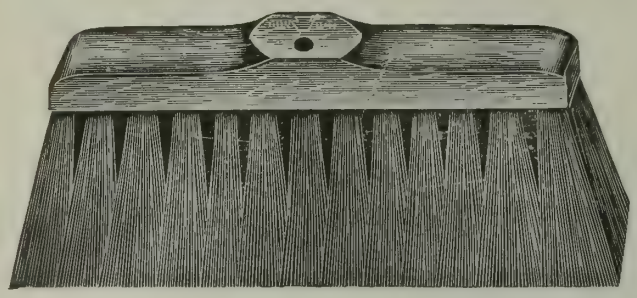
Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

	Name of Brand:
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company
100 William Street, New York, N.Y.



STABLE BROOMS

are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

TESTS AND TESTIMONIES

Both given by Consumers and Maple Leaf Agents PROVE THAT

MAPLE LEAF Paints and Varnishes

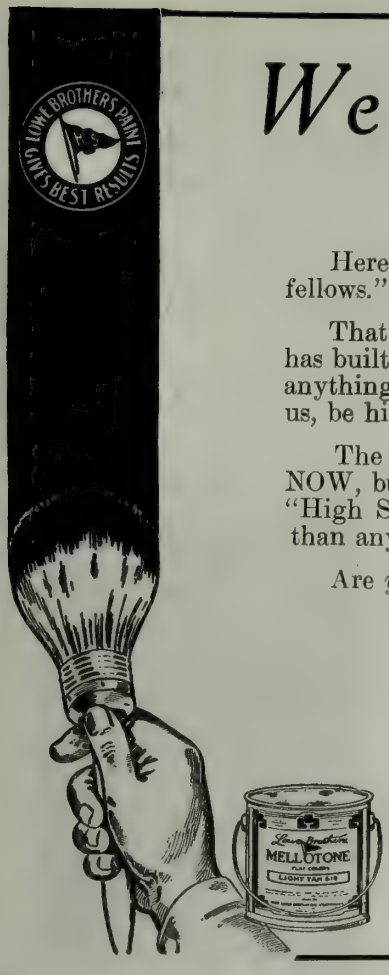
Make Good Because They're Made Good

We will willingly send you copies of testimonies along with our Agency proposition. Free samples will go along with them if you will take us up on this offer by mailing a card to-day.

FINISHES THAT ENDURE
M L
QUALITY

Our Maple Leaf Decorative Aid Department has a nice co-operative advertising proposition awaiting your enquiry. Drop us a line about it to-day.





We Want the "Brightest-"

-even if he isn't the "Biggest"-

Here and there an impression prevails that Lowe Bros. "are only after the big fellows."

That's a fact—but there's more than one way to measure bigness. The man who has built up a big business and now wants to rest on his oars, doesn't want to hear anything new, doesn't want to build for to-morrow—that man is *not* the man for us, be his business ever so big.

The man we want to do business with may do a comparatively small business NOW, but he must be the type that wants to grow big and grow right. Lowe Bros.' "High Standard" proposition will honestly do more to help him realize his ambition than any paint offer he ever heard of.

Are *you* the man? To-day is the day to write us.

Lowe Brothers LIMITED

TORONTO, Ont.

Lyon Monkhouse, Limited
WINNIPEG

The Johnston Varnish Co., Limited
VANCOUVER

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

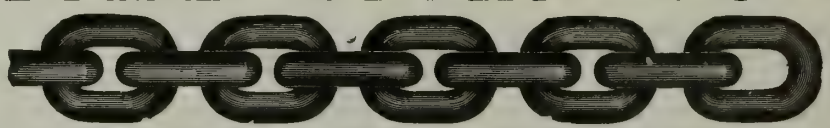
Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.



No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

STILL'S
Ash Pike Poles

The Lumberman's favorite. Made of the best Canadian White Ash. The most reliable Pike Pole made. Stock Still's.

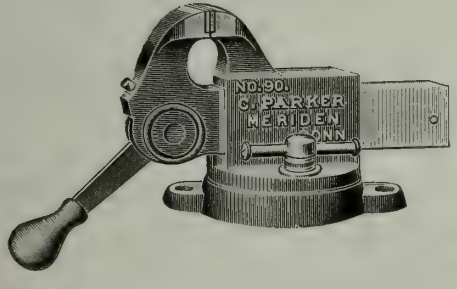
Write for prices.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

The "PARKER"
Improved Quick-Action Swivel Vise

Saves Time and Labor



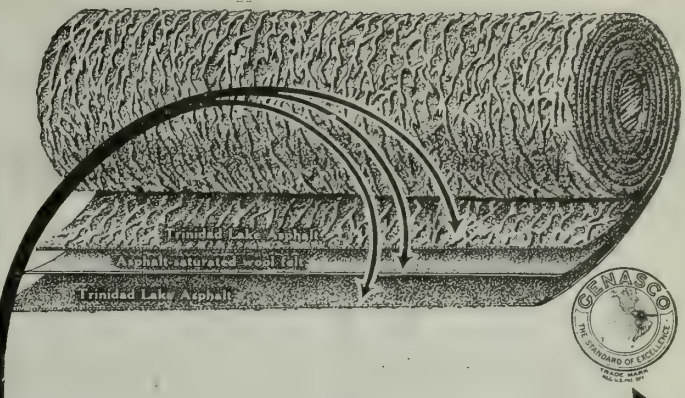
Made of a special blending of steel and best iron, which adds materially to the life of the tool.

All parts are interchangeable.

Write for catalogue to-day.

The Charles Parker Co.

Meriden, Conn., U.S.A.



Trinidad Lake Asphalt gives roofing lasting life

It is natural asphalt and has natural oils that keep it pliable and give it resistance to all kinds of weather. It is Nature's everlasting waterproofer—and we use it to make

Genasco
THE TRINIDAD-LAKE-ASPHALT Ready Roofing

You know the benefit, Mr. Merchant, of selling roofing that is sure to give satisfaction.

This is the roofing!

Stock it and give yourself a square deal, as well as please your customers.

Good as Genasco is, the Kant-leak Kleet (which waterproofs the seams without cement) makes it more-to-be-wanted than ever.

Order from your jobber.

Write us for samples and full information.

The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing

PHILADELPHIA

NEW YORK **SAN FRANCISCO** **CHICAGO**

Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto. Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden & Co., Ltd., 200 York St., London, Ont. The Canadian Asphalt Co., Ltd., Winnipeg, Man.

Trinidad Asphalt Lake



The WHITE MOP WRINGER



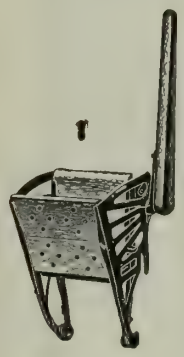
is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.

Winnipeg

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

The Ideas That Create.

Why Business Men Are Big

The series of family sketches, running in MacLean's Magazine, are constructive timbers for the aspiring man to-day. If you have read the charming stories of the Oslers, the Denisons, the Bordens, the Allans, the Molsons, the Merediths, or the Prices, you will want to see in the February Number how the Gooderham qualities, laid by the Canadian founder of the family, have made and influenced the course of their subsequent business growth.

These descriptions are entertainingly written. The facts are obtained by a close personal study by the writers. The descriptions are not a fulsome screed on family virtues. They dip into and examine, commend or condemn as the point in question best appeals to good judgment. They take the reader for a pleasant biographical jaunt with the bypaths and lanes of personal endeavor and struggle, and point out to him the forces that contribute powerfully to the uplift of various members of the business or professional world.

The character sketches of Canadian people are masterpieces. You read in the January issue the meteoric rise of McCurdy, M.P., of Nova Scotia; The Poise of a Fraser,—Canada's Auditor General, a Conservative Liberal, in Blackadar of Halifax; or Culture in Professional Life—a sketch of J. Murray Clark, K.C.

In February, the enthusiasm that has made Wm. McMaster the latest addition to the directorate of the Bank of Montreal will attract and hold.

This series by Frederic W. Wile, Berlin correspondent of the London Daily Mail, on the great business and professional men of Germany, is alone worth any business man's attention. Von Tirpitz—the builder of the German Navy, in the January issue is followed by Von Bieberstein, the man who inspired the famous Kruger telegram in the February number.

The REVIEW OF REVIEWS section of the magazine culls gold from the literary wash of every country and interest. This alone is invaluable.

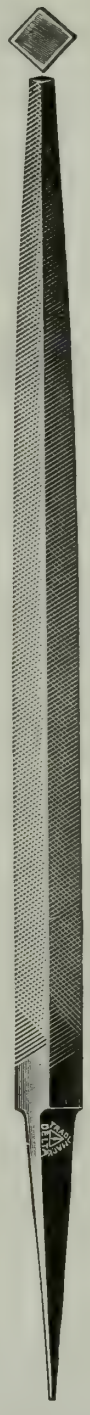
From four to six short stories. A humorous serial by Canon Hannay, and plenty of illustrations, conclude the attractions of an excellent magazine for busy Canadian men and women.

If you are not already a reader of MacLean's Magazine, we can commence your subscription with this issue. Send your name and address on a post card and have your copy sent at once.

Single copies 20c. *For one year $2.00.*

The MacLean Publishing Co.
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stocking up with goods that will give your customers the greatest amount of satisfaction, that will bring you the most lasting good-will—is nowhere more difficult of solution than among your file stocks.

No other article that you sell gives the consumer more chance to make comparisons as to wear - resisting and good - performance qualities. No other article has the power to bring dissatisfaction back to you more damagingly than poor files.

Make clean-cutting, long - lasting, crucible steel

Delta Files

the solution to the problem of your file stocks, for with them you can safely trust your reputation as a dealer—of the best.

Their fast-cutting and long - service - giving propensities make your customers so satisfied that Delta Files become a testimonial for **you** every time they're used.

Order from your jobber or from us direct, but remember that this mark

TRADE MARK
DELTA

Safeguards dealers and customers everywhere.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
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Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
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Write for Catalog and Prices

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goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

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Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

A NEW SNIP

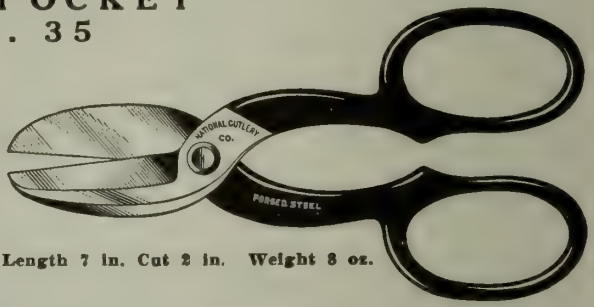
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SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY

NATIONAL CUTLERY CO., - - PHILADELPHIA

MAKERS OF NATIONAL SHEARS AND SNIPS

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A Big Demand and a Most Desirable Profit

Come from Handling

"NORCROSS" Cultivator-Hose and Weeders

These tools take the place of the ordinary hoe, work easier, faster and with better results—and they cost no more.

"Norcross" Cultivator-Hoes and Weeders are **like a human hand,** the fingers of which work closely around the delicate plants without injuring them.

We have been manufacturing these goods exclusively for over 20 years—and they show it. We guarantee them to outclass all imitations on the market.

Write for descriptive circular and prices.

C. S. NORCROSS & SONS, BUSHNELL, ILLINOIS, U.S.A.

Patentees and Sole Manufacturers

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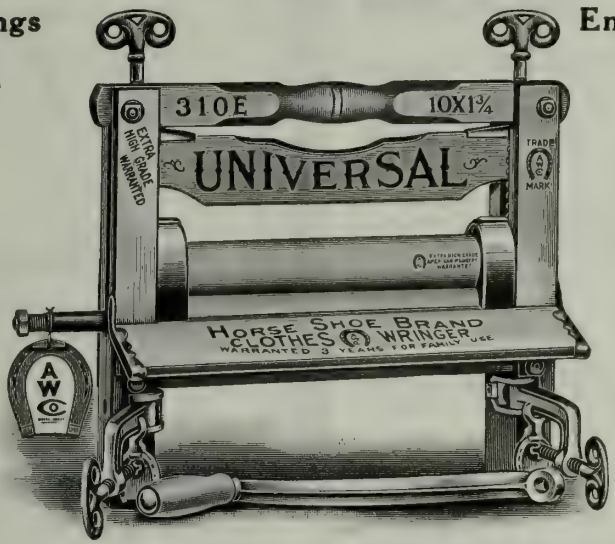
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

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BIRMINGHAM, England LIMITED

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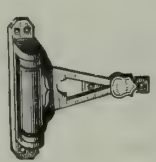
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



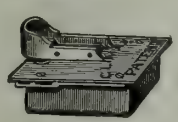
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 5/9
4 " 10/-
5 " 14/-
per pair.

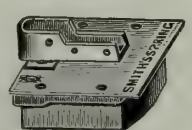


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

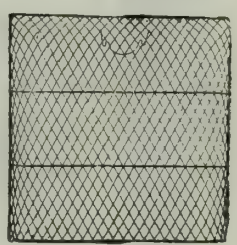
We are headquarters for

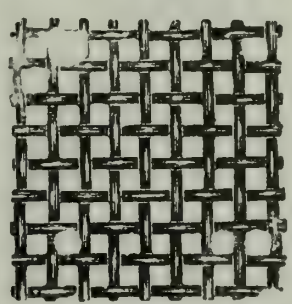
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You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

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D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON



The Langdon Acme Mitre Box

This is the Mitre Box, the accuracy of which we **guarantee** when equipped with saws fitted by us.

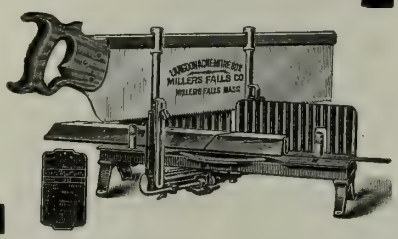
Instantly adjustable to any angle, and made with extra long saw guides that insure steadiness and accuracy. Saw supports have automatic catch for suspending saw and locking lever for securing saw at any required angle.

Made in three sizes for saws ranging from 22 in. to 30 in. This Mitre Box is the product of our long experience in making mitre boxes, and is unexcelled in every quality valued by practical men.

Ask us for details and prices.

MILLERS FALLS COMPANY

28 Warren Street, NEW YORK



SHEET ZINC

PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

B. & S. H. THOMPSON & CO., Limited

TORONTO MONTREAL WINNIPEG



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

A Dealer's Proposition

of exceptional interest to live hardwaremen is that of the

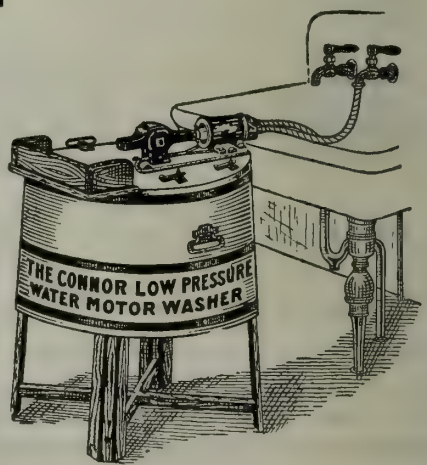
CONNOR LOW PRESSURE Water Motor Washer

This washer lives up to its name—running efficiently on a pressure as low as 20 lbs. Women all around you are waiting for just such a washer. By getting in on this early you will secure the cream of the trade in your district.

We have a dealer proposition that will "look good" to you. Write for full details.

J. H. CONNOR & SON Limited

OTTAWA ONT.



Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

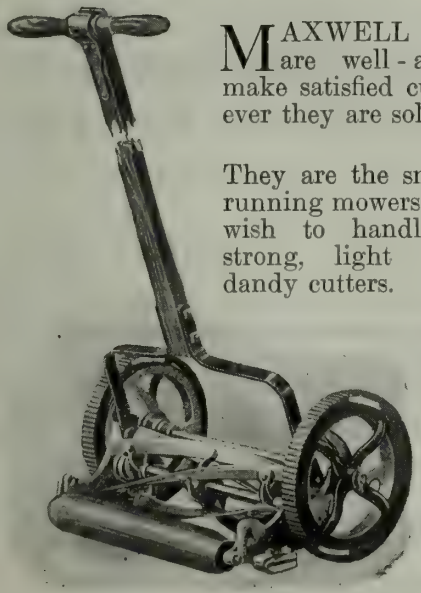
THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

Place your orders NOW for

MAXWELL'S Lawn Mowers



MAXWELL Lawn Mowers are well-advertised and make satisfied customers wherever they are sold.

They are the smartest, easiest-running mowers you could ever wish to handle — well-made, strong, light to push and dandy cutters.

Made in all sizes, with 8 to 10-inch wheels, and with either 3 or 4 cutting blades. Now's the time to place your order for 1914 trade. Maxwell Mowers mean easy profits!

WRITE TO-DAY FOR CATALOGUE

DAVID MAXWELL & SONS, St. Mary's, Ont.

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"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

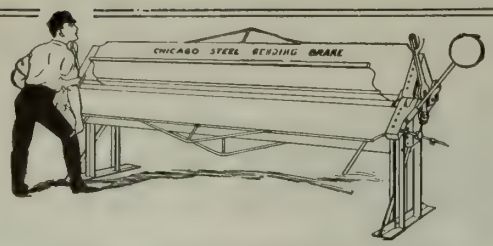
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Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:

Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a ——— brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

ARCTIC METAL

FOR COOL BEARINGS! IT'S RELIABLE.

Babbitt your journals with

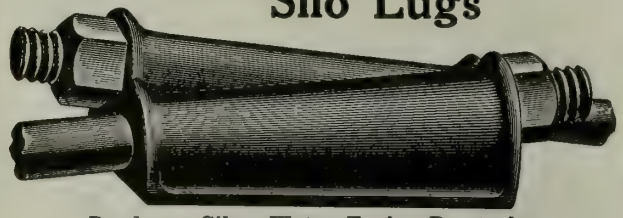
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The wearing qualities will prove to you that Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

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Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

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OTTERVILLE, ONTARIO

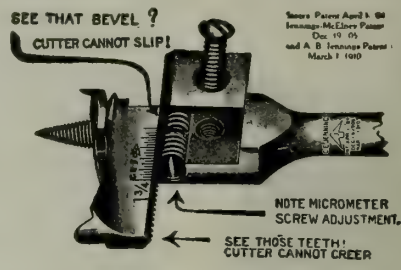
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RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

The Greatest Invention Ever Made in Wood Boring Tools

By means of the micrometer screw adjustment the cutter can be adjusted to 1-1000 of an inch and once adjusted will bore any number of holes and each hole will be exactly the same size, both top and bottom.



Made in two sizes:

No. 1—cuts from ⅞ to 3 in.

No. 2—cuts from ⅝ to 2 in.

Both furnished with two cutters.

Canadian Quality Saw & Tool Works

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Ford—The One Best Bit—Ford

It's always the same RELIABLE FORD never fails, always satisfies.

Ford Auger Bit Co. **Holyoke, Mass.**

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

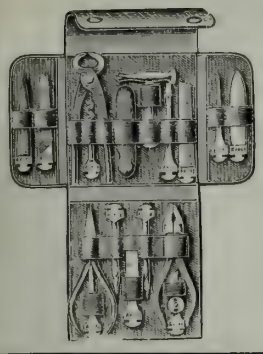
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BONSA BRAND
FINEST CUTLERY

Specialty:

BONSA TOOL PADS
in Leather Cases

Most useful for the Handy Man, Motorist, Electrician or Machinist.

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Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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New York, N.Y., U.S.A.
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THE LARGEST PRODUCER & SHIPPER IN U.S.A.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

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We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers. All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

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HAMILTON, ONT.

Revolving CASES

A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by



American Bolt & Screw Case Co.
DAYTON, OHIO.

BRASS CORNICE POLES and FITTINGS.
CURTAIN RODS and FITTINGS.
STAIR RODS and EYES, STEP PLATES.

Write for samples and prices.

G. B. BIRCH
The Cheapside Brass Foundry
BIRMINGHAM, ENGLAND.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.
99 ONTARIO STREET TORONTO, ONT
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

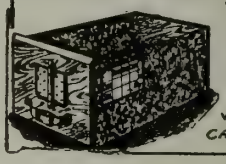
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

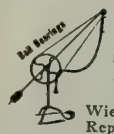
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White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.





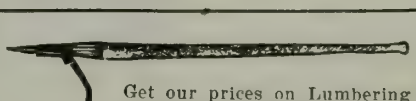
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
P. KYLE
MERRICKVILLE, ONT.

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

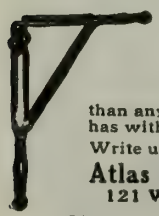
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



"Hardwaremen, your Skating Rink should have a
J. & R. Ice Scraper
It cleans off Snow and water, saves time and expense, write for a circular and prices.
James & Reid
Sole manufacturers
Perth, Ont.



The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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The
CONDENSED AD.
PAGE
WILL INTEREST YOU

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



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Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE
Smoothest and most pliable made
Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.
The Western Wire & Nail Co., Limited, London, Ont.

LONDON
HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer, intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
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Sales Agents, Ontario, Baines & Peckover, Toronto, Manitoba, Bissett & Loucks, Ltd., Winnipeg, British Columbia, McPherson & Teetzel, Vancouver

BAR IRON

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

PEASE IDEAL STEAM BOILERS

Write to-day for Catalo gue and Prices
Pease Foundry Company
LIMITED
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

Impressions from Counterfeit Places and Things

¶ In our great cities—and in smaller towns as well—we find a form of sickly anti-naturalism which seems to overtake at least 80% of the race, and which is manifested everywhere in arrested development. While arrested development is most conspicuous in the country and in small country towns—the glamor of life—the artificial side—is pursued in greater degree in larger towns and cities, because of the conditions which make this glamor and artificiality possible.

¶ After we permit ourselves to drift into an unhealthy physical and mental state, we find that it is easier to follow the sickly imitations and follies of life, than it is to adhere to the higher laws and principles that govern our nobler instincts. The physical and mental change which makes this attitude possible is similar in every sense to the organic change that takes place after the formation of a drug habit. It requires, perhaps, a period of two years to trade our healthy instincts for the deadly drug of pretense and glamor—for the poison of the superficial and artificial.

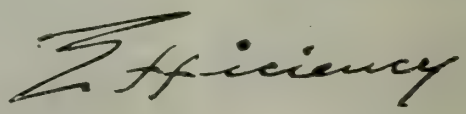
¶ In cheap theatres, cafes and dance halls our natural appreciation of the beautiful is appeased by gaudy colors and tawdry decorations, and these sickly imitations are accepted for the reality which they imitate. The Path of Folly which leaves its trail of dried and faded cheeks, blurred and milky eyes, coarse and guttural speech, leads from us in all directions toward these gilded and painted nothings. We are quickly impressed by the surface of things—by the effete, and unless we are alert and active, our healthy instincts become diseased and die one by one. It is then that we become the charred stump of the magnificent tree that we might have been.

¶ The reason that any perverted desire, that any injurious or pernicious habit continues at all is that perverted desires are founded upon a natural instinct, which instinct is a natural desire for recreation and change. Every man, woman and child possesses a natural desire for recreation, for change of environment, for new surroundings, and this natural desire in the majority of people is satisfied with the bizarre, the gaudy and the gilded.

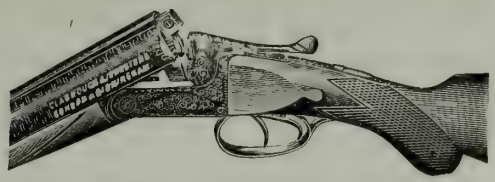
¶ Many of us live out our entire existence without ever having seen anything but the alleys and ashcans of life, without ever travelling high enough to discover the relationship between ourselves and nature. Most of us never explore the sky and clouds at day-time—never look up to enjoy the stars at night; yet there is at Sea of Beauty that bathes the entire universe, and which is always there for all of us to set sail upon as we will. But we are too busy chanting and singing and rehearsing the little insignificant things of our everyday life.

¶ Once we forget the out-of-doors, once we forget the value of fresh air, once we fail to remember the utility of exercise, we are on the down grade. Our perspective of life and of people is becoming narrow and one-sided, and we are degenerating just as surely as the healthy, natural dance of the mountaineer of the time of Robin Hood has degenerated into the stupid dance of our modern ball-rooms and cafes—where the air and the atmosphere are pervaded with cigarette smoke and the fumes of stupid drinks and poorly prepared food.

¶ Unless each day we possess a desire to ascend to heights to which we have not climbed, and descend to depths of understanding which we have not yet explored, we cease to grow, and finish the Race of Life with our mentality developed just a little more than that of the child, yet stripped of the child's activity, interest and imagination.



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ARE SELLING WELL IN CANADA

made in Birmingham, England, by

J. P. CLABROUGH & JOHNSTONE

and stocked in Canada by the agents

STACEY CUTLERY CO., Ltd.

ST. THOMAS, Ont.

List on application, or representative will call

LAMP BLACK INSURANCE

Eagle, Old Standard, Pyramid and Globe Germantown

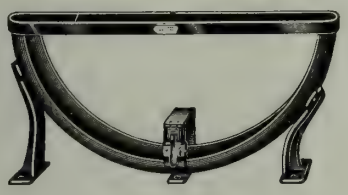
Sixty-four years' reputation behind each package INSURES THE DEALER.

Lampblacks in bulk that are positively unmatchable in strength and delicacy of tone INSURES THE USER.

THE L. MARTIN COMPANY

Headquarters Since 1849

New York, Philadelphia, Cincinnati, London, England



Our best sales in the United States are made by Hardware Dealers who find the

AUTO TIRE HOLDER

to be a very profitable line to carry.

The Sly Perfect Tire Holder goes on the running board, **compact, neat** and **strong.** Secure and cannot become an easy mark for theft.

We have a good proposition for reliable Canadian dealers. Let us give you particulars.

The W. W. Sly Mfg. Co., - Cleveland, Ohio, U.S.A.

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The

R. McDougall Co., LIMITED

GALT, CANADA

—it's all rusty!"

exclaims your customer. "Haven't you got a better-looking one than this?"

You dive in amongst the stock and shake your head, "I'm afraid they're all about the same, sir; just came in and we haven't had time to clean them up yet."

But your customer's desire to buy that tool is gone. He shakes his head, murmurs something about calling back, and——you've lost another sale.

All of which could be avoided, if you had insisted that bright things be wrapped in **British American Wax Paper**, and had made it plain to your jobber and manufacturer that you wanted them to ship goods that way.

Get after them now—before that particular customer comes along—before you have the chance to lose sales through rusty tools.

They'll see how it works to **their** interests too, when they realize that you'll be pleased.

So now's the time to write—**do so**

The

British-American Wax Paper Company, Limited

Darling Bldg., Toronto

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

BUSINESS CHANCES

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

HARDWARE BUSINESS WANTED—STOCKS not to exceed $4,000. Address A. James Wright, Niagara Falls, Ont. (4)

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YOUNG MAN DESIRES POSITION AS ACcountant or office man with a reliable manufacturing or retail hardware company in some Ontario town. 12 years' experience in hardware business as accountant and salesman. Willing to invest some money. Best of references. Box 69, Hardware & Metal, Toronto.

YOUNG MAN (UNMARRIED), TOTAL ABstainer, 9 years' experience in general hardware, desires position as traveller with reliable firm, hardware or tin and enamelledware. At present employed with same firm for 5 years, 2 years as manager. Box 64, Hardware & Metal, Toronto. (5)

SITUATIONS VACANT

WANTED—HARDWARE CLERK WITH 3 OR 4 years' experience. Apply, giving credentials, and stating salary expected, to Box 68, Hardware and Metal, Toronto.

MISCELLANEOUS

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you wish to purchase anything in Montreal, metals, glass, paints, hardware, write Evans.

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you desire to sell anything in Montreal, write Evans. (3)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

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Carborundum Co., Niagara Falls, N.Y.

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Queen City Oil Co., Toronto.

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Dennis Wire & Iron Co., London, Ont.

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Canada Paint Co., Montreal.
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Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
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Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
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A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
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Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
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R. McDougall Co., Galt, Ont.
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Simmons Hardware Co., St. Louis.

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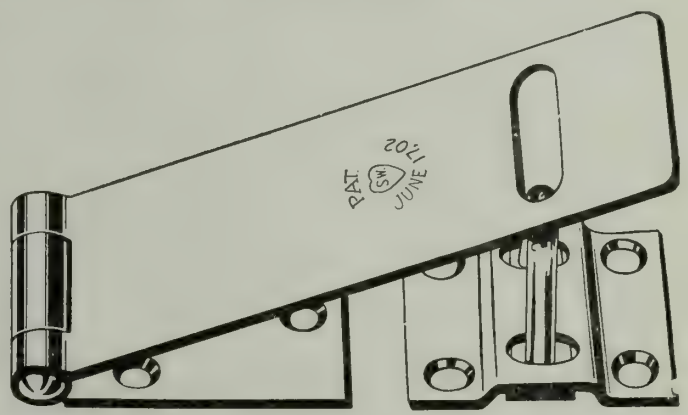
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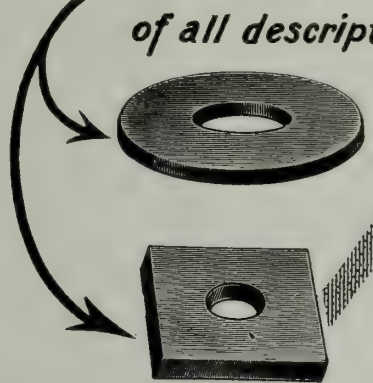
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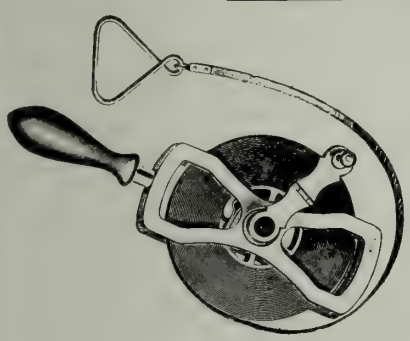
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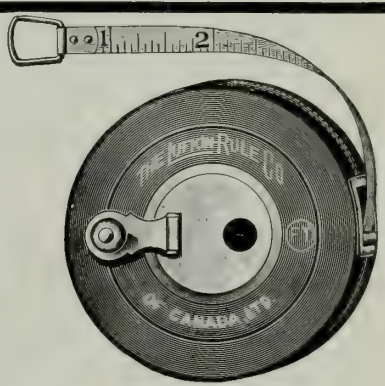
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

YOU KNOW





LUFKIN

Measuring Tapes and Rules

NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

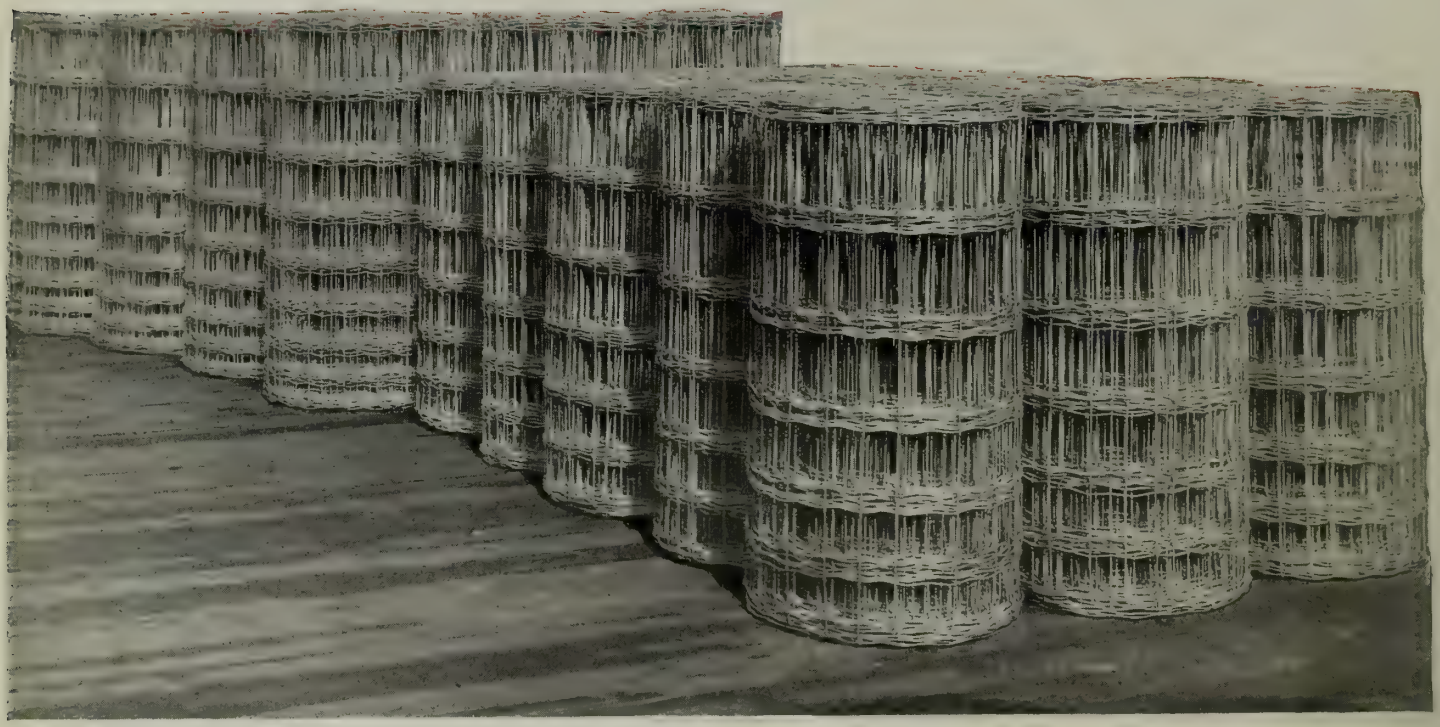
USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE" No. 203 **"CHALLENGE"** No. 263 **"RIVAL", ETC.** No. 243

MADE IN CANADA **Your Jobber Stocks Them**

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

"FROST" FENCE FIRST



Doesn't this give you immediate confidence in FROST FENCE as a trade-winner? Your customers will demand this kind of fence as soon as they see it on your display floor. Every roll from stock is just as even and neat as those shown in the picture. Every farmer knows that the laterals must be of even length and the stays evenly spaced, otherwise it would be impossible to have uniform rolls with stays all standing upright.

There has been no noticeable change or improvement in most of the fences offered for sale to-day. These fences and the machines on which they are produced are just the same as they were when introduced years ago. Without modern and improved weaving machinery you see bundles unevenly wound and stays criss-crossed.

FROST FENCE really has in its make-up those necessary features which stand for durability, such as wire which is full size No. 9 to stand strain, well galvanized to prevent rust and springy and tough to have that "come-back" which keeps the fence always taut and upright. You'll never see a FROST FENCE sag or slack, providing the end posts do not give. We can guarantee all these features because WE MAKE OUR OWN WIRE and not only that, we go farther and manufacture our own fence looms, and we employ an expert who is continually on the look-out to make any improvement, no matter how slight, that will mean an improvement in our fence. This accounts for FROST FENCE being well woven.

There are many districts in which we can help a good live dealer develop a larger and more profitable fence business.

Write us for catalogue and price list of our complete lines, which include coiled, oiled and annealed and telephone wire, bale ties, as well as gates and iron fence.

FROST WIRE FENCE CO., Limited, HAMILTON, ONTARIO

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 4

January 24, 1914

S.M.P. No. 3 Beacon Lantern

1914 Improved Pattern

Extra Heavy Material.

Short Bowl-Shaped Globe.

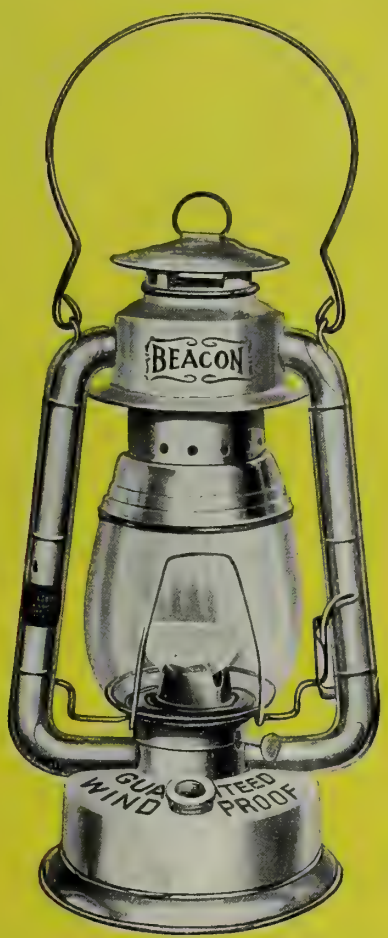
Strength and Durability Combined.

Smooth Finish.

Large Dome-Shaped Oil Well.

Superior Burning Qualities.

New Improved Self-Righting Bail.



Absolutely Wind-Proof.

New Extinguishing Device.

New Inside Lift.

Ask our salesman or write for prices of this fast-selling line.

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING CO.

MONTREAL TORONTO WINNIPEG

In This Issue—"The Problem of Rents"

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.

PETE SAYS: "When you take that inventory you will find a lot of gaps in your stock of Carborundum Products. Fill 'em up. See that you always have a complete stock of the hardest and sharpest.

"There is scarcely a customer that comes into your store but has use for

CARBORUNDUM



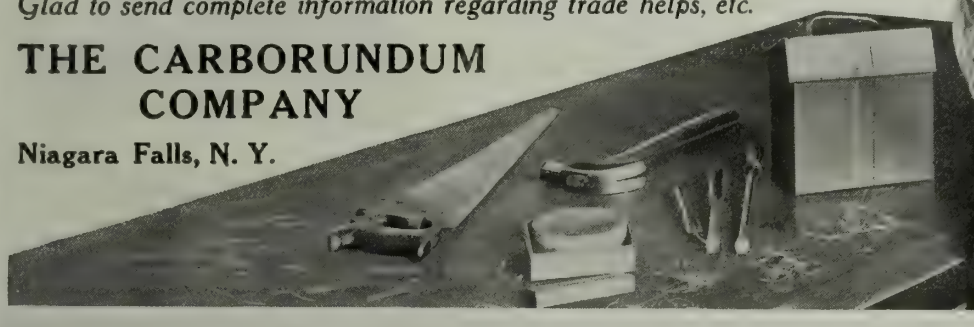
Go to it. Put ginger into your sales by being a Carborundum dealer. Use our window display material—take advantage of our advertising—and count the profits."

The Carborundum line includes sharpening stones, razor hones, knife sharpeners, scythe stones, razor strops, grinders, etc.

Glad to send complete information regarding trade helps, etc.

THE CARBORUNDUM COMPANY

Niagara Falls, N. Y.



There are many hardware merchants who can make cement one of their most profitable lines.

Do you realize how much cement is being used in the construction of modern dwellings right in your vicinity?

Practically all the cement that those builders are using is bought from large dealers simply because it cannot be procured near by.

START HANDLING

ROGERS' Portland Cement

now. You'll get the most particular of cement buyers for your customers because Rogers' is universally recognized as the Cement possessing exceptional strength, durability and uniformity of set.

You need not carry a large stock to be our representative. In case your stock is not sufficient to meet demands write us and we will ship immediately.

Write for particulars.

ALFRED ROGERS LIMITED, 28 West King St., Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

How the Hardware Man Can Make Money Selling Farm Engines

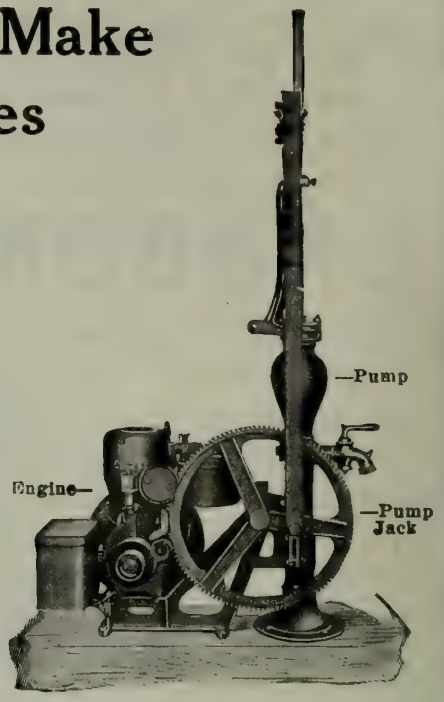
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

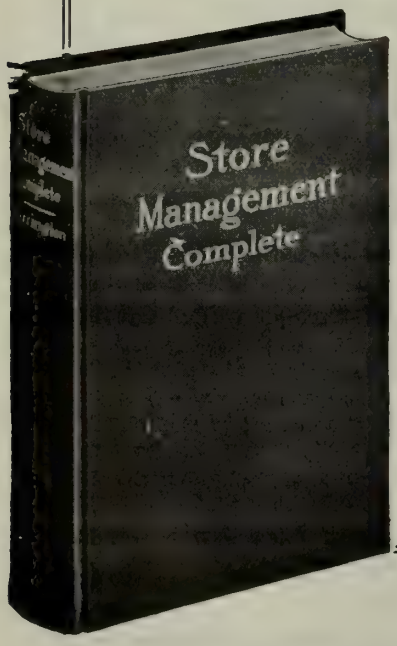
444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

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President
J. C. HARVEY

THE GRAY-HARVEY CO. LIMITED
SUCCEEDING
W. G. CHARLESON
Everything in Hardware
OTTAWA, ONT.
115 RIDEAU ST.

Man. Director
GEO. N. GRAY

Jan. 16th. 1914

Messrs. Lewis Bros. Ltd.,
Bleury St.
Montreal, Que.

Gentlemen:-

Please find enclosed receipt for catalogue received.

We have been looking forward for some time to receiving this catalogue, and have heard so much about its merits, from time to time, that like a great many other things we were afraid you had been over-estimated, but on carefully looking over this book we have come to the conclusion, that it is the finest catalogue we have ever seen, and cannot suggest a single improvement. We therefore have to thank you for it, and assure you that it will be the only catalogue used in our business, and have no doubt, that it will mutually increase our sales over the counter, and your business with us.

Yours very truly,

THE GRAY-HARVEY CO., LTD.,

Per

Geo. N. Gray

WING
SCREW
BOOT
CALKS

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, ONTARIO



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders Now for Immediate and Future Shipments of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

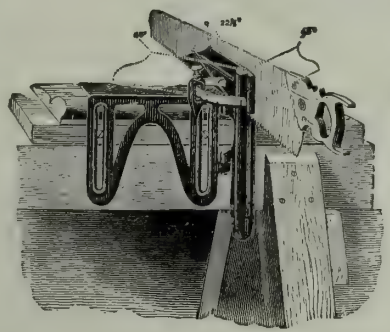
A Chuck is placed in each box of 50 Calks.

Send for Samples and Prices.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

Stock These Red Devil Lines— Each One is a Good Seller



No. 159—Seavey Mitre Box. Nothing too good can be said about this. Just show it to your trade.



"It's all in the wheel"

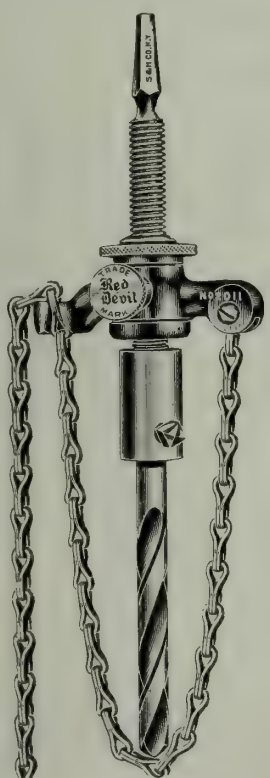
No. 024—Red Devil Glass Cutters are sold all over the world.



No. 100—The Acme.



Do you see the point? That is what makes this food chopper so popular among housewives.



No. 2011—Automatic Red Devil Chain Drill.

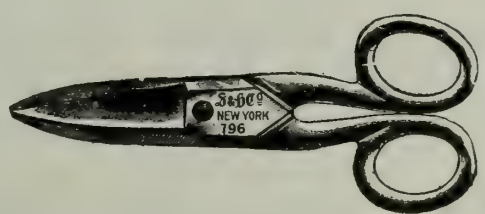


No. 092—Hack Saw Frame. This is a favorite.

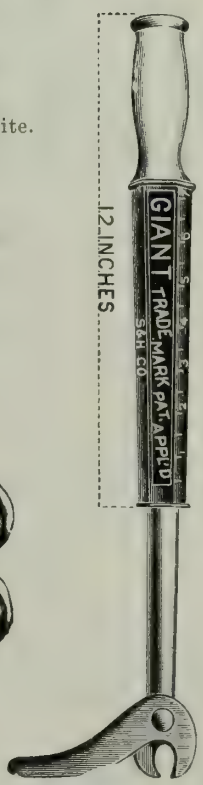


No. 239—Hack Saw Blade, in all sizes.

"It's all in Our teeth."



No. 796—Electrician's Snips.



The Genuine Giant
The oldest, and in spite of many imitations, is still the best.

Goods bearing this stamp  **always give satisfaction**

Smith & Hemenway Company

150-152 Chambers Street, New York.

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and an order blank

HARDWARE & METAL

Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG



UNLESS THE SEAMS ARE WATERPROOF

The Roof will never count for much

Leaky seams are practically impossible with

SAMSON READY ROOFING

as the

Special Lap Cement

included in each roll

ENSURES A PERMANENTLY WATERPROOF JOINT

SAMSON ROOF IS WEATHERPROOF

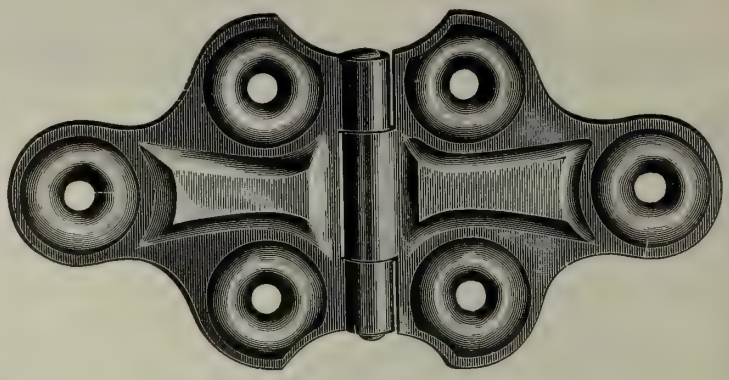
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

We Manufacture All Kinds of Butts and Hinges



No. 404 Butts

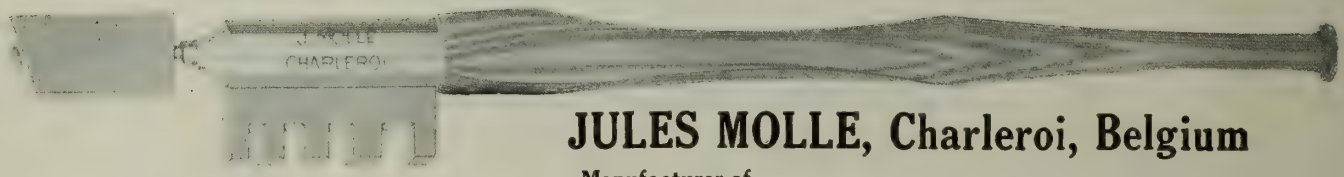


No. 838 Butts

Specify Crescent Brand and you are assured of getting the best.
Crescent Brand goods look well, wear well, and have that finished appearance that makes them superior to all others. The price is right and satisfied customers are the result of putting in Crescent Brand Builders' Hardware.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamonds (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-149 University Ave., TORONTO

Starrett Tools

are used by the men who strive for greater efficiency

To the man who sells hardware—

Starrett tools will help you turn into dollars the efficiency idea that possesses nearly every mechanical industry.

Shop owners, foremen, superintendents, and machinists are all striving to increase production—to eliminate waste seconds.

Starrett tools will really save many seconds on every measuring operation because they are designed to give the best possible service.

This man using a Starrett surface gage which he set according to a Starrett combination square is a good example of the sales possibilities for Starrett tools. A Starrett sale is a profitable sale. Preach Starrett service—Reap Starrett profits.

Get acquainted with the full line. Send for our big, new free catalog No. 20MA, which describes Starrett tools and hack saws.

42-282



The L.S.Starrett Co.

World's Greatest Toolmakers

Athol, Mass.

Starrett Tools — World's Standard

"The Phantom of Fear"

The imagination when seized with Fear will create things more terrible than either sickness or hunger.

A few days ago a young man was selected to present a business proposition to a number of manufacturing firms located in a large industrial centre. He had just completed a "college education," came of a "good family,"—his father had made a success in business, and as far as we can judge raw human material, he measured up, in mentality and in character, above the average.

But in the Scheme of Life, the value of a man's ambitions is determined, the quality of his character is tested, and the fibre of the moral and mental courage that runs through his being is developed and strengthened, by coming in contact with the realities of life. No man can predict, with any degree of certainty, this thing or that of any other man until his sincerity has been called up for judgment before the Court of Experience.

After a preliminary training in New York City, this young man started on his first business trip; with all necessary information, money, opportunity, an unusual business proposition to place before his prospects and a fine position awaiting him as Assistant Manager of a Magazine, if he proved to be made of the right substance.

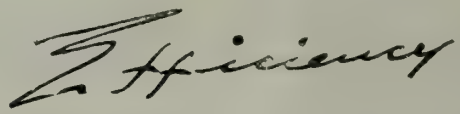
When the train pulled out from the Grand Central Station, facts, realities, verities and uncertainties came thudding through his brain. For the first time the threads of safety, certainty and security were severed. Day-dreams tottered and fell clattering one by one. College illusions and fancies were turned to for assistance, but these castles had crumbled to white ashes. Bubbles of conceit bursted and vanished,—the mirage had disappeared, and everywhere stood silhouetted the great black shadows of Reality—the necessity of dealing with life on the strength of his own courage.

WORK, a strange monster, with shapeless hands and stalking feet, confronted him at every turn. He planned to return home at the first station stop but did not have the courage—his entire being was frozen in a block of life's cold and rigid uncertainties. When he stepped from the train strangers were everywhere—humanity looked different than it ever had. He went to his room and retired at three o'clock in the afternoon. In a little while he arose and with trembling hands fumbled through his lists of business prospects, and each of these manufacturing firms had been transformed into a "phantom."

The next day he passed by the door of a few business houses but returned to the hotel without making a single call. In a little while he wired for money and when this came the fear of being forced to meet life on his own individual strength was temporarily relieved, but still the Night of Work hung about him like a dismal fog.

For twenty-two days he sat in the lobby of his hotel or turned restlessly in his bed, his mind constantly filled with the Phantom of Fear. Around every place of business he built, with his imagination, a wall filled with dark crevices in which lived the Ruminants, Owls, Bats and Dragons of Fear. On the evening of the twenty-second day he returned to New York City, pursued and beaten by a phantom—a thing that does not exist.

And the Phantom of Fear has forced the imagination to create all the ghosts and ghouls that ever haunted either the "grave-yard" or the courage of man.



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GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

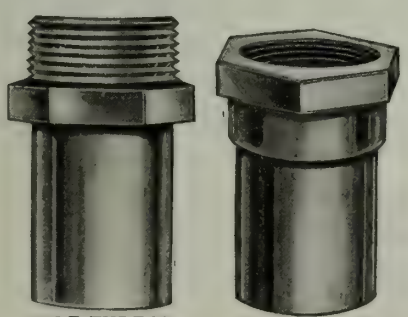
Canada Glue Co., Limited, Brantford, Ont.

GOODS MANUFACTURED BY THE CANADA METAL CO., LIMITED HAVE A WELL DESERVED REPUTATION FOR QUALITY

We Make

IMPERIAL

SOLDERING NIPPLES



MALE THREAD FEMALE THREAD

Without Doubt the Best Soldering Nipples You Ever Saw.
They have Quality, Weight and Finish.

Babbitt Metals
Solder
Lead Pipe
Pig Lead
Pig Copper
Pig Tin

Everything in

METALS

A sample order will convince you that we have reason to be proud of the goods we manufacture



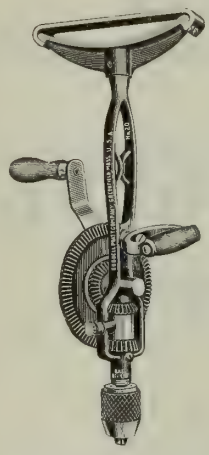
A substitute for Resin, or Soldering Fluid. It is simply necessary to apply a little of the Paste to the parts to be soldered, and use the blow pipe or iron and solder in the ordinary way. Lead may be joined without solder merely by using the flux and the blow pipe. Put up in 2-oz., 4-oz. and 8-oz. tins.

THE CANADA METAL CO., LIMITED

TORONTO MONTREAL WINNIPEG

—"always cleancut, well made and nicely packed"—

_____Hardware Co.



So writes one of our customers in an unsolicited letter.

If you have ever sold Goodell-Pratt Tools you know this to be true.

And, furthermore, they have Quality as an additional incentive to those who do not now handle to stock and push

Goodell-Pratt Tools

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

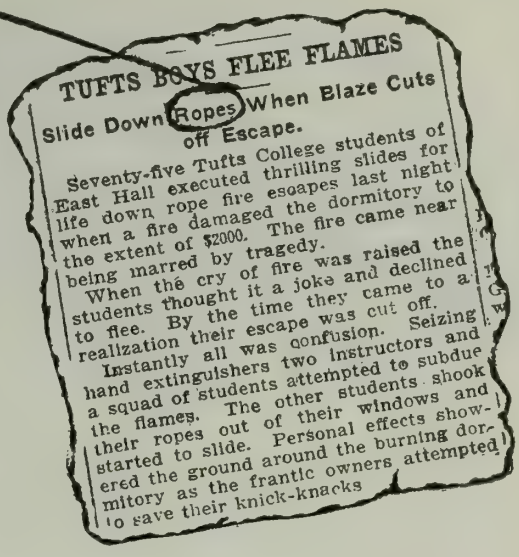
256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

The Rope Was Plymouth



TUFTS BOYS FLEE FLAMES

Slide Down Ropes When Blaze Cuts off Escape.

Seventy-five Tufts College students of East Hall executed thrilling slides for life down rope fire escapes last night when a fire damaged the dormitory to the extent of $2000. The fire came near being marred by tragedy.

When the cry of fire was raised the students thought it a joke and declined to flee. By the time they came to a realization their escape was cut off.

Instantly all was confusion. Seizing hand extinguishers two instructors and a squad of students attempted to subdue the flames. The other students shook their ropes out of their windows and started to slide. Personal effects showered the ground around the burning dormitory as the frantic owners attempted to save their knick-knacks

Lives were saved in this case because somebody had taken pains to install dependable fire-escapes.

The escapes were equipped with Plymouth Rope which is strong, pliable and free from splinters—they did their work well.

Here's the statement of the man who made them:

Lowell, Mass., Dec. 15, 1913.

"Your Plymouth Rope has always given the best of satisfaction."

DAVID D. SMALL.

You are in the same situation as this man—to satisfy your customers you must give them dependable rope.

See to it that *your* rope is Plymouth—the kind that is equal to emergencies.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

Fern Pots and Jardinieres

Strictly Up-to-date in Design, Finish and Construction

Put these lines in stock now and you will effect a quick turnover and procure a very good profit.



Brushed Brass or Rich Gilt.

AM 5503 without handle Opening and height 10 inches
AM 5504 without handle Opening and height 8 inches
AM 5505 without handle Opening and height 7 inches



AM 5528. Brushed Brass or Rich Gilt. Opening 6 inches. Iron Lining.

Our line of manufactures consist of **Fern Pots, Jardinieres, Kettles, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

Our catalog will give you a comprehensive idea of the splendour of our goods. Don't fail to write for it—**better do it now.**

Chadwick Brass Co., Limited

Hamilton, Canada

Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**



Right at the Joint

lies the Weakness or Strength of every Rule.

THE JOINT OF EVERY RABONE RULE IS STOUT ENOUGH TO CARRY ITS LOAD; NOT TIGHT ENOUGH TO BIND, BUT ALWAYS JUST FRICTION TIGHT

Only the Rabone Rules are made on this plan; why? because we have been making Rabone Rules for 130 years, and the manufacture of Rules, Measuring Tapes, and Levels is our only business—it is not a department or a side line with us.

These unique features, for which the time-honoured name of John Rabone & Sons and our Trade Mark stand—

TRADE MARK
HOCKLEY ABBEY
ESTABLISHED 1784

Ensure to the Hardwareman his greatest asset—SATISFIED CUSTOMERS.

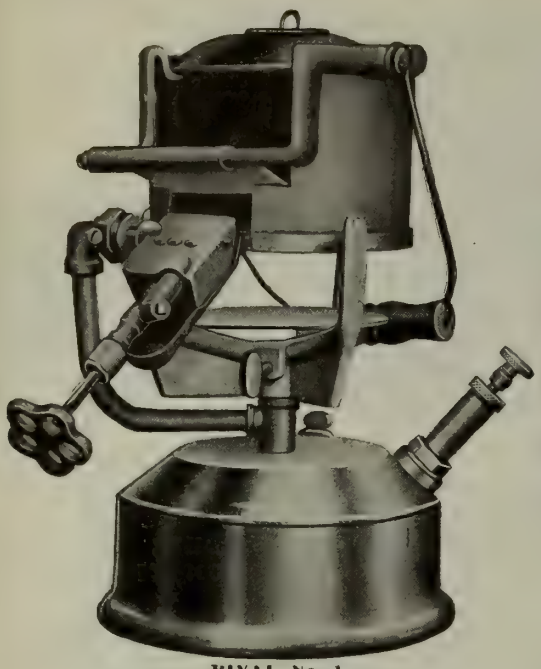
The illustration shows the joint of our No. 1376, a two-feet, four-fold Boxwood Rule with heavy brass arch joint and brass middle plates; marked 8ths, 10ths, 12ths, and 16ths. Permanent indelible markings; French polished; all joints made on our patented system which never binds and does not loosen in a score of years. These come packed six in a box and sell on sight.

Ask your jobber for samples and **quotations** and write our Canadian Representative for a Catalogue

T. MORTIMER
Empire Building,
64, Wellington St. West, TORONTO.

Rabone Rules
ARE ALWAYS
Right at the Joint

J. RABONE & SONS, Birmingham, ENGLAND.



RIVAL No. 1.

FIREPOTS

Gasoline, Charcoal, Natural Gas and Artificial Gas.



Reliable and Economical

No. 2 GAS FIREPOT.

We are the largest manufacturers of Firepots in Canada. The **RIVAL No. 1** for gasoline is without a rival in efficiency and small gasoline consumption. The **GAS FIREPOT** (Natural or Artificial) is the most economical firepot on the market. It is supplied with an Air Mixer that so thoroughly mixes the gas with the air that it burns in the proportion of 92 per cent. air and 8 per cent. gas. Every firepot guaranteed. Put in a stock of these firepots for the Spring Trade.

The Brown Boggs Co., Limited

HAMILTON, ONTARIO

Manufacturers of Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Shears, Canning Machinery, etc.

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. **TORONTO, Ont.** **PRESTON, Ont.** **WINNIPEG, Man.** **SASKATOON, Sask.**

Offices in all large cities

Head Office: PRESTON, ONTARIO

Advertised Goods Bring More Trade

Compare the demand for the different lines of goods which you handle, and you will quickly demonstrate to your own satisfaction that there is a greater demand for the goods which are advertised most extensively. This rule applies to cement just as it does to all other lines.

CANADA Portland CEMENT

is advertised in practically every Farm Magazine and weekly newspaper in Canada. Thousands of people are being told every day how they can use it themselves.

This advertising is creating a greater demand each year by teaching these thousands the advantages and economy of building with concrete.

You owe it to yourself and to your business prosperity to put in a line so widely advertised.

Write our nearest sales office for quotations and terms.



CANADA CEMENT COMPANY
LIMITED

Head Office, 910 Herald Building, Montreal

Sales Offices at

MONTREAL TORONTO WINNIPEG CALGARY

"ICE CREAM, MADE THE RIGHT WAY WITH A WHITE MOUNTAIN FREEZER, IS EASIER TO MAKE THAN A PUDDING OR A PIE"

We want every dealer to drive this right home to each prospective buyer

It embodies in one short sentence several important facts, the greatest of which is the fact that Ice Cream need be no longer considered a shop-manufactured article. With Ice Cream becoming a home-made article, the simplicity and effectiveness of the "White Mountain" will appeal to your customers.



McClary's

MONTREAL HAMILTON TORONTO
LONDON CALGARY WINNIPEG
EDMONTON ST. JOHN, N.B.
VANCOUVER SASKATOON

The Tub is made of clear white pine treated with a solution that makes it waterproof, brine-proof and water-tight.

The three flat hoops are heavily galvanized to prevent rusting.

The can is constructed of heavy charcoal tin plate, the one metal that is absolutely safe to use as a retainer of milk and cream—is perfectly sanitary.

The "White Mountain" has two beaters, both made of malleable iron, which guarantees them unbreakable.

But it's the Triple Motion that places the "White Mountain" in a class by itself. The beaters and the Can all move in opposition to each other, thereby guaranteeing that the Ice Cream freezes both thoroughly and evenly.

Each freezer neatly covered, attractively labeled, and shipped immediately on receipt of order.

Secure your stock in good time to catch the early trade.

A supply of advertising literature sent on application to our nearest Branch.

Far-reaching effects follow the wise policy of buying early, but when the demand comes, it is of paramount importance that the article you have for sale is of recognized first-class quality.



Patent applied for

McClary's

Railroad or Delivery Cans, with the "Samson" one-piece bottom and the *new improved* method of joining the breast to the body, makes them the strongest cans ever made.

Note in the illustration how the body overlap comes outside the breast —this prevents possibility of the can separating at this point. To ensure absolute rigidity, a half-circle piece of cast iron is placed between the breast and body.

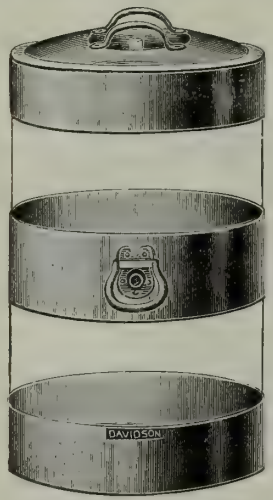
The "Samson" bottom is made from one-piece heavy sheet steel and pressed by the most powerful machine of its kind in Canada. There are no rivets to hammer in, no screws to tighten up, no hoops to adjust, everything smooth and sanitary.

Our new booklet explains everything—write our nearest branch for a supply.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.

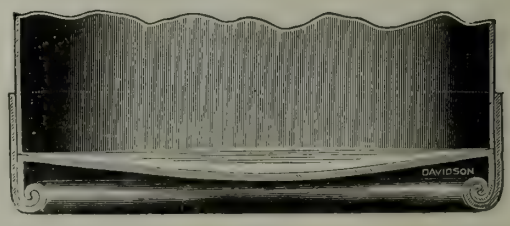


Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gauge; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

See how the outer and inner rims are rolled in and then riveted to bottom hoop.



The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

The Thos. Davidson Manufacturing Co., Limited

Montreal Winnipeg Toronto

NO TRADE DEPRESSION WHEN SELLING "QUALITY GOODS"

The influence of selling goods that have for 65 years given universal satisfaction brings customers to your store when discrimination is found compulsory. And nothing attracts so much amongst McClary's quality goods as the

"CHAMPION" INTERCHANGEABLE RANGE



The Champion is a complete Coal and Wood range and a complete Gas range all in one.
It gives in a minimum amount of space double the service of any ordinary Range.
Its construction is equal to our high-class steel ranges and its method of working simple and easy.
It burns Coal, Artificial Gas, Natural Gas, Wood and all kinds of Garbage accumulated during the day.
Write our nearest branch for further particulars—a supply of circulars furnished free on request.

MONTREAL TORONTO HAMILTON WINNIPEG EDMONTON
LONDON CALGARY VANCOUVER ST. JOHN, N.B. SASKATOON

McClary's

March 21 Will Be An Important Date in the Hardware Calendar

One of the most successful hardware merchants in Canada—a subscriber to Hardware and Metal of 18 years' standing—wrote us the other day, saying that he considered every issue of Hardware and Metal worth many dollars to him.

But, on March 21, he will receive an issue which will dwarf all the previous efforts of Hardware and Metal's editors.

This will be the 26th Annual Spring Number of Hardware and Metal, and it will be so attractively gotten up, and so brimful of profit-making suggestions, that every subscriber should make it a point to study this number with greater care than he has ever before put on a single copy of any trade paper.

Just try out this scheme: Charge yourself at the rate of $1 per hour, for every minute that you spend studying Hardware and Metal's Annual Spring Number, and see if you do not come out many dollars to the good, as a result of the splendid business ideas you will derive from it.

HARDWARE AND METAL

Published Every Saturday Since 1889 by

The MacLean Publishing Company, Limited

Montreal, Toronto, Winnipeg, New York, Chicago, Boston, London, Eng.

To Manufacturers and Jobbers of Hardware!

There is no need to tell you, that retail hardwaremen place their heaviest orders of the year in the Spring. Shipments are so timed as to take advantage of the inauguration of Summer freight rates, following the opening of navigation. It is just at the critical time when hardware merchants are compiling these heavy specifications, that they receive Hardware and Metal's Annual Spring Number, with its 275 pages of buying and selling suggestions.

This number is studied with unusual care by the wide-awake hardware retailers of Canada—the very men whom you are anxious to have for your customers. Don't you want them to find your advertisement in this number,—in space which will impress them with the importance of your firm?

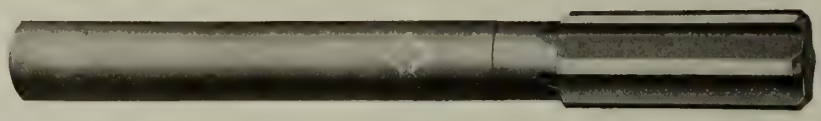
Write us for rates, and for sample copy of last year's Spring Number.

HARDWARE AND METAL

Published Every Saturday Since 1889 by

The MacLean Publishing Company, Limited

Montreal, Toronto, Winnipeg, New York, Chicago, Boston, London, Eng.







"W&B" Reamers Are Ready for Those Getting Less than the Best Reamer Service

Wouldn't a reamer that will hold to size on two or three more jobs, than other reamers, interest you? "W & B" Reamers are made from highest grade steels, properly designed and tempered to give longest life and absolute accuracy.

Take the best reamer in your shop and put it to the service-test with a "W & B" Reamer. Note the quality of work done by each reamer.

When the test is complete buy the grade of reamers that show up the best. This is the kind of proof that sells "W & B" Reamers.

Write for Catalog No. 82-G.

The Whitman & Barnes Mfg. Co.,

ESTABLISHED 1854

OFFICE AND FACTORY, ST. CATHARINES, ONT.
STOCKS CARRIED AT WINNIPEG AND MONTREAL



RONUK FLOOR POLISH



By appointment to His Majesty the King.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - - Toronto
Appleby School - - - Oakville
Grand Trunk Railway Offices - Ottawa
City Hall - - - - - Quebec
New Private Patients' Wing - - - New General Hospital, Toronto
C.P.R. Dining Rooms - - Montreal

And many others, a complete list of which will be sent on request.

The unique qualities of Ronuk will make it instantly popular with everyone who uses it once. It produces a finish smooth, beautiful and durable. It is easy to apply and to keep in condition, it is sanitary, and it never requires scrubbing.

Advertisements in leading papers and magazines throughout Canada are making the name of Ronuk known to every household.

Dealers who carry it will get the benefit. How about *you?*

Ronuk retails at 10c, 20c, 35c and $1.00 the tin. For dealers' prices, etc., write

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Canadian Head Office:

53 Yonge St., Toronto

36

A BIG SELLER

An improved cooking utensil for lifting or turning eggs, meat balls, croquettes, omelets, pancakes, etc.

Handle is just the right shape to pick up anything in the pan.

Nickel plated, with rubberoid finish handle—**a trial dozen will convince** you that they are a very profitable addition to the notion counter stock.

Write us now for your copy of catalog No. 4.

"Kitchen Kumfort" Trowel

One of the Androck Line



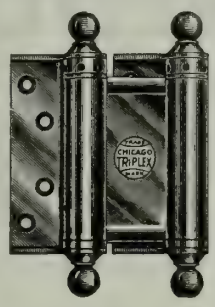
Andrews Wire Works of Canada, Ltd.

Watford, Ont.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — NEW YORK

MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the Wall, Table or Floor



Write for New Catalog to

Thomas W. Kirby

75 Yonge St. Arcade

TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG.

American Grinders

WHAT qualities do you demand in a tool grinder—Efficiency? Ease of operation? Durability?

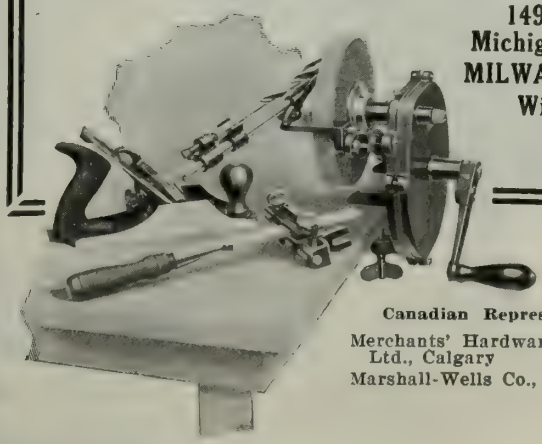
Then the American will make a big hit with you! It's the simplest, strongest, smoothest-running Grinder on the market—**bar none!** And it has the "built-for-business" look that catches the eye of the mechanic. Furthermore, American Grinders are

Made with a positively oil-tight case. Gears operate in a bath-of-oil

That means—double life for the machine—and easy sales and big profits for the live dealer who knows how to push goods of **exceptional quality!** Our new catalog is yours for the asking. Write our nearest jobber to-day.

American Grinder Mfg. Co.

149-153 Michigan St. MILWAUKEE, Wis.



Canadian Representatives:

Merchants' Hardware Specialties, Ltd., Calgary

Marshall-Wells Co., Winnipeg.

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

·38 Automatic

·32 Automatic

Eley ·22 Long Rifle "E" Brand Blue Label

·25 Automatic



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

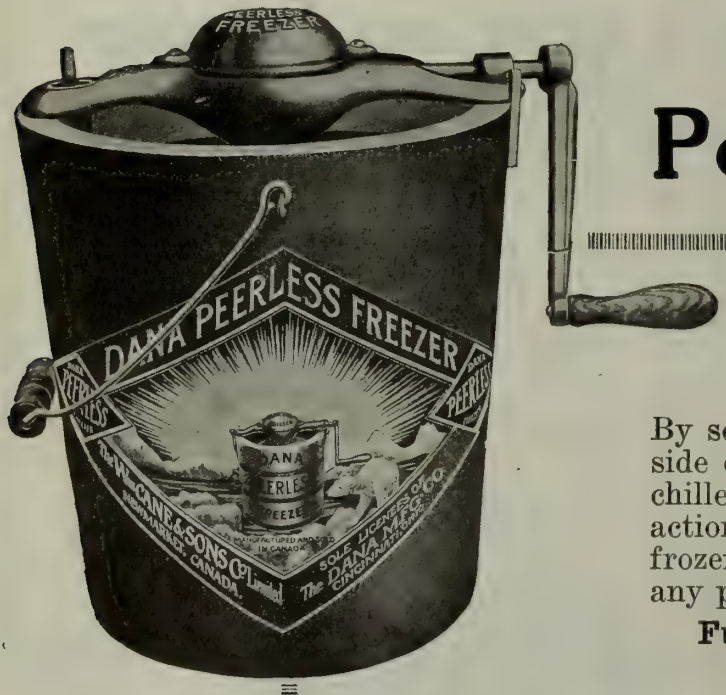
Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



The Dana Peerless Freezer



The kind that "makes good" with users and makes good Profit for the dealer

By scraping the cream positively from the inside of the can, it allows fresh cream to get chilled and freeze, consequently by the quick action and rapid replacement of cream, which is frozen quicker than any other freezer made at any price, it gives the acme of satisfaction.

Fully guaranteed. Order now for Spring Delivery.

Easy to grind as a watch to wind

Manufactured and sold in Canada by

The Wm. Cane & Sons Co., Limited

NEWMARKET, ONT.

Sole Licensees of Dana Mf'g Co., Cincinnati

Stewart Clipping Machines

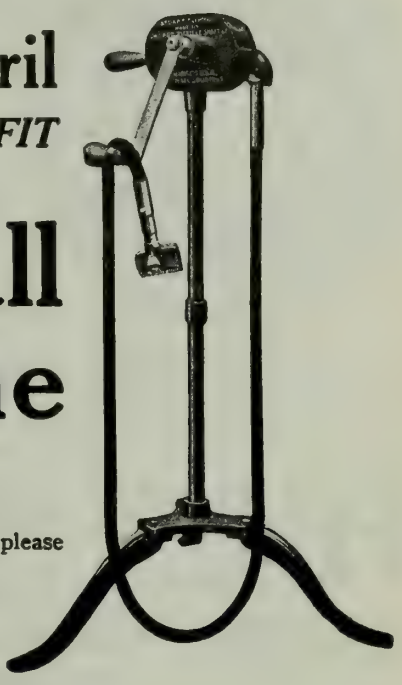
SELL FAST DURING

February, March and April

THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine





List for Canada, $8.75

Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago



Plumbers' or Engineers' Supplies?

Our lines are strictly up-to-date in every respect, and are guaranteed to the complete satisfaction of both the hardware merchant and his customers. If your motto is "QUALITY," it will pay you to have a good stock of our goods on hand.

We'll quickly furnish you with full details on any line or line in which you are interested.

Why not write now, lest you forget?



J. M. T. Improved Injector
The Boiler Feeder that operates at the greatest Range of Variations.

TRADE MARK J.M.T. REGISTERED
A GUARANTEE OF QUALITY

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO



ALL KINDS OF

HANDLES

Lumbering Tools

Best Selected Material.

UNEQUALLED FINISH.

REPRESENTATIVES:

J. H. Roper Co., Coristine Bldg., Montreal.
C. D. Ten Eyck, 145 Victoria St., Toronto.
W. Reynolds & Co., Confederation Bldg., Winnipeg.
C. A. Godfrey, 1059 Hamilton St., Vancouver.

HARDWAREMEN who have a Sanitary and Heating Department as well as a Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

BECAUSE

1. **Its Advertisers—are those who sell the best goods at the right price.**
2. **Its Question Box "is practical."**
3. **Its Articles—are of vital interest to those engaged in the craft.**
4. **Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that his course was worth over $25.00 alone.**
5. **We solve problems for you through our columns which are at times beyond the best of us.**
6. **It is the voice of the trade.**
7. **It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.**

MacLean Pub. Co.,
143 University Ave., Toronto.
Please send me (free) sample copy of Sanitary Engineer, post-paid.

.....
.....
.....

Published by

The MacLean Publishing Company, Limited
143 University Ave., TORONTO
$1.00 PER ANNUM

Write for sample copy. Fill in and mail this slip before you overlook it.

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

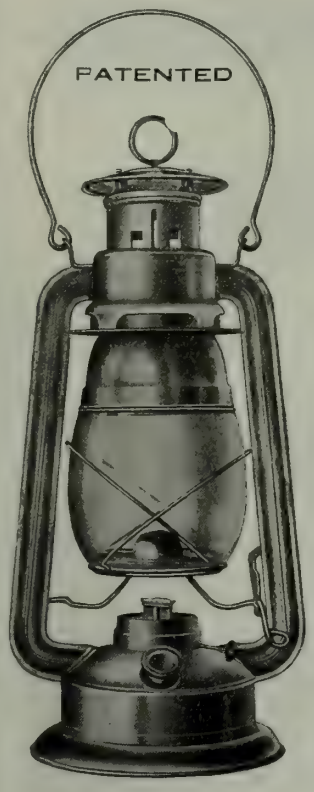
WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

1883 WRIGHTLIGHT 1913



Short Globe Lanterns have behind them the guarantee and backing of the oldest established firm of Lantern manufacturers in Canada.

It was in 1883 that E. T. Wright & Co. turned out the first Canadian Tubular Lantern, and to-day (30 years afterwards) the same firm under the same management, are still the pioneers of the Lantern world.

Our **WRIGHTLIGHT** Lantern is the latest product of thirty years of Lantern experience. Let us tell you at least a few of the **WRIGHTLIGHT** exclusive features, which are not found on any of the Canadian imitations of our Lantern—

NON-DETACHABLE WIRE EARS AND BAIL—This patented idea of ours makes it impossible for the handle to work loose or drop off. The Lantern must be torn to pieces before the handle will break away.

RISING CONE—The burner cone is attached to the globe disc, and rises with the globe when you are ready to light the Lantern. This leaves the wick exposed ready for the match, and insures a perfect fit when the globe descends.

And then there is

THE SHORT GLOBE, which allows the hand to be easily inserted for cleaning purposes.

TO CORRECT A FALSE IMPRESSION that is being circulated among some of our Lantern friends, let us assure them that all patent rights in connection with our No. 3 **WRIGHTLIGHT** Short Globe Lantern are vested solely in ourselves, and are nobody's concern but our own—and our lantern friends, who benefit by them.

Buyers who prefer a full-length globe will find that our No. 4 Cold Blast Pattern will answer their requirements perfectly.

A large stock of both patterns on hand always, and prompt shipments a certainty.

E. T. WRIGHT COMPANY, LIMITED

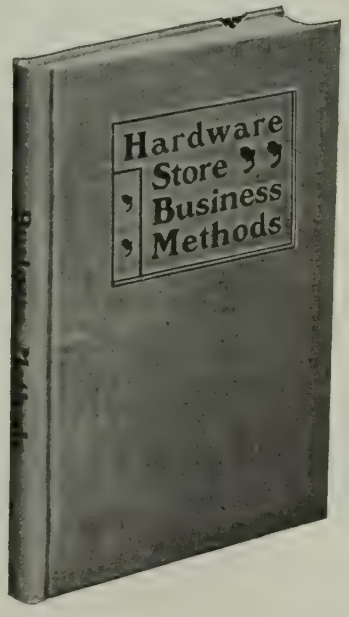
HAMILTON, CANADA

The Lantern Manufacturers of Canada

In The Past **At The Present** **For The Future**

HARDWARE STORE BUSINESS METHODS

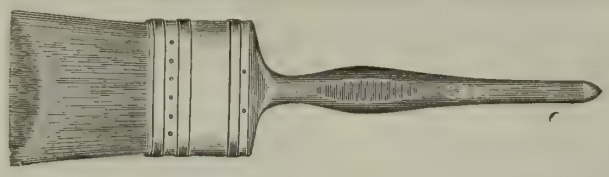
The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10

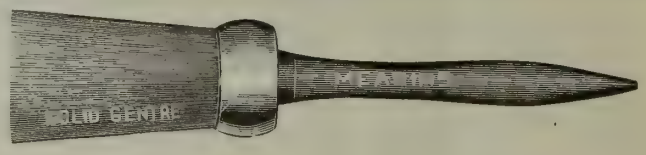


THE MacLEAN PUBLISHING CO., LIMITED

BOOK DEPARTMENT

143-149 UNIVERSITY AVENUE, TORONTO





Re-order-Producing Quality



M & S LTD.

Paint and Varnish Brushes

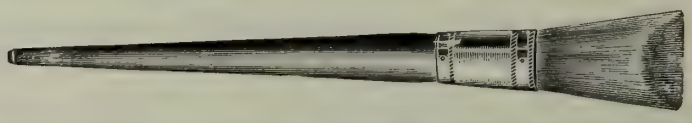
The large addition to our factory gives us more room to turn out **Flat Varnish Brushes**—a line of which we could not begin to supply enough last year.

If your jobber does not handle the "Meakins Line" write us.

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Meakins & Sons, Limited, Hamilton, Ont.

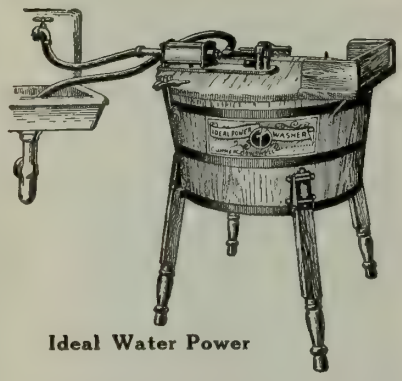




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Ideal Water Power



Seafoam Electric



Warwick

If you do not sell our goods, why not get particulars of the line? We will show you what you can do. Ask for Catalogue Number Nine.

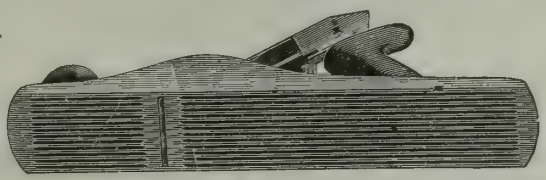
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The Tools That Sell Easily, With a Reasonable Profit



Bailey Adjustable Planes
With all recent improvements.
Stanley Bed Rock Planes
For fine work on all woods.
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For household use. All sizes in stock.



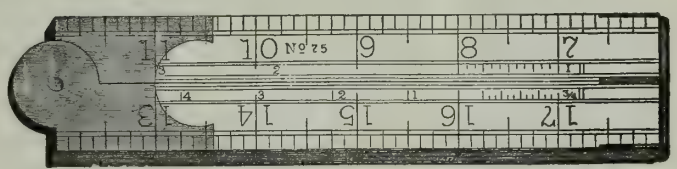
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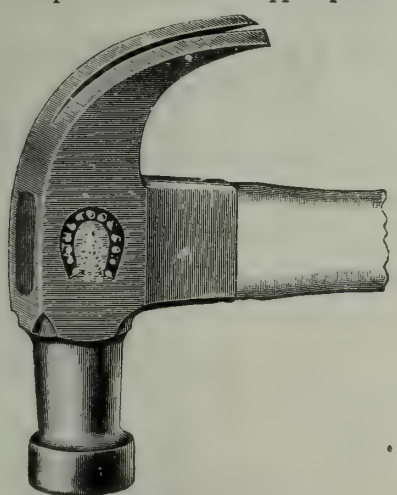
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To those who send us an order NOW for SAMPLE ASSORTMENT we will send, no charge as a special premium, an imported hand-carved Malacca, a whip that retails at $3.50

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The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

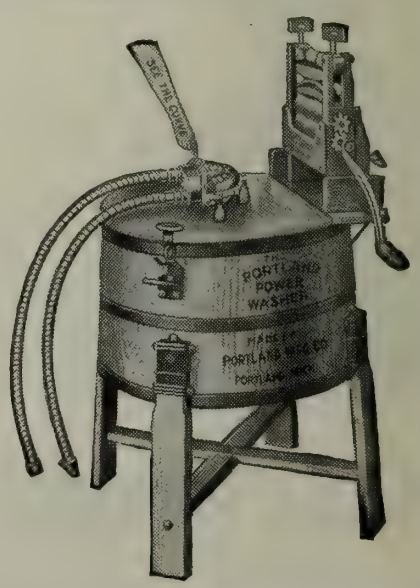
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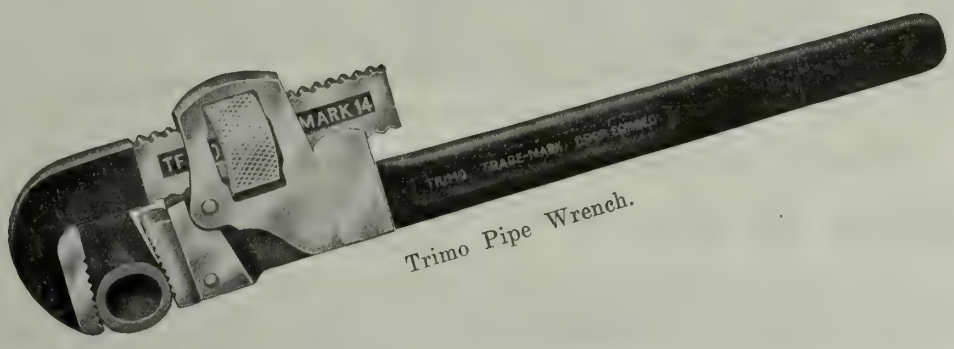
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One-Quarter of a Century of Wrench Production Is Behind Us.



Trimo Pipe Wrench.

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50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

BRANDS :

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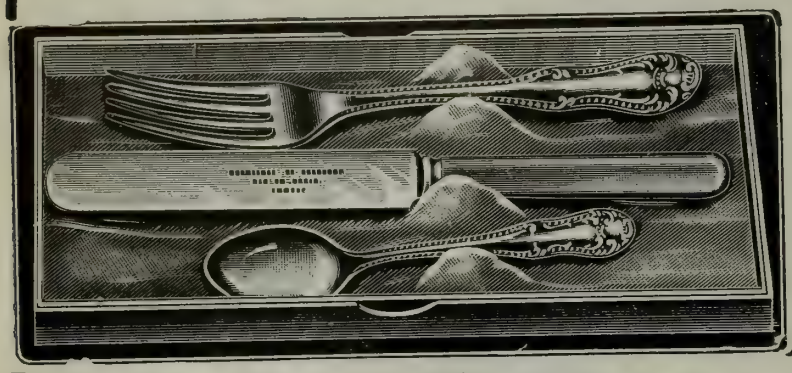
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Port Hope, Ont.

"File Filosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

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Helena Pattern



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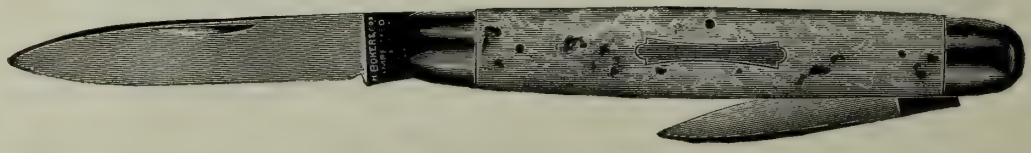
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Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

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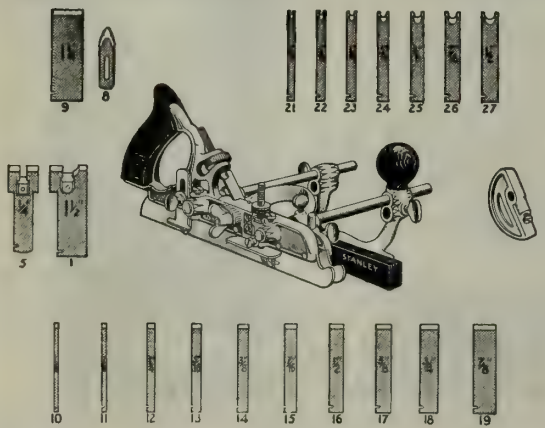
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Seven Tools in One

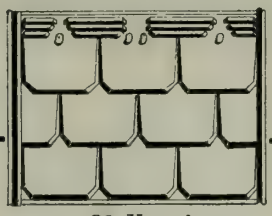
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Write us now for full particulars of the "Metallic" Line and our method of doing business with you.

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Build your Business on a Sound Basis "Quality Tells"

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Dealers who have dealt with us for years—those who have bought and used "Metallic" Materials—are our staunchest friends.

TORONTO and WINNIPEG

Manufacturers **Established 1884**

NEW PROCESS STEEL WIRE TRACE CHAINS

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THE B. GREENING WIRE CO., Limited

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The
Canadian Rogers Company, Limited

Is starting the New Year with New and Artistic designs in both Flat-ware and Hollow-ware, with a New factory and New and Up-to-date equipment, and above all, New and Increased facilities to serve its customers.



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FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JANUARY 24, 1914. No. 4

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Dominion Ammunition
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Montreal



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(Made in Canada)

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We've covered the country from shore to shore, we've sent the story of "O Cedar" into every home, we're rapidly making O Cedar and floor cleaning have the same meaning.

You can focus the big demand, we've created in your neighborhood, on your store. Stock the O Cedar and push it, put it in your window—in that bright part of the store where things show up so well; let folks know where they can buy the O Cedar locally.



And you'll find more business coming your way—not in O Cedars alone—but in the other lines you handle also. For to be an O Cedar Dealer, is to be hall-marked "Reliable."

Send for full particulars now.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. JANUARY 24, 1914 No. 4

Does Your Turnover Warrant Your Rental?

The Question of Rents Discussed—Average Percentage in Hardware Stores is 3.25—The Experience of a Hardwareman Who Moved to a High Rent Locality—Rapid Turnover is the Great Essential.

Written for Hardware and Metal by Byron J. Morrow

WHAT are you paying for rent? Is your rent too high in proportion to your turnover?

These questions are vital ones. The problem of rent is one which affects every retailer whether he owns his store or not. If the percentage paid out in rent is higher than general experience decrees it should be, the merchant can take it for granted that there is something wrong with his methods, that he is not handling his business as efficiently and progressively as is necessary.

Hardware and Metal has made investigations into the question of rent extending over several weeks, with the object of establishing the average percentage for rent in the hardware trade. The figures for a representative number of hardware stores have been obtained, together with considerable matter relative to the methods of these stores in so far as they affect the proportion that rent bears to turnover.

Estimating on the figures thus obtained, it is found that the average is 3.25 per cent. In other words a store with a turnover of $100,000, can pay $3,250 per year for rent without getting above the average rental. The highest percentage paid in the list was 4.33 and the lowest was 2.5. The high percentage was charged in the case of a large store in a city of medium size; the smallest percentage was found in the case of a store doing business in a small town.

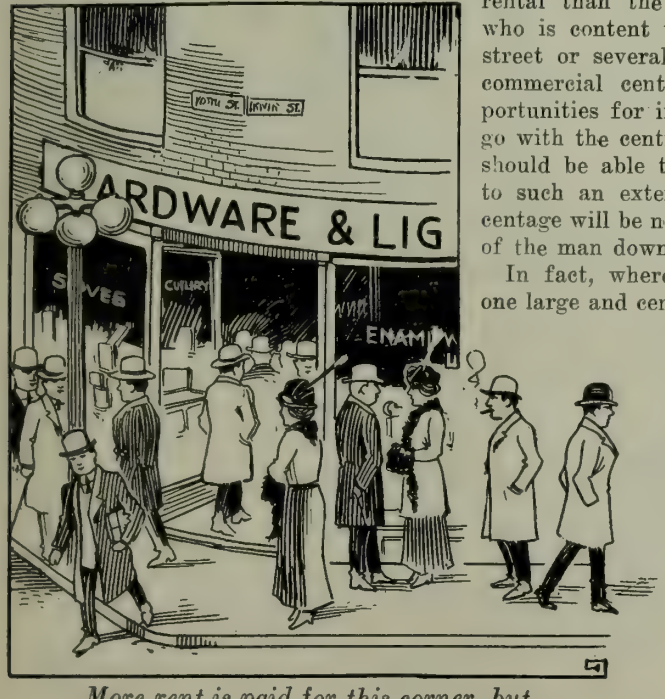
It would be well for each reader before proceeding any farther to figure out just exactly what percentage he is paying himself.

There is perhaps no real reason why the percentage should vary to any extent. The hardwareman who locates his business on the busiest corner of the town will have to pay a much larger rental than the conservative merchant who is content with a stand on a side street or several blocks away from the commercial centre. But with the opportunities for increased business which go with the central stand, this merchant should be able to increase his turnover to such an extent that the rental percentage will be no higher than in the case of the man down the street.

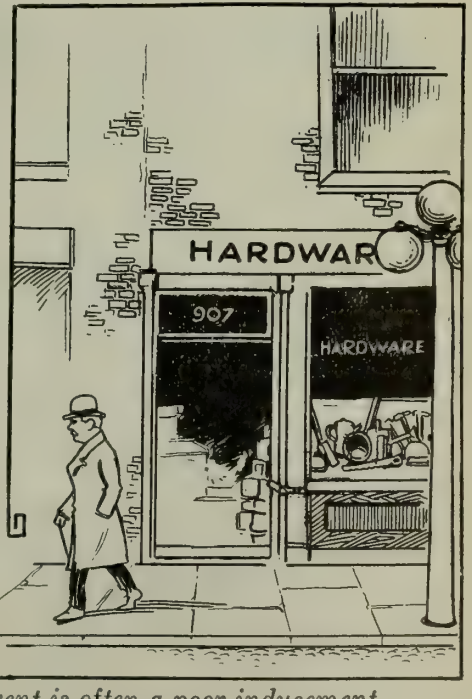
In fact, where there are two stores, one large and centrally located, the other smaller and less favorably situated, the percentage on turnover should be the same is equally aggressive use is made of the merchandising facilities of the two stands.

Made Good in Large Stand.

A case comes to mind of a hardwareman doing business in an Ontario city of about 18,000 population. He was old established, had about the best business in town, in fact and had worked his yearly turnover up to $60,000. He had a store on the main street three blocks away from the the commercial centre. For this he paid $150 a month. People went out of their road to trade at his store—some people, that is. He had a large number of old customers who would never deal anywhere else. Nevertheless his business was not increasing very rapidly and the reason for this was not hard to find, after all. On a Saturday evening, the main street would be thronged with busy crowds at the corner which had become the hub of the retail life of the city. This activity extended for a couple of blocks each way, gradu-



More rent is paid for this corner, but isn't it worth while?



Low rent is often a poor inducement to locate.

ally becoming less marked as the crowds thinned out. When one reached the part where Judson had his hardware store, there was no difficulty in getting along rapidly for the sidewalks were nearly deserted. It summed up this way. Judson was too far away from the hub of the town to get much share of the transient trade.

He figured over the question for quite a time and finally came to the conclusion that it would pay him to get in the central block. As luck would have it, a chance presented itself to secure a store very close to the central corner. This store was narrower than the one he occupied and rented for $225.00 a month.

The proposition frightened him a little at first. To pay nine hundred dollars more a year for a smaller store on the chance of securing a bigger share of the transient trade seemed like taking a big chance. He finally took the plunge and moved.

At the end of the first year, his books showed that he had increased his turnover by $8,000 and as the advance in the rental was only $900, it appeared on the surface that the move had been a profitable one. And yet, strangely enough, his profits for the year were smaller. He figured it over for a week, working it this way and that and squinting at the problem from every possible angle. Nothing served to alter the totals, however. Why this condition should exist, Judson could not see.

Finally, he called in a cost accountant and the latter went into the books. It did not take the latter long to place his finger on the trouble.

"You haven't made this move worth while," he informed the hardwareman. "It has added to your expenses without materially increasing your turnover."

"I sold $8,000 more goods than last year," interjected Judson, "at an increase of $900 on the rent. That looks like good business."

"Not when you have taken these figures to pieces and examined them closely," said the accountant. "This is what you have done. You have increased the percentage for rental without lowering the percentage on other counts and thus your profit has been on a lower basis. Even figuring it on the larger turnover does not bring the profit to the same figure as last year.

"You formerly paid $1,800 a year rent on a turnover of $60,000, or exactly 3 per cent. Now you pay $2,700 on a turnover of $68,000, or about 3.96 per cent. This would be alright if you had kept your other expenses down to the old level. But you haven't done so. In fact, I don't think it would be possible for you to do that. Your expenses seem to be on a basis of economy. By moving here you have found it necessary to hire more help to look after the transient business; you have carried a larger stock and your insurance has been higher; you have advertised more; you have spent more money on window trimming. I find on going into the books that the percentage on these items has mounted with the increased turnover and figures out the same as last year. You have, however, paid out practically one per cent. for rent on a turnover which has not increased sufficiently to make good that item. You figure out a smaller profit by $238 than you had last year."

"To sum it up," went on the accountant, "you have not increased your turnover as much as the change of location warrants. If you had a business of $60,000 down the street, you should have a very much larger one here. You should turn your stock more frequently."

As a result of the facts thus placed before him, the hardwareman proceeded to dissect his business methods to find where it was possible to make better use of his expensive stand. He decided that the solution lay in enlarging his stock by carrying lines which would give him a more direct appeal to the thousands who passed his store each day. To effect this he had the interior of his store entirely rearranged. New fixtures were put in. The slower moving lines were in some cases removed from the main store to a storeroom at the back where they would be readily obtainable whenever called for. In many lines, samples only were kept in the store, the reserve stock being conveniently placed in the storeroom. In these lines, the salesmen replaced the sample article as soon as it had been sold.

A mezzanine floor was put in at the rear for the office and the stove department.

All in all, the rearrangement practically doubled the capacity of the store so far as the displaying of goods was concerned. In this way the addition of new lines was made possible. The turnover increased very markedly and at present writing is between $90,000 and $100,000. The rental has not been increased and the profits of the business are very much larger.

This incident illustrates how a change in location, which ultimately proved a brilliant success, might easily have been a failure. The success or failure depended upon one point; making full use of the merchandising possibilities of the new stand. It was too expensive a stand for a business conducted along the lines followed in the old store.

Rents become fixed in relation to the merchandising possibilities of the location. Experience has proven, for instance, that some corners are worth $10,000 a year. But these expensive locations are worth that much only to those who are able to utilize the site to its fullest value, to make every dollar spent in rent bring back $35 in business.

Are You Paying Too Much?

As stated before, the hardwareman who finds that his rental expense is totaling more than 4 per cent. of his turnover can take it for granted that he is paying more in this department than he should. If the store he occupies is worth the rent charged, he should be able to do a large enough business there to keep the rental percentage smaller. In such cass, he is either paying too high a rent for the store or he is failing to get the most out of the location.

Exceptions are not needed to prove this rule.

Downtown stores in large cities are forced to adopt measures extraordinary in many cases to get the most out of their expensive location. Mezzanine floors are becoming a common feature as it is possible thereby to increase the floor space. Striking store fronts, electric signs, novel advertising stunts are adopted. The problem facing the downtown retailer is to keep his stock turning over rapidly on a small margin so that the total turnover will be large enough to carry the heavy expense involved. And they are doing this, despite the payment of rentals which would stagger the conservative retailer. At least all who attain any degree of permanency are doing so.

Estimating the Rental.

With a great many hardwaremen the rental question is not one of much moment. At least they do not regard it as such. They own their own stores. In some cases they charge a rental against the business, but often estimate it on a nominal basis. In many cases, no rent is charged against the business whatever, taxes alone being charged.

This is an entirely erroneous basis to go upon. If a merchant expects to do business on a basis which will yield him a profit, he must reckon on all the expenses which must be met in business, including rental; if he does not include rent in his figuring he is bound to sacrifice either the profit on his goods or the profit on his property investment.

Where a merchant owns his own store, he should charge a rent against the business estimated on what he would expect if he were renting the store to an outsider. He will then make a separate profit on his investment as he should; and, if he conducts the store aggressively, will make a profit on his investment there as well.

Exhibition and Convention at Ottawa

Recent Disaster Will Not Prevent the Holding of Exhibition and Convention—Messages From Officers of the Association.

HARDWARE AND METAL has been informed by officers of the Canadian Hardware Manufacturers Exhibitors' Association, and the Ontario Retail Hardware and Stove Dealers' Association that the exhibition and convention will be held in Ottawa, Feb 16 to 21, as previously arranged.

The recent disaster in Howick pavilion resulting in the loss of three lives, injuries to several others, and the destruction of the heating plant and a section of the building, it is claimed, will not prevent the use of the main building for the exhibition.

Messages From the Presidents.

President Griffiths of the C.H.M.E.A. informed Hardware and Metal that notwithstanding the recent disaster, arrangements were being made whereby the disaster at Howick Hall will in no way interfere with the exhibition of the Canadian Hardware Exhibitors' Association and the programme will be carried out as previously arranged.

Just before going to press the following letter was received by Hardware and Metal from President Occomore of the Ontario Retail Hardware and Stove Dealers' Association:—

The following telegram was received by Hardware and Metal from L. J. Levy who is in Ottawa at present, and who for a number of years has been in charge of the exhibits of Boech Bros., brush manufacturers, at the Annual Exhibition and Convention:—

Ottawa, Jan. 21, 1914.—*Hardware and Metal, Toronto, Ont.*

Doubtful if Howick Hall can be used for hardware exhibition, building badly wrecked, also heating plant. Suggest that Ross building be secured, more centrally located, has three floors for exhibits and for general meetings.

L. J. LEVY,
9.50 P.M.

"In reply to your telegram, re Howick Hall disaster, may say that if the Exhibitors' Association feel that they can run their exhibition, you may depend upon it that the Retail Hardware Association will be right with them and carry our programme through to the finish.

As soon as I heard of the accident this a.m. I took the matter up with Secretary Wrigley and we are making our arrangements accordingly."

The officers of both associations are in Ottawa making arrangements for the exhibition and convention.

Will Not Wait on Government.

The Secretary of the Ontario Retail Hardware and Stove Dealers' Association has informed Hardware and Metal, that it has been decided not to have a deputation wait on the Government, on account of the subjects which were to have been discussed, having been previously presented by the Retail Merchants' Association.

TELEGRAM RECEIVED JUST BEFORE GOING TO PRESS.

"Ottawa, Ont.,
22nd January, 1914.
"Hardware and Metal,
Toronto, Ont.
"On the job new building; secured better quarters; exhibition goes on per schedule.
"F. M. TOBIN,
"Sec'y-Treas. C.H.M.E.A."

PROGRAMME FOR OTTAWA CONVENTION.

Monday, February 16.

1.30 P.M.—Special train leaves Toronto.
5.30 P.M.—Special train leaves Montreal.
9.00 P.M.—Informal reception at Chateau Laurier.

Tuesday, February 17.

9.00 A.M.—Official opening. Exhibition open to hardware men only.
10.00 A.M.—Committee meeting in Howick Hall.
12.00 P.M.—Luncheon and address in Howick Hall.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
4.00 P.M.—Adjourn to Exhibition Hall.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.30 P.M.—Visit to House of Commons—all galleries reserved.
10.30 P.M.—Collation at Chateau Laurier.

Wednesday, February 18.

9.00 A.M.—Hardware Exhibition open to hardwaremen only.
12.00 P.M.—Luncheon and address at Howick Hall.
2.00 P.M.—Retail Convention in Howick Hall.
3.30 P.M.—Adjourn to Hardware Exhibition.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party for ladies.
8.00 P.M.—Retailers meet in banquet hall, Chateau Laurier.
8.00 P.M.—Exhibitors meet in room, Chateau Laurier.
10.30 P.M.—Moving picture show, Chateau Laurier.

Thursday, February 19.

9.00 to 10.00 A.M.—Retail Convention at Howick Hall.
10.00.—Hardware Exhibition open to Hardwaermen only.
12.00 P.M.—Luncheon and address at Howick Hall.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party as guests of Exhibitors.

Friday, February 20.

9.00 to 10.00 A.M.—Retail Convention at Howick Hall.
10.00 A.M.—Hardware Exhibition open to Hardwaremen.
12.00 P.M.—Luncheon and address at Howick Hall.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
8.00 P.M.—To be announced later.

Saturday, February 21.

8.00 A.M.—Special trains to Toronto and Montreal.

HARDWARE AND METAL

VOL. XXVI. No. 4 Toronto, Canada, January 24, 1914 Two Dollars per Year

The Problem of Rents

THE LEADING article in this issue deals with a problem of widest importance: the rent question. Rents have been going up rapidly of late years. Turnovers also have been on the increase. Has the turnover increased sufficiently to keep the advanced rent on the same percentage? If not, the result is a smaller profit.

The question which each merchant must decide when he decides to move to another location is whether the change will increase his turnover sufficiently to keep the rent down to a percentage which will allow profits without increasing the margin put on the goods. If the move is to a downtown store, it may be necessary to count on a smaller margin and a quicker turnover and withal to increase the total sufficiently to cover the advance in expenses.

The same problem faces the merchant who is permanently located. He must keep his turnover up to the maximum that the location allows. To do this he must make use of every square inch of the space at his disposal to the best possible advantage.

A point which the merchant who owns his store should never overlook is the necessity of changing a rental against the business. And, what is more, this rental should be based on the value of the store if rented to an outsider. In the capacity of property owner the merchant should be just as strict on himself as he would on a tenant.

The Business Situation

DURING the past week a considerable improvement has been noted in all lines pertaining to the hardware trade.

In the metal markets a much better feeling has developed, and during the week a number of price changes have taken place, nearly all in an upward direction. The metal market is exhibiting a much firmer tone than has existed for some time past. Manufacturers of iron and steel products report an improvement in the number of orders coming in. Stove manufacturers report an improvement in business since the advent of colder weather and the demand for other lines is holding up well. Paint manufacturers are quite optimistic regarding the outlook for spring business. Hardware jobbers state that business is fair for this season of the year. Booking for spring delivery is heavy, indicating that retailers are showing confidence in the future. It is expected that with the completion of stocktaking (which in many places is still under way), there will be more activity in purchasing. Stocks generally are low and with the opening of spring business there should be considerable heavy buying on the part of the retail trade. Reports from the West indicate a better feeling, and the concensus of opinion is that with the advent of spring there will be a general all-round improvement in business, and that business transactions will be conducted on a sound basis.

A number of very large undertakings will be commenced early in the spring, and the optimism expressed by those in charge of the undertakings is having a good effect in all classes of trade. As far as the hardware trade is concerned, the business outlook is very satisfactory at the present time.

Sales Records for the Clerks

A BRANTFORD merchant has instituted a system whereby clerks are furnished in advance with a record of the sales made by them one year before, and an intimation that they are expected to equal or surpass these during the coming week. Associated with such a system is naturally one by which a clerk is kept informed of the relation in sales of his work by the month and by the year, with a comparative statement for the corresponding month or twelve months preceding. From the point of view of employer and clerk alike the method is an admirable one in furnishing a definite incentive to strain towards a goal that is the natural indication of progress, increased sales. Competition is a life-giver in business, and self-competition in the case of all whom ambition moves, is a potent stimulant. But from the standpoint of justice to the clerk financially, knowledge of his sales record is no less advisable. In a large store where individuals are more or less merged in numbers, this is often the controlling factor in granting increases where personal observation and a close study of each is out of the question. Where, however, the manager of a department receives no such returns or treats them, coming in monthly or weekly, as of no moment, this equitable mode of judging claims to higher salaries is nullified and a superficial impression or personal favor may become the arbiter. Nor does the clerk in urging his own merits, hold evidence of his growing skill and value to the store that of right belongs to him. When he asks for an increase and proof is demanded, what chance has he to vindicate himself?

The Exceptional Salesman

SALESMANSHIP has become one of the most potent forces of the age. Business to-day is focussed on the selling end more strongly than on any other branch of industry. To market his product: that is the problem that the manufacturer is bending his energies upon. The best product that the ingenuity of man could conceive and engineering skill produce would be offered on an unresponsive market if the selling campaign were not aggressively handled.

Salesmanship has become the dominant factor in the retail store. Perhaps it would be better to define this phase of merchandising in a more general and compresensive way by making use of the word "service." After all, salesmanship is service just as surely as service is salesmanship in the broadest sense. It is incumbent on the merchant who would succeed to offer the public the best possible service—the best stock, the fairest prices, the most attractive store, the most courteous of attention, the most compelling advertising. All these points are summed up under the word service and are, as a result, salesmanship in the fullest sense.

The efficient man will, therefore, be an Exceptional Salesman. To be exceptional he must possess more than the mere ability to make the sale of a specific article. He must be capable of establishing friendly relations with the customer. He must interest customers in goods other than what is asked for. In addition, he must understand the goods thoroughly and be in a position to explain how to use them; he must understand the value of proper arrangement and display; he must appreciate the importance of prompt delivery and courteous attention to complaints. In brief, he must understand service in its every phase and be prepared to follow out the idea of service in every particular.

Are YOU an Exceptional Salesman?

Try a Double Inventory

THE INVESTIGATION that is being conducted by Hardware and Metal along the line of methods for gaining control of the rapid growth in selling costs indicate a general agreement among leading merchants that a better knowledge of actual costs and profits is becoming more and more essential to future security and reasonable success. A haphazard system, or an utter lack of system that trusted to an almost blind instinct for keeping above water, was all very well in its way when profits were on a much higher level than they have been for the last two or three years. Where the turnover has been piling up beyond the proportionate increase of the local population the race against rising costs fared on, with the victory resting upon the merchant. Where the population rested as it was, or the resources for pulling outside trade were temporarily at least exhausted, the pinch of the close approaching elements, cost and selling price, began to be felt and many an anxious hour struck for the puzzled proprietor. But whatever the advice that is to be proffered by men who are solving this problem, the very condition necessary for applying the remedy will be lacking without definite information on the part of everyone that would lead him to set his finger upon the weakness in his own operations. A merchant in a Canadian city of under 20,000 population told Hardware and Metal this year that in order to learn exactly what was the profit in each department and the percentage relation between the buying and selling price, he was taking a double inventory, recording on his sheets both the cost and the selling price. Adding up the goods in each department this enabled him to see at a glance the percentage of profit in each, and he was thus in a position to strengthen the weak spots in his mercantile armor. This double system is employed in many institutions even where the information is available through other sources of bookkeeping, but in stores where the latter is absent, it would appear to be a vital necessity. Learn where you are at and thus equipped you can intelligently seek for and apply the remedy.

Editorial Briefs

Meet you at Ottawa.

* * *

Make yourself an Exceptional Salesman.

* * *

Business continues to improve slowly, but surely.

* * *

When in doubt, proceed cautiously. But proceed — don't hang back and let the doubt spoil action.

* * *

If you are paying more than 4 per cent. on turnover for rent, you are either paying too much or your turnover is smaller than the importance of your location warrants.

* * *

In these days of keen competition the hardwareman finds it necessary to watch the market closely and take advantage of any good opportunities which present themselves.

* * *

Salesmen are not hard to find, but how often does one run across the Exceptional Salesman, the dynamic, 100 per cent. efficient man? And yet to be successful in the fullest sense of the word, a salesman must be exceptional.

No hardwareman should miss the Ottawa Exhibition and Convention.

* * *

The Hardware Specials to Ottawa will carry the live wires of the trade. Are you going to be along?

* * *

Follow up stock-taking with a thorough clearing sale. This will make it possible to start the spring season with a clean stock.

* * *

In view of the fact that a large number of price changes are taking place, the retailers should keep closely in touch with market conditions and endeavor to protect themselves by ordering or booking at the most favorable opportunity.

* * *

The adage "When in doubt, don't do it," should be stricken from the records of wise sayings. It teaches the treason of inactivity, it instills the poison of let-well-enough-alone. It is better to do things even if we go wrong sometimes than to do nothing for fear of going wrong.

Using Cement During Winter Months

Cement Can be Used During Winter Months—Striking Example of the Fire-Resisting Qualities of Concrete—Preventive Methods for Winter Uses.

"CAN cement be used during the winter months?" This is a question which is often asked of the retail hardware merchant.

The answer can safely be in the affirmative, providing the user of the cement takes certain precautions which will be dealt with later on in this article.

Cement should be an all-year-round seller with the hardware merchant. It is, in many places, where the merchants have educated the public regarding the proper methods of using cement.

It is well known that concrete, which is made of cement, sand, stone, etc., is rapidly replacing many of the old-time materials for building purposes. It has many advantages in its favor.

Concrete enters largely in to the construction of many of our largest buildings and other constructive undertakings.

The large builder, contractor and those steadily engaged in the building trade realize the value of cement, but there still remains a great deal of missionary work for the hardware dealer to do, among the farmers.

One point in particular which should always be pointed out and kept before the farmer, is the protection he is afforded by having buildings, silos, etc., constructed of concrete.



Striking example of the fire-resisting qualities of concrete.

A Striking Example.

When a large city is without an adequate water supply for only a few days the danger from fire is brought home very forcibly. Conditions are considered intolerable, and they should be, for there is small consolation in watching a fire burn itself out.

In rural districts this danger is always present and the only relief lies in constructing buildings of fire-resisting materials. The accompanying illustration of the silo and barn foundations of the Boys' Farm and Training School at Shawbridge, Que., strikingly shows the advantage in concrete construction. The silo has now gone through three fires without any injury that prevents its being used for the purpose for which it was intended. The first fire occurred before the silo was entirely finished. The heat was so intense that the walls became red-hot and were visible for miles. When the walls cooled the silo was completed and was filled at once with that year's crop.

The photo shown was taken after the second fire, which took place in 1912. On the long side of the foundation walls can be seen the entrance to a root cellar. The root cellar is of concrete and is located under the stable floor. It was filled with roots when the fire occurred and they were taken out in good condition after it was over.

In 1913 the wooden portion of the barn, which had been rebuilt on the concrete walls shown in the picture, again caught fire and was once more entirely consumed. Although the silo is practically in contact with the barn it went through its third fire without damage and is once more filled with silage. The foundation walls are carrying the new barn which has been erected.

This example is one that can be used successfully in getting the farmer interested in the use of cement for building purposes.

There are no doubt many farmers in your locality who are considering the erection of silos, foundations, etc., but who are holding back until the arrival of spring weather. Would it not be a good plan to try and get them interested now?

Even though they do not go ahead with the work at once, they will in all probability be customers for cement in the spring.

In answer to the query as to whether cement can be used during the winter the following information from a paper read recently before Boston Society of Engineers, Leonard C. Wason, president of the Aborthan Construction Co., Boston, Mass., stated that the aggregate must be free from frost when mixed. "A live steam pipe can be shoved into the sand pile, the escaping steam heating it and removing all frost. The same may be done with the stone, but a canvas should be thrown over the top of the pile to retain the heat, which more readily escapes. Where a considerable amount of heating is provided for in advance, steam pipes are laid on the ground, and stone as received is dumped upon them. Then there is a canvas thrown over to prevent storms getting into the pile, and to retain heat. The frost is thus easily and economically removed.

"Salt is frequently used in the water to lower its freezing point, and it is seldom worth while to heat the water itself. Little care need be used to prevent mass concrete from freezing, as the frost will usually only strike to a depth of about one inch. Buildings are enclosed with tarpaulin tied onto an outside staging, and the enclosed space is heated with salamanders burning coke. Sometimes it is possible to use steam.

"Frost is removed from work done by the use of salt and steam, and if the concrete surface is left rough it is common to sprinkle the top surface with salt to prevent freezing. In winter it is very common to put the finish on as a separate operation, after the building is enclosed, and not as an integral part of the construction, on account of the danger of freezing. After it is put on, it must be kept from freezing for the first forty-eight hours.

"The expense of protection against the weather is not very great, and good results can be so surely guaranteed that it is not usual for the writer ever to discontinue work on account of cold weather.

"Occasionally, however, it is necessary to make some provision for the protection of the men. Shelters or windshields are built in front of the benches

(Continued on Page 47.)

Bennett's Big Idea--Retail Specialization

How Conditions in a Small Town Where the People Had Mail-Orderitis in an Acute Form Were Improved by the Merchants Getting Together to Prevent Overlapping and Unnecessary Competition.

THIS is the story of how a number of merchants in a small town—a very small town—managed to reduce the mail order trading in their locality.

When H. P. Bennett bought out the hardware business of Sales & Sons in the town of B———, there were four other stores doing a more or less general trade. Harding, the grocer, handled quite an assortment of hardware and nibbled at the clothing trade a little. Sanderson, the dry goods man, had groceries, hardware and drugs in stock as well. The stock that Bennett took over included an assortment of canned goods, candies, general staple groceries and a heterogeneous collection of dry goods, as well as the hardware stock. He even discovered a few odd lines of boots at the back of the store.

In other words, the stores of B——— were general stores in the first stages of specialization. It followed that the trade was pretty well split up and buying was done in small quantities. Bennett realized that he was not getting a very good price on the orders he placed; but he was confident that the other merchants in town were not buying any closer. The smallness of their orders precluded all possibility of this. He would not have had any cause for complaint, therefore, if it had not been for the fact that the mail order houses were selling almost as much in the district as all the retail stores combined.

He discovered this alarming fact as soon as he took over the new stores. It was not necessary for him to see the large consignments of express matter which came in every day to realize this. He heard the matter discussed on every hand. People very frankly talked about what they were buying by mail, and compared the catalogue prices with the figures of the local merchants. Bennett had customers say to him: "We buy most of our stuff from Toronto. Get the prices right that way. But we'll give you the rest of our business."

Sometimes the "rest" was very small, as Bennett learned to his sorrow. He realized that the mail order houses were given the nut while about all that was left for him was the shell. The secret of success in the retail business in B———, judging from the experiences of the other merchants, was to work hard, live economically and watch every cent. By doing this, they were able to pay their bills and eke out a living.

But Bennett was not satisfied with this kind of success. He had put twenty-two hundred dollars into the business in hard cash. At the outset he had figured that in time he could double the turnover and win an ample competency from the business. The dispiriting lessons of his first three months in business did not entirely demolish these ideas; although they came through the ordeal badly battered.

Bennett first tried to "beat the game" by handling his goods along more progressive lines. He cleaned up the store, rearranged the goods, painted the place inside and out. Occasionally he would run down to the store of an evening and put in a fresh window trim. On several occasions he put half page ads in the weekly paper, something his predecessors had never done.

The result of all this was felt in an improvement in trade. A few people who had bought necessities and filled rush needs at the stores of competitors, came to him instead. He got quite a number of new names on his books. But the prices he was forced to quote in order to bring his prices close enough to catalogue quotations allowed the merest shadow of a margin of profit. The turnover increased more or less rapidly, but the growth of the profits was sluggish to say the least.

The only way to get over the difficulty came to him one day when a grocery traveler was in getting his regular order. He had been specifying a few items, a dozen cans here, a few pounds of this and a gross of that. When he got through, the size of the order, he knew, would be ridiculously small.

"Look here, Mr. Bennett," said Cavers, the traveler. "I can't give you much of a price when the quantities are so small. Why not plunge, for once? If you will double up your order, I can quote you a lower price, and you shouldn't have trouble in selling the goods out."

"No, thanks," said Bennett, curtly. "I'm finding difficulty in selling what I buy now. There are too many of us in the business in this place, that is, too many when you count in the mail order houses. I don't see why these whole-hog corporations don't open stores here and take all of the business instead of just ninety per cent."

"Things must be bad here," said the traveler, regretfully, as he put away his order pad. "I've tried to get every dealer in town on this bigger quantity argument but couldn't budge one of them."

"They all buy in small quantity, don't they?" asked Bennett. It was a superfluous question, really. He knew they did.

"Small! I should say so: I'm not kidding, Mr. Bennett, when I tell you that I don't make my expenses in this town."

And then the idea came to Bennett. It swept over him all of a sudden and he was amazed that it had never occurred to him before.

"Cavers," he said, "cancel that order."

"What!" exclaimed the startled traveler. "Look here, Mr. Bennett, you're joking, aren't you? If I leave this place with my orders any smaller than they have been, why, it will be a case of a fond adieu to this job of mine. It ain't much of a job but it's the only one I got."

"I am going to fix things so that you can triple your business in this town, my boy," said Bennett, reassuringly, "and do it in half the time. But, in the meantime you'll have to take your medicine. Just tear that page out of your order book, please."

And he stuck to his guns, despite the strenuous objections of Cavers, who put up the argument that a small order in the hand is worth bright promises in the bush. He finally had to escort the downcast traveling man to the door and politely but forcibly hand him over the curb.

Late that afternoon, Bennett hurried over to Harding, the grocer. He found the latter in his office getting out his monthly accounts. He was fairly buried in envelopes.

"There's hardly a man in B——— that would dare to look me in the eyes," grumbled Harding, "if they had any decency about them. I was just reckoning up that 90 per cent. of the families owe me money, and at least 89 per cent. are sending ready cash off to the mail order houses each week."

"I'm going out of the grocery business, Harding," announced Bennett. "Will you take over the stock I have on hand?"

"Oh, I don't know," said Harding. "I'm loaded up to the eyes as it is."

"Well, if you don't," said Bennett, decisively, "I'll dump the stuff on the public at any old price. I'm going out

of groceries. Hardware, the whole of hardware and nothing but hardware from now on for me."

"Hold on now. Don't get excited," said Harding. "I'll buy your stock if we can reach an agreement on the price."

"Before we talk price," suggested Bennett, "why not arrange to sell me all the hardware you've got?"

"What's the scheme anyway?" demanded Harding, suspiciously. "I've handled hardware for years, ever since I've been in business, in fact. I don't intend to cut down my profits this way. It's hard enough to stay in business as it is without cutting down on our chances for trade."

"It's because we haven't been specializing more that we've found it hard to stay in business," asserted Bennett.

He got out a pencil and taking the back of an envelope started to figure.

"If you add the orders I've been putting in for groceries on to your own orders, you would get a much finer price. If I go out of groceries, you'll be able to do that. If we can get the rest of the stores in town to stick to their own lines and leave groceries to the grocer, you will get all the business and be able to order in double the quantities. Do you realize what that will mean? Closer prices, better profits, a better chance to meet mail order prices, better days ahead, no more grubbing. Why, man, it would mean emancipation from the slavery you've been laboring under for the last ten years."

Henry Harding was a slow-thinking man, but when an idea once worked its way into his cranium he had it for keeps. When he had mastered Bennett's suggestion, he nearly tumbled off his stool in his eagerness.

"By Heck, you're right, Bennett," he declared, staring fascinated at the figures that the latter was working on the back of the envelope.

"It would work out the same in hardware," went on Bennett. "If you and the rest of them would quit buying hardware, I would double my turnover in straight hardware, and get the advantage of closer prices. If the both of us would throw dry goods out, Sanderson would have a chance to fight the mail order houses and make a profit as well. See the idea?"

"I do," said Harding. "And I'm for it. Why haven't we got together on this thing before?"

"Why didn't somebody discover evolution until that apple planked old Newton on the head?" asked Bennett. "Well, now we've got to get after the rest of them on this, Harding. Let's get right down to work."

It was found to be harder work convincing the other merchants of the value of specialization. Finally, however, Bennett prevailed. There was a general exchange of goods and inside of six months B——— no longer had general stores. An era of trade specialization had begun.

And the results? Condition improved immediately and noticeably. There has been a continuous improvement since.

It has not been found possible to eliminate the mail order habit. The people of B——— still send their ready money to the big cities and run bills with the obliging local merchant; but the practice is on the wane. A better condition all around is developing.

OBJECT TO TWO CARTAGE CHARGES.

The cartage question among others was discussed at a recent meeting of the Retail Merchants' Association of Orillia, Ont, The merchants felt that it is unfair that they should be called upon to pay cartage in the city as well as at this end. They instructed the Secretary to write the Central Association, asking that the movement be strongly opposed before the Railway Commission, and that, if necessary, legislation preventing the collection of cartage with the freight be asked for.

The Government will also be asked to place a tax on all mail order houses doing business outside their own city. The merchants think it unfair that they should have to compete with houses which pay no taxes to the communities from which they draw their trade.

Geo. H. Saywell, of Geo. H. Saywell & Co., Winnipeg, Man., has just returned from a business trip to England and the United States. Mr. Saywell is quite optimistic regarding the outlook for future business in the West.



Splendid Display of Tools by the Mills Hardware Co., Hamilton, in Their Barton Street Store.



Auto Accessories as a Hardware Line.

Department Store Features Auto Supplies—Hardware Merchants Taking up the Line and Find it Profitable.

The wonderful growth in the auto industry, and the large annual increase in the number of auto owners has opened a large field for the sale of auto accessories and supplies. The demand for these lines is constantly increasing, and hardware dealers who have added auto accessory departments to their business, have in many cases found them among the most profitable departments in the store. The patronage of the auto owner is very desirable.

DURING the past week one of Toronto's largest departmental stores arranged a window display of auto accessories.

This firm has show windows facing on four streets, one street in particular is used to a large extent by autoists, and the firm had the foresight to use a window on the street where it would in all probability be noticed by the largest number of auto owners or drivers.

In looking over the display, a person acquainted with hardware goods, is impressed by the large number of tools classed at auto accessories, which in reality form part of the stock in the average hardware store.

Added to these lines were spark plugs, grease guns, horns, lamps, oils, polishes, tools in kits and other lines which work in splendidly with goods carried in the hardware store.

Enquiries among auto owners and dealers elicit the information that auto parts and accessories are becoming standardized and that it is now possible to purchase many lines of accessories which are suitable for a large number of various makes of autos.

This standardization of parts is helping to overcome the prejudice which was exhibited by some hardware merchants when they were asked to stock auto accessories.

The chief objection for some time appeared to be the necessity of having to carry a too varied assortment of parts.

There are, however, a large number of hardware merchants who have been keeping closely in touch with this class of business. Auto accessories are now being stocked by many hardware merchants in various parts of Canada, and the number is rapidly increasing.

Agencies for automobiles have also been taken up by hardware merchants.

The line is a profitable one to handle, and where a merchant can work up a nice trade in this line he gets a very desirable class of trade.

Auto owners are also purchasers of many other lines of goods and if you can draw them to your store through the medium of your auto accessory department, you will also secure their patronage for other lines.

In the majority of cases the auto owner will deal with the hardware merchant in preference to the garage owner, especially when the latter have been in the habit of charging exorbitant prices for accessories, which was often the case before the hardware trade began to specialize in needs for the autoist.

Firms Selling Auto Supplies.

The George Taylor Hardware Co. of Cochrane, Cobalt and New Liskeard, have gone into the auto accessory line extensively and are making a splendid success in this department of their business.

The firm also sell automobiles and their trade in the two lines has grown to such an extent that it is their intention, within the next four weeks to commence the erection of a garage in a central location in Cobalt, to work in conjunction with the automobile end of their business.

The Taylor firm believe the show windows to be one of the best mediums for displaying goods at their command and they have shown some very creditable displays devoted entirely to auto accessories.

L. F. Heartwell, of Rosetown, Sask., although located in a small town, sells automobiles and auto accessories, and has done a good volume of business in these lines.

There are many other hardware firms making a success of the sale of auto accessories and in many cases automobiles as well.

The trade of the autoist is very desirable, and the cost of putting in a small stock of auto accessories is not very large. The stock can be added to from time to time as the needs of the autoists become known to the dealer.

The large annual increase in the number of auto owners in Canada is opening an exceedingly large field for the sale of auto accessories, and the department stores have not been slow to recognize this fact.

USING CEMENT DURING WINTER MONTHS.

(Continued from page 44.)

where carpenters are making up forms, as well as around the men at the concrete mixer, whose work does not necessarily keep them warm. Where excavation is going on in the open, it is expedient to have a building with a good fire where the men can warm themselves when necessary; and on a few jobs it has proved to be wise to furnish hot coffee free in these shelters."

A CORRECTION.

In Jan. 10th issue of Hardware and Metal an item appeared stating that W. S. Smith of the Smith Hardware Co., Belleville, Ont., had been elected as alderman. W. S. Smith is not connected with the Smith Hardware Co., but is engaged in another line of business.

Fred B. Smith of the Smith Hardware Co. was nominated for alderman, but did not run.

Fighting Mail Order Houses at Their Own Prices

What Has Been and is Being Accomplished by a Western Ontario General Merchant in This Regard — How the Wants of His Farmer Customers Are Looked After — The Importance of Personal Service and of Knowing Thoroughly Characteristics of Every Customer.

SIXTY years ago in the spring, the general store business now operated in Lambeth, Ont., by James A. Kelley, was established. Lambeth is a little hamlet nestling in the centre of a fine farming district a few miles from London. Here, back in 1854, Mr. Kelley's father founded a small store which, under his and his son's direction, has prospered throughout the intervening years.

The general reason for this prosperity is the fact that the Kelleys have been able to keep the farmer's trade at home. Had their business methods been of such a character that farmers found it more convenient to go to London or send to distant mail order houses for their goods, there might have been a different story to tell. But more about that presently.

Jas. A. Kelley has been a general merchant ever since he was big enough to look over the top of the counter. For 33 years the present store has been occupied, the first having long since been razed to the ground. For the past 12 years the present proprietor has been at the helm.

Raises Standard of Goods.

Shortly after Mr. Kelley assumed control of the business 12 years ago, he decided on an important policy which he claims has been one of the chief factors in carrying him through all competition, outside or otherwise—he decided on raising the standard of the goods to his customers.



JAS. A. KELLEY, Lambeth, Ont.

This was not accomplished all in a day. Step by step, gradually but surely, his trade was taught to appreciate high quality goods in every line.

"For instance," remarked Mr. Kelley to the writer, "when a customer asks me for a pair of boots, I always show the higher priced ones first. In most cases I sell them. If they are too high, then I show cheaper lines and even at that it is, in a majority of cases, easy by contrast to sell the better boots.

"Besides making some 80 cents margin on the superior goods as compared with about 40 on the others, we give better satisfaction and have more pleased customers."

This method of Mr. Kelley's has done much to keep the trade of his neighborhood at home. His customers have learned that they cannot do any better than adopt his suggestions in the matter of quality comparisons, and as he is careful not to charge prices higher than distant mail order houses or London merchants, the difficulties in the way of holding the money at home are not so great.

Studies Mail Order Catalogues.

"The mail order houses? Oh they do not give me any bother," said Mr. Kelley in answer to a question. "There are a few catalogues coming into the district and I get one of them myself. This I study carefully to find out just where are the catch prices. In wall-paper, for instance, I long ago discovered that the catalogue houses sold the wall-paper itself rather low, but they made up on the border what was lost on the paper. I adopted the same policy and my customers know that wall-paper is just as cheap and as good here as any place else."

Has Department Store Himself.

In the opinion of this general merchant, many dealers lose trade by not having the goods the farmer wants and not making any effort to get them.

"I always get a farmer what he asks for if it is not in stock," he declared. "It makes no difference what it is (from a needle up to a piano) I get it for him."

This is surely one of the chief obstacles preventing the mail order houses from getting a footing in country districts. When a man asks for a certain article he usually wants it and is going to get it somewhere. It is up to the merchant to make his best endeavor to supply it.

A trip through Mr. Kelley's general store reveals a wide range of goods.

THE TRIUMPH OF PERSONAL SERVICE.

This article runs along the line of "Keeping the Home Trade at Home." It illustrates the methods of a progressive country general merchant who has to deal principally with farmers. But what is of more importance, it shows that the man who succeeds in holding the trade of his community against the mail order and nearby city trade currents, must give a service which has no competition. Where there exists a live, aggressive dealer—one who gives thought to the problem of modern service — there is little chance for the mail order houses to get a footing in his community. The flesh and blood power of proper personal service always triumphs.

PERSONALITY IN THE CALENDAR.

The 1914 calendar issued by Mr. Kelley this season is one in which is contained his own personality. As referred to in the accompanying article he is this year celebrating the completion of 60 years in business of his father and himself. Symbolical of the past and present, the illustration of the calendar shows a hesitating maid attempting to choose between two appealing swains, one with the horse and buggy and the other with the modern automobile. The subject of the sketch is "The Old and the New." Below is reproduced a cut of the Kelley store as it appears to-day, and the wording: "1854—1914; Compliments of the season on the occasion of the 60th Anniversary of our Business."

There are dry goods of many kinds, hardware, boots and shoes, harness, whips, wallpaper, robes, paints, garden tools, screen doors and all kinds of other hardware. A vacuum cleaner was also observed in stock. But if the farmer does not find what he wants among such a veried list, Mr. Kelley takes his order on the spot and gets it. He finds he can in the majority of cases sell such goods cheaper than the larger stores in any of the surrounding towns. In other cases prices are usually the same.

Rural Phones a Help.

The rural phone has been quite an acquisition to business in the vicinity of Lambeth. Some 300 rural phones are distributed throughout the district and the owners of probably half of these are customers of the Kelley store. "Often after the husband leaves for the village," explained Mr. Kelley, "his wife thinks of something she has forgotten to order. If she has the phone she uses it. Sometimes, too, when certain goods come in which I think will be appreciated by certain customers, I call them up on the phone and suggest that they be sent along with Mr. So-and-so who happens to be in the village."

Asked if he thought Parcel Post would be a help to a merchant situated as he is, he replied that it would depend considerably on the rate. If the rate for the first 20-mile zone were low enough, small goods might frequently be sent. In country districts, of course, such goods as sugar and flour are bought generally by the sack.

Little Lost in Bad Debts.

The fact that Mr. Kelley finds very few, if any, losses, during the year from bad debts, emphasises the advisability of the merchant knowing personally the character, likes and dislikes of each individual credit customer. During the past twelve years particularly, he has educated many of his customers to either paying cash or to pay accounts more promptly. Twelve years ago when he assumed the proprietorship, due bills circulated freely in Lambeth. Whenever farmers brought in some produce, the merchants gave them due-bills for any balance there happened to be. The result, in Mr. Kelley's experience, was that so many of these were in circulation that they became somewhat of a nuisance. Farmers didn't have the money to pay the blacksmith or the barber. There was no "ready" money on tap.

On taking over the business, Jas. A. Kelley immediately discontinued the due-bill system. If there was a balance due a farmer, he paid him cash. The blacksmith and the barber then often secured cash and in turn they paid more cash for their goods. But the greatest benefit to Mr. Kelley in this move was the fact that it increased his trade. The news quickly spread around that he was paying cash for all produce that wasn't taken out in trade.

"Trade began to pick up," he stated to the writer, "and in three months' time I had a good many new customers many of whom are with me yet."

This policy together with the tendencies towards more mixed farming, have helped payments in the Lambeth district. It taught many of the farmers promptness and although there are cases where some settle up but once a year yet the percentage of cash and short-term credit has greatly increased.

Mr. Kelley, as aforementioned, knows his customers, having lived among them close to half a century. That probably explains why he loses so little in bad accounts. He has no difficulty in getting his money in. For some accounts he has to wait a year. When October comes around he sends out the account in full not itemized. If a customer would like to see the items he has them in a loose-leaf book and just as soon as the account is paid, he tears out the leaf and gives it to him. If any are a little tardy about paying accounts, he suggests to them that he "would like a little money," etc., etc., and has no trouble in getting it.

To only one farmer does he refrain from sending out an invoice. "I did it once," he said, "and he was insulted. I know he is good so I wait and I get my money once a year and lose nothing."

Saves Much In Discounts.

A strict policy is pursued in buying. Cash is paid for everything and all discounts are taken. "While I could not say definitely I think I save probably $500 a year by taking all discounts." In twelve years that would amount to a tidy sum.

While this store has considerable warehouse room, Mr. Kelley feels that there should be more display space. Wall-papers, boots and shoes and other goods now have to be kept upstairs. In the spring he intends expanding. The front of the store will be remodelled to make way for more windows. So this year will be Expansion Year as well as the 60th anniversary of the founding of the business.

Stock is turned over in the Kelley store an average of three times a year. Expenses are about 12 per cent. of turnover.



The store of Jas. A. Kelley, Lambeth, Ont., typical of many of the general stores throughout old Ontario. It will be remodelled in the spring to permit of greater display space in the front. The business has been conducted for 60 years by Mr. Kelley and his father before him.



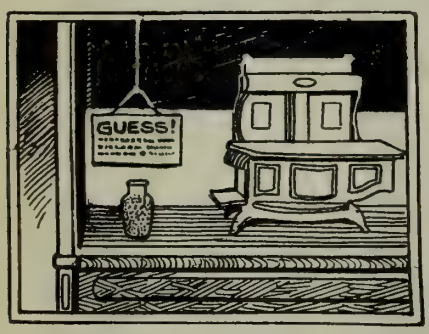
What Other Hardwaremen Do

HARDWARE FIRM HOLDS STORE CONFERENCE

That store conferences pay has been demonstrated to the satisfaction of one Western Canada hardware merchant, who has conducted them for some time. These conferences are held every two weeks and the employees are gathered together to discuss problems of interest to all associated with the firm. Among the subjects which have been discussed are: Arrangement of stock, methods of advertising and results obtained, the value of window displays, best methods to create new business, manners in which to approach customers, etc. Another subject which has been taken up and which is much appreciated by the clerks, especially junior clerks, is lists and discounts, and short methods of figuring discounts. In a great many stores there are clerks who have never had a chance of learning much about the standard lists issued by Canadian manufacturers. In selling nails they are often given only net prices by the dealer, and they know very little about the base price of nails, and the regular advances over base. The Western merchant claims, and rightly so, that this information should be in the possession of clerks in order to help them in becoming efficient hardwaremen



Store conferences held in store of Western Canada merchant.



Hardware firm in Battleford conducting guessing contest.

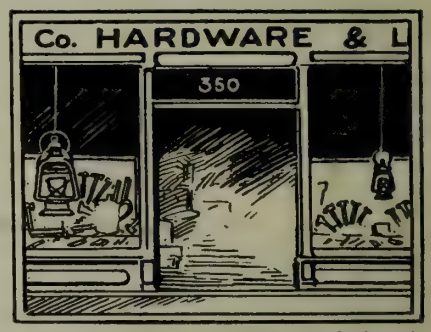
CONDUCTING GUESSING CONTEST.

The Battleford Hardware Co., Battleford, Sask., are conducting a guessing contest, the prize in which is a $65.00 kitchen range, which is on display in the store windows. A jar of beans is also displayed and each customer making a cash purchase of one dollar is entitled to a guess as to the number of beans contained in the jar. Customers are allowed one guess for each dollar's worth of goods purchased. At the close of the contest, the person guessing nearest to the number of beans contained in the jar will be awarded the stove. Guessing contests of this nature have been quite frequent in Canada during the past year. Some of the contests have been conducted along such lines as guessing the length of a string, quantity of water contained in a large sealed can, length of time a clock would run, weight of a pail of shot, number of beans contained in the globe of a coffee percolator, etc. In some instances considerable interest has been manifested by the public in these contests.

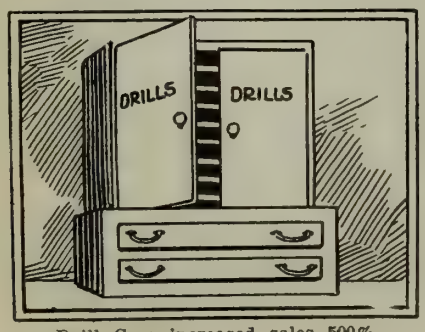
UNIQUE METHOD TO ATTRACT ATTENTION.

Novel methods are often necessary to attract attention. A Western dealer recently tried out a scheme that proved effective in attracting attention. Both show windows were used to feature an assortment of goods that were placed on sale, all at one price. Both windows were filled with goods and all articles were marked down to the same price. In one window he hung a lighted lantern, equipped with a ruby globe and a show card bearing the following: "You do not need much light to see the big values in this window."

In the other window he hung a "Little Bobs" lantern which, as all hardwaremen are aware, is very small. With the small lantern, which was also lighted, he had a show card bearing the following: "You can see big bargains in this window by the light of a very small lantern." Price cards giving the price at which the goods were on sale, were also distributed freely throughout the window. The innovation attracted a great deal of attention, and many sales were made from the displays.



Lanterns used by hardware dealer to attract attention.



Drill Case increased sales 500%.

INCREASED DRILL SALES 500 PER CENT.

May Brothers, of West Toronto, state that they have increased their drill sales about 500 per cent. by installing a drill cabinet.

In the upper drawers of the cabinet S. S. drills from No. 0 to 60 are stocked, each size in a separate compartment. In the two large drawers at the bottom of the cabinet larger sizes are kept.

May Brothers' store is located in a section of the city where a large number of mechanics are employed, many of whom use part of the noon hour to do their purchasing. It is therefore necessary that they should be waited on promptly and that no time should be lost in filling their orders. Under the old system of stocking drills, the salesman lost considerable time in hunting out the various sizes of drills asked for by the mechanics. The mechanics also lost time in waiting. These objections have been overcome by installing the drill cabinet

Problems For Sheet Metal Workers

HOW TO DEVELOP A 5-PIECE ELBOW.

Editor, Hardware and Metal.—"Will you please publish at an early date a simple method, showing how to develop a five piece (5) elbow."

Yours, etc.,

Enquirer.

As requested by enquirer, we take pleasure in showing how a 5-piece elbow may be developed. We may state that an offset can be made of different positions by leaving the joints a little loose until the desired offset has been obtained. The joints should be backed with a little solder.—Editor.

For Pattern Plate, See Page 28.

FIG. 1.—We will suppose a 10-in. elbow is to be developed. Take the compasses and make circle 10 inches in diameter; then erect a vertical line with J as centre. Then erect another line as shown, A. B. C. making the line solid from B to C. Then determine what length of throat is desired, making from A to be the length. Place compasses at A and draw a quarter circle from C to H. thus giving the outside circle of elbow. Complete profile by again placing compasses at A and B and drawing the inner portion from B to I.

We will now measure off the quarter circle into 5 sections, which should be done as follows. Take compasses and divide off outer portion of elbow into 8 sections as shown a. b. c. d. e. f. g. between C. and H. Having done this, place the straight edge and mark off as shown A G, A F, A E, and A D.

Having completed the profile we will now develop the pattern by marking off in equal portions the circle J as shown, viz.: 1, 2, 3, 4, 5, 6, 7. Then stretch out these to section line D and A.

This being done, we will turn to Fig. 2. Draw line I. I. and take the stretch out developed at J in Fig. 1 and mark off thirteen points, from these erect thirteen vertical lines as shown. Having done this, proceed by marking off the amount of material required by measuring points at inner and outer circle in Fig. 1, with the compass and transferring same on vertical lines I B, I B. Then proceed to develop the curve 5 by placing the compasses first at 7 h 6 x.5 x .4 x .3 x.2 x.1 D and transferring same to line I I on Fig. 2.

When this has been done mark off as shown and cut first piece, then by turning this section No. 5 over and allowing material for throat section, No. 4 will be complete following same rule until No. 3, 2, and 1 are cut out. It is desired to make section 1 a shade smaller to allow entering the big end of another elbow or length of pipe. All that is necessary is to cut about ⅛ inch from each edge to nothing at first joint marked h. Any length or size of elbow may be made by following this rule throughout. Not only may a five-piece elbow be developed in this way but almost any number of sections, by simply marking off a profile as shown in Fig. 1, and dividing the outer arc into the required number always taking care to make the sections at each end of the elbow exactly half the size of the other sections, but counting them as full sections. For instance, it will be seen that Fig. 1 from C to H is divided into 8 sections, viz.: a b c d e f g, then re-divided into 3 larger sections, 2, 3, 4, and 2, small sections 1 and 5. Thus by studying this method any piece elbow may be developed in the same way.

IMPORTANT REDUCTIONS IN EXPRESS RATES.

The Railway Commission, in an order issued Jan. 9, made some important reductions in express rates, to become effective February 1.

In cases where the rates per 100 pounds are 90 cents, the reductions in the present minimum charges are: 2 pound parcels, 5 cents; 3 pounds, 15 cents; 4 pounds, 20 cents; 5 pounds, 15 cents; 6 and 7 pounds, 25 cents.

Where the rate per 100 is a dollar, the reductions in the minimum are: 2 pounds, 5 cents; 4 pounds, 15 cents; 5 pounds, 10 cents; 6 and 7 pounds, 20 cents.

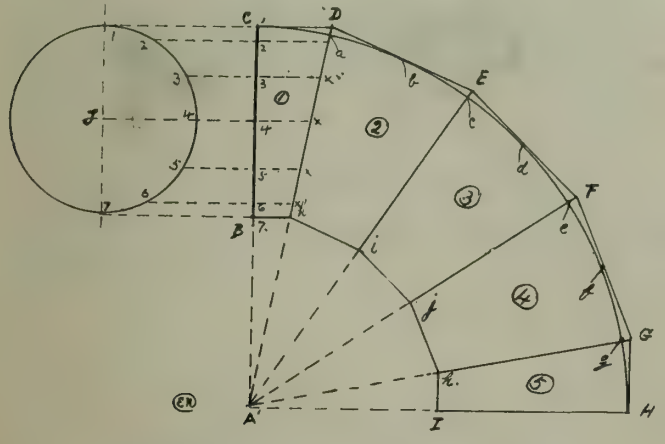
Where the rate is $1.25 per 100 the reductions in the minimum are: 2 pounds, 5 cents; 3 pounds, 10 cents; 4 pounds, 15 cents; 5 pounds, 10 cents; 6 and 7 pounds, 15 cents.

In cases where the rates are $1.50 per 100 the reductions are: 2 pounds, 5 cents; 3 and 4 pounds, 10 cents; 5 pounds, 5 cents; 6 and 7 pounds, 10 cents.

Where the through rate is $1.75 per 100 there is in the case of 2, 3, 4, 6, and 7 pound shipments a reduction of 5 cents in the minimum charge.

STUDY PATTERN DEVELOPING IN SPARE TIME.

Many a bright lad has been spoiled in our tinshops because of the spare time which seemed to hang on his hands. He becomes careless in a thousand and one ways, when if some little encouragement had been given him this same boy might have been a boon to the shop. There are thousands of smart fellows in and around our sheet metal and tinsmith shops who only partially learned the trade.



PROFILE OF FIVE PIECE ELBOW

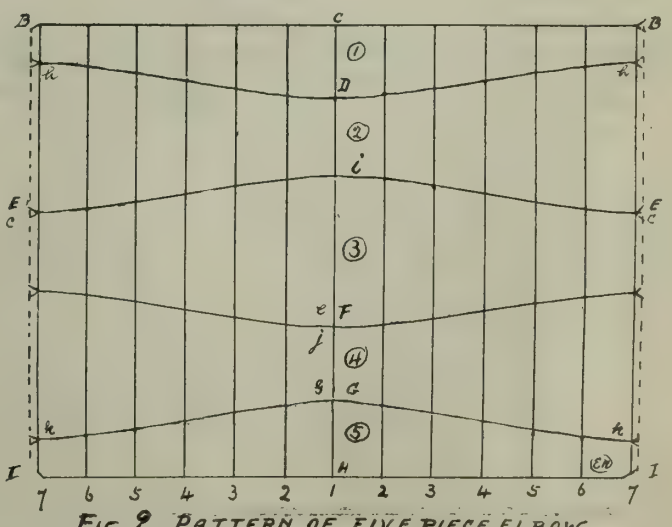


FIG 2. PATTERN OF FIVE PIECE ELBOW.



Hockey and Pleasure Skates

Skating is the most healthy of all winter sports, and should be encouraged. Old and young alike should take advantage of the opportunities afforded them for out-door pleasure during the winter months.

Our stock of hockey and pleasure skates, and hockey supplies, is complete. Special attention is given to skating or hockey club orders.

A few of the lines in stock are:—

Boys' Spring Skates	60c. pair	Hockey Pucks	15c to 35c. each
Hockey Skates	60c. to $5.00 pair	Ankle Supports	25c. pair
Figure Skates	$3.00 to $8.00 pair	Shin Guards	25c. to $2.00 pair
Snow Skates	45c. pair	Skate Straps	10c. to 30c. pair
	Hockey Sticks	20c. to 75c. each	

THE CITY HARDWARE COMPANY

Phone Main 200 **120 Main Street**

BIG VALUE IN LANTERNS

The 0000 Cold Blast Lantern will not blow out in any wind. It is indispensable to the farmer, liveryman, deliveryman, or anyone who has occasion to use a lantern. The oil fount is large, and is guaranteed not to leak. The globe is roomy, permitting the hand to be inserted with ease for cleaning purposes. The handle cannot work loose or drop off. The lantern is fitted with a globe-lifting attachment that holds the globe up for lighting or trimming. Has large wick, throws an exceedingly bright light, and holds enough oil for 000 hours continuous burning.

A Lantern with the above qualifications is indeed big value at 75 cents

Come in and let us show you

THE CITY HARDWARE CO.

Phone 200 120 Main Street



This cut shows an exterior view of the new Edmonton store of the Hudson Bay Co., where not so many years ago there was nothing but unbroken prairie soil. The building contains 130,000 square feet of floor space and represents an expenditure of some $350,000. It will be completed about the end of January.

A Great Transformation on Canada's Prairie

In Cities, Where Just a Few Years Ago Was Unbroken Land, Are to be Found Large Department Stores Taking the Place of the Old Time Trading Posts—The New Hudson Bay Co.'s Store at Edmonton Typifies the Change.

"THE old order giveth way to a new."

That is a rather trite proverb, but when applied to the history of certain of our modern industrial enterprises, it throbs with new life and meaning. Nowhere is the saying more applicable than to the way in which the big department stores in the cities of Western Canada have taken the place of the country general stores and trading posts that dotted the prairie lands where these cities now stand, just a few years ago. Special reference is made to the new Hudson Bay Co. store in Edmonton, Alta.

If our grandmothers could come back, imagine their emotions as they are whizzed breathlessly up an elevator or slid without exertion up a moving stairway.

It is a far call to those dashing cavaliers of Prince Rupert's time with their flowing lovelocks, their exquisite laces and ruffles, their thirst for adventure and daring the unknown, to that wilderness of prairie for which they set out, the Indians and little handfuls of white men, from the humming, throbbing life of the West whose industrial roar they would in this day encounter, could they come back. The trading post with its old store and palisades is now "The Bay." Why, only ten or twelve years ago might have been seen the dog teams from the distant north drawn up in front and the red-blanketed Indians clustered about the gates to which, for generations, they had looked for all the comforts and councils of the white man. Within those gates a primitive general store organization ministered to their primitive wants. It was the day of goods in bulk. Inside long counters were piled high with warm clothing and heavy footwear for rough travelling. Groceries by the wholesale order were there in stocks ready for loading on wagons or sleighs for the northern trails.

The Old Order Changeth.

To-day, in 1914, what a difference. Clanging street cars and luxurious autos carry fashionably dressed men and women by the hundreds along a well paved city thoroughfare to do their shopping. How could that store of a generation ago have served these modern city folk? With a characteristic combination of progressiveness and caution the descendants of the "Gentlemen Adventurers of Merry England" have risen to meet the occasion.

The accompanying cut shows the new Hudson's Bay Co. retail establishment at Edmonton. The fifty thousand feet of floor space which once sufficed for the business of the company, has been increased to 130,000 square feet. This gives ample accommodation to all departments of which the grocery is not the least important. The estimated cost is $350,000. This expenditure has, in the opinion of the company, secured everything required in a departmental store, while in addition to the ordinary conveniences of lunch rooms, reading rooms and rest rooms even massage, manicuring and hairdressing parlors are to be found. The work which has been carried out during the past year, includes the erection of a five storey warehouse, a considerable extension to the floor space six storeys in height and the addition of a fourth floor on the main building. These additions and a practical re-arrangement of the whole interior form a part of the program completed the past year.

Stained Glass Windows.

The finishing and fixtures throughout are of handsome oak, while a most unique and beautiful touch is furnished

(Continued on page 61.)

HARDWARE LETTER BOX



Metal Name Plates.

Sussex Motor Co., Ltd., Sussex, N.B.—"Will you kindly advise us name of any manufacturer of metal or brass name plates?"

Patterson & Heward, 319 King Street W., Toronto.—Ed.

Rolling Pins, Bread Boards, Etc.

Lyons & Marks, Toronto.—"We shall be glad if you can give us the name of firms making rolling pins, common bread boards, etc."

Stratford Manufacturing Co., Stratford, Ont.; Wm. Cane & Sons Co., Newmarket, Ont.; Millette & Bro., Lawrenceville, Que.; B. J. Hayes, Craig St., Montreal; Lyster Wood Box and Turning Co., Lyster, Que.; the Woodenware Manufacturing Co., St. Romuald, Que.—Ed.

Bevel Mirrors.

Classic Sanitary and Heating Co., Stratford, Ont.—"Kindly give us name of manufacturer of bevel mirrors."

Toronto Plate Glass Importing Co., Toronto; Consolidated Plate Glass Co., Toronto.—Ed.

Ice Machines.

J. L. Demers, Thetford Mines, Que.—"Will you please advise me of any firm manufacturing ice-cutting machines more powerful than the ordinary plow?"

R. Donaldson & Son, Montreal, Que.—Ed.

Clarke Jewel Oil Stoves.

Taylor Bros., Ltd., Almonte, Ont.—"Can you tell us name of maker of Clarke Jewel oil stove?"

Geo. M. Clarke, Chicago,—Ed.

Tungsten Lamps.

B. F. Ahrens, Hanover, Ont.—"Will you kindly let me know through your valuable paper where to get the best, or who manufactures the best Tungsten lamps?"

Any of the following firms are good reliable houses:—Canadian Tungsten Lamp Co., Hamilton, Ont.; Canadian Sunbeam Lamp Co., Toronto; Austrian Import Co., Montreal; P. H. Klein, Dowd Street, Montreal.—Ed.

Lindsay Packing.

Sumner Co., Moncton, N.B.—"Can you tell us who manufactures Lindsay packing?"

R. B. Lindsay Co., Glasgow, Scotland; the Wm. C. Wilson Co., 21 Camden Street, Toronto, Canadian agents.—Ed.

Electric Floor Scrapers.

S. & G. Penfold, Guelph, Ont.—"We shall be pleased if you can give us information of manufacturers of electric floor scrapers."

Simplex Floor Finishing and Appliance Co., 332 Notre Dame Street W., Montreal; the American Floor Surfacing Co., Toledo, O.—Ed.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of January 27, 1894:—

"Henry & Hambly, hardware merchants, Drayton, have dissolved, J. R. Hambly continuing."

Editor's Note.—J. R. Hambly left Drayton (his old home town) twenty years ago and went to Thamesville in January, 1895, buying out E. S. Hubbell. He resold the business to Mr. Hubbell in 1900, after which he moved to Barrie, Ont., and took possession of the J. Henderson hardware business. Mr. Hambly is a past president of the Ontario Hardware and Stove Dealers' Association.

"A hardware hockey team has been organized at Kingston. A. Strachan is manager, and the team that challenges any seven in the city is composed of C. M. Strange, A. Dalton, W. Taylor, M. Thompson, E. Sears, F. Calvert, W. B. Dalton."

Editor's Note.—A. Strachan is now Customs Inspector at Kingston, Ont.; W. B. Dalton is president of W. B. Dalton & Sons, hardware merchants, Kingston, Ont.; W. Taylor is now residing in Kingston; C. M. Strange is director and general manager of Lewis Bros., Ltd., Montreal, Que.; A. Dalton is associated with W. B. Dalton & Son, Kingston, Ont.

"A partnership has been formed in Quebec, Que., by Victor & Jos. F. Lemieux, under the style of N. Lemieux & Fils, hardware merchants."

Editor's Note.—The firm is still in business in Quebec. The death of Victor Lemieux, of the above firm, occurred a few weeks ago.

"John Thorpe, Montreal, Que., Canadian manager of Pilkington Bros., is in New York on a business trip."

Editor's Note.—Mr. Thorpe is still with Pilkington Bros., and represents them in New York.

Catalogues and Booklets

John Rabone & Sons' Catalogue.

John Rabone & Sons, Birmingham, England, are distributing through their Canadian representative a new catalogue and price list, which has been specially prepared for the Canadian trade. The catalogue is fully illustrated with excellent reproductions of the goods manufactured by the firm. A copy is being sent to each retail merchant.

Desk Calendar.

The Geo. H. Saywell Co., Winnipeg, Man., have issued a very neat 1914 folding desk calendar. On the reverse side of the calendar a list is shown of the various specialties carried by the firm.

Abbey & Imbrie Catalogue.

The new catalogue of the above named firm is written and illustrated from the point-of-view of the man who fishes for the fun of fishing—with tackle that's fit for fishing! The "Sign of the Leaping Dolphin"—the sign of a century's intelligent tackle making—swims in and out of the 224 pages of the new 1914 fishing tackle book published by Abbey & Imbrie of New York.

The catalogue contains a chapter of friendly advice on "Choosing the Right Rod," and "What to Consider in Reels." There's a page or two about "Fishing Lines and Their Uses;" and others giving "Some points about Hooks," and "The Choice of a Bait." A list of "Typical outfits for fresh and salt water fishing," offers suggestions to the angler who is in doubt; and twenty pages of directions and equipment for the amateur rod maker are also very instructive and interesting.

Abbey & Imbrie's new book includes eight pages that are exquisite examples of the color-printer's art. Trout and bass flies; the sizes, colors and textures of more than seventy braided lines; typical examples of snelled hooks for fresh and salt water fishing; and more than a dozen varieties of artificial baits and minnows — all brilliant in their true colors.

Ontario Lantern & Lamp Co., Calendar.

The Ontario Lantern & Lamp Co., Hamilton, have issued an exceptionally attractive 1914 calendar lithographed in colors. The title of the illustration "Love's Gift Divine," is reproduced from the original painting by Miss Lula Kenyon.

Staff Conventions and Reunions

Pratt & Lambert Inc. District Salesmen's Convention

Conventions Held in New York, Buffalo and Chicago—Outlook for 1914 Business Good.

Twice every year a dynamo of enthusiasm springs into existence at the three Pratt & Lambert plants at New York, Buffalo and Chicago. These dynamos are the semi-annual Pratt & Lambert district salesmen's conventions. They serve a multiplicity of purposes—bring the salesmen together in relations of good fellowship and optimism, enthuse the salesmen with their work, educate them on new goods, policies of the house, advertising and sales methods, broaden them by an interchange of ideas with their fellow salesmen. In brief, these sales conventions generate and charge each man with enthusiasm and knowledge that sends him back on his territory a more efficient man.

This year, these conventions were held at New York, Jan. 5, Buffalo, Jan. 6 and 7, and at Chicago, Jan. 8. The officers and some of the managers of Pratt & Lambert, Inc., acted at a flying squadron, working all day at one convention, then jumping on the train for another branch hundreds of miles away.

Much time was devoted to a thorough discussion and demonstration of the products made by the firm, particularly the more recent additions to the line.

The discussion of the advertising for the spring 1914 was also very interesting. Mr. Werheim, advertising manager, by means of charts, maps, etc., outlined the work of the advertising department.

Dinners were given at the Waldorf-Astoria, Buffalo Club and Chicago Athletic Club, at which W. H. Andrews, president of Pratt & Lambert, Inc., acted as toastmaster. At the various dinners J. H. McNulty, general manager of the company, gave one of his sincere, straight from the shoulder, inspiring talks.

At the dinners, the key-note of the salesmen's speeches referred to their friendly relation with the firm, and the square treatment which was accorded them.

The dinners were concluded by a fitting address by W. H. Andrews, in which he stated that the year 1913 had been the most prosperous in the history of Pratt & Lambert, Ins., exceeding 1912, which was a banner year, by a large margin. He congratulated and thanked the sales force on its good work. Mr. Andrews expressed great optimism for 1914, now that many important issues in national politics, which were hanging fire and affected business in 1913, have been settled and dealers' stock are at low ebb.

WOVALEG EFFICIENCY CLUB BANQUET.

The initial banquet of the Wovaleg Efficiency Club was held at the Woods Hotel, Vancouver, on Monday evening, December 22.

The Wovaleg Club is composed of employees of Wood, Vallance & Leggatt, Ltd., Vancouver, B.C. The name "Wovaleg" is derived from the leading letters of the firm name, and is now being used as the firm's brand. The new brand or trade mark represents "The Seal of Service and Satisfaction," and the members of the firm and also the employees realized that in order to give service and satisfaction it is necessary to have efficient help.

The club was formed with a view of increasing the efficiency of the employees and making them better hardwaremen.

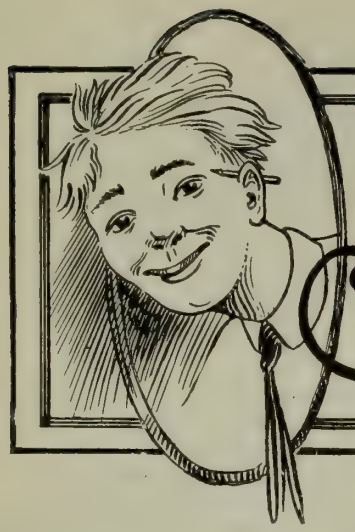
The meetings take place at the warehouse every Monday evening, and ways and means of improving the service are discussed. Interesting debates also take place and other innovations are employed to create a feeling of goodfellowship among the employees.

At the initial banquet the utmost good feeling prevailed. The music was supplied by the Wovaleg Orchestra, and the menu, including such dishes as, Consomme Imperial, coal oil Imperial; Small Patties a la Finaniere, Shaving Soap well lathered; roast stuffed young turkey,

(Continued on page 61.)



Pratt & Lambert, Inc., Sales-Staff in Convention.



THE JUNIOR CLERK'S PAGE

PLATE GLASS is made from a mixture of sand, saltcake, and limestone of special purity. Most of the sand is imported from Belgium or France. The saltcake is specially purified in a chemical works. The limestone comes from the great quarries in Derbyshire.

The mixture of these ingredients is placed in large pots made of the most refractory fireclay, and heated in gas-fired furnaces to a temperature of some 2,800 deg. Fah. A furnace contains 20 pots, each weighing with its contents about 2 tons. The heating is continued for about 16 hours. At first a pasty mass full of bubbles is produced, but as the temperature rises, the glass becomes almost as liquid as water, and the bubbles rise to the surface and burst, leaving the pure, clear glass below. When this point is reached, the "founder" who is in charge of the furnace, turns off the gas, and for a period of 4 hours the liquid glass gradually cools down.

Then follows the casting of the plate. Each pot in turn is taken from the furnace with a large pair of tongs, and carried to the casting table. This table is made of cast iron, and a very thin layer of sand is spread on it, while it is cooled by water circulating inside it.

The operation of casting is one requiring considerable care and skill. The liquid glass is cooling all the time, and it is important to have it just sufficiently liquid to pour, and not so liquid as to flow readily. The "teamer" has to judge the temperature of the liquid glass, and see that no time is lost between getting the pot out of the furnace and pouring it out, or "teaming" it on the table.

After it has been rolled out on the table, the slab remains a few seconds to "set" before it can be pushed off into the "annealing kiln." Unless glass is cooled very evenly, it is liable to break, either in the process of cooling or afterwards—even without any mechanical shock. Such glass is said to be "badly annealed." This even cooling was previously effected by pushing the plate of glass into a red-hot oven, and allowing oven and all to cool down for three or four days.

Within recent years a considerable change has been made in the annealing and cooling of plate glass, and this process is now accomplished in a mechanically-operated "lehr" in about four hours, instead of four days.

Hardware and Metal recently received a letter from a hardware clerk in an Alberta town, asking for information regarding the process of manufacture in making glass. Through the courtesy of Pilkington Bros., we are enabled to give the desired information which will doubtless prove interesting to all those engaged in the trade. — Editor.

The rapid method of annealing consists in passing the plates through a series of gas-heated ovens or "kilns," each succeeding kiln being a little cooler, and then finally down a long tunnel called a "lehr." The temperatures of the kilns and of the different positions in the "lehr" are indicated by electrical pyrometers, and are very carefully controlled.

Grinding and Polishing Process.

The Rough Cast Glass, as it comes from the annealing "lehr," has an irregular surface on both sides—on the lower side from contact with the sanded surfaces of the casting table and annealing kilns, and on the upper side from ridges and furrows due to the more rapid contraction of the lower side, which is in contact with the water-cooled iron casting table. To make the glass transparent, the irregularities on both sides have to be ground away, and the level surface then polished.

For this purpose the slabs of glass are laid flat on circular iron discs, which are then rotated, first in grinding machines in contact with abrasives of decreasing coarseness, and then in polishing machines in contact with rouge. The grinding and polishing machines are driven by large electric motors underground, and there is as much of their mechanism below ground level as is visible above.

In the first instance, the sandy side of the glass plates is cemented to the iron tables by Plaster of Paris, care being taken to completely cover the whole surface of the discs with glass. The glass-covered table is then moved by electric motor into the grinding machine, where it is hydraulically raised off the rails on which it runs, and is rapidly rotated whilst sand and water are thrown on to the glass, and heavy grooved iron "runners" are carefully lowered into contact. When these "runners" touch the sanded surface of the glass the friction starts them spinning. The coarseness of the sand is gradually reduced, and after washing off the last grains of sand, the smoothing of the glass is completed by substituting emery powder for the sand. The disc is then lowered hydraulically on to the rails again, and is transferred by electric motor to a polishing machine, where it is rotated in contact with felt pads fed with rouge and water, until a highly-polished surface is obtained.

The process of grinding and polishing one side of the glass occupies between three and four hours, and the plates have then to be lifted off the plaster and relaid with the other surface or "second side" uppermost. To prevent the polished surface of the "first side" being scratched, the discs are covered with soft lambskin cloths, the suction of which holds the glass in position. The disc then passes again successively through the grinding and polishing machines, and after a further three or four hours, the plates are stripped from the discs, cleaned in the "staining room," and passed into the warehouse.

There each plate is critically exam-

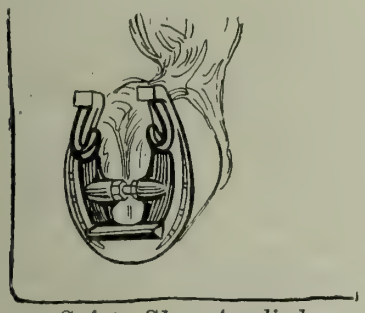
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New Goods Offered Canadian Hardwaremen

THE GENGNER EMERGENCY OVERSHOE.

The accompanying illustrations show the Gengner safety emergency overshoe, which is being offered to the Canadian hardware trade by the Marquardt Mfg. Co., Tolelo, Ohio.

It is claimed that this shoe meets the demand for a dependable, highly efficient, detachable, anti-slipping device for horses and that it can be clamped to any shoe in a few minutes' time. It is said that the shoe will not slip or slide under the most trying conditions of icy weather. All that is necessary is to place the calk carrier or inner shoe inside the regular shoe and tighten up the clamps.

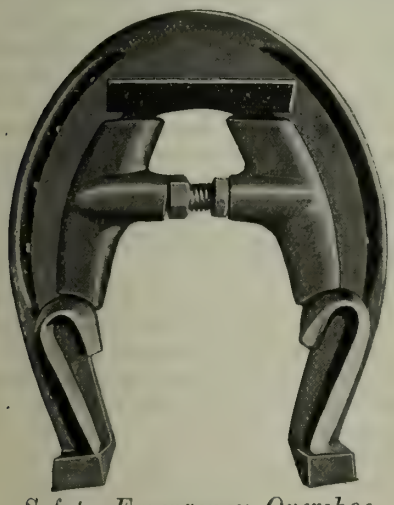


Safety Shoe Applied.

When not needed the safety shoe can be taken off and put in the wagon where they will be ready for any emergency.

The following claims are made for the Gengner safety overshoe:—

On account of the wedge-shaped inner shoe or calk carrier, they are quickly applied, easily removed and cannot drop off.



Safety Emergency Overshoe.

The calks are made in such a manner that they give the horse a perfect bearing, consequently they will not wear lopsided and cause lameness.

On account of the scientifically shaped calks, they prevent the horse from getting corns.

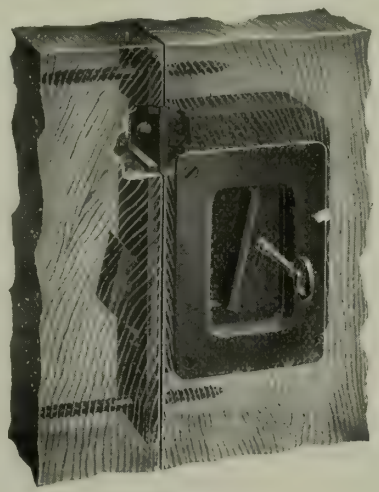
After the overshoe is in place, the calks are in such a position that they absolutely prevent stumbling or sideslipping.

When the shoe is in position, the outer edges are never overflush with the hoof and there are no projecting points that can injure the horse.

Impossible to contract or injure the horse's hoof by clamping too tight.

RICHARDS-WILCOX NEW GOODS.

Among the new lines recently placed on the market by the Richards-Wilcox Canadian Co., London, Ont., are the No. 525 sliding door lock, and the R-W Star Drills here illustrated.



Sliding Door Lock.

The new No. 525 sliding door lock is of the mortise type and is a lock, latch and flush-pull combined, operated from either side of the door. The lock can be used on single or double doors. The latch is released and pulled open by the same movement. The finish is black.

The Richards-Wilcox Star Drill for cutting concrete is said to be made of the highest grade crucible steel, and has a self-centering cutting edge. It is forged to allow proper clearance on the blades to prevent choking.

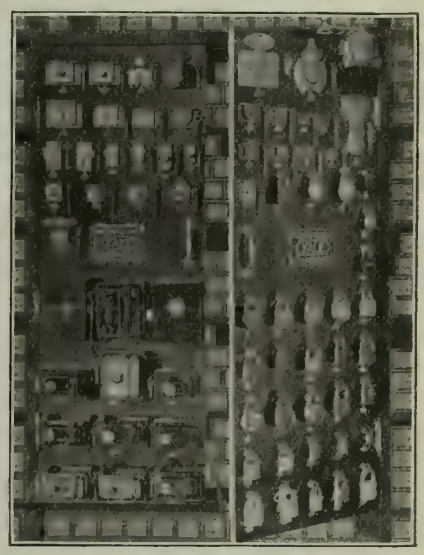


R. W. Star Drill.

SAMPLE DOORS.

Canadian Yale & Towne, Ltd., St. Catharines, Ont., is sending out "A Silent Salesman" to aid the hardware dealer in selling Yale Products. It consists of the pair of doors shown in the accompanying illustration.

They are built to screw on to the uprights of the hardware man's shelving and display, in compact, attractive style the different articles carried in stock on the shelves.



Yale & Towne Sample Doors.

On the doors themselves can be shown samples of the entire line of Yale Products carried in stock. There is no pulling out of boxes, no unwrapping of locks, no scattering around of loose articles on the counter with the accompanying loss of parts. All the dealer has to do is to lead his customer to the sample door and help him to make his selection. When this is done, he can either take the lock in its original package out of stock, or remove it from the sample board, replacing it later from stock on the shelves. The doors are furnished with heavy brass hooks on which the locks are hung, each hook numbered with a brass tag, and any assortment to correspond with stock on the shelves may be placed on them at the option of the dealer. These doors are furnished in light or dark oak or mahogany and made to fit the space between any set of shelves.

Remember you may be an employer some day; and try to perform your duties as you would have them performed by clerks under you.

Current News of the Hardware Trade

Business Changes.

Mitchell, Ont.—J. & H. Field, hardware, are reported having sold out.

Calgary, Alta.—Comer Hardware Co. have sold out to Marshall Hardware Co.

Owen Sound, Ont.—Ross McKeen, plumbing business is now McKeen & Johns.

Sovereign, Sask.—W. A. Goodwin has disposed of his hardware business to Mr. Roberts.

Montreal, Que.—Columbia Rubber Co. has been succeeded by Columbia Waterproofing Co.

Toronto, Ont.—Winch & Barrett, hardware merchants, have dissolved partnership, Alfred Barrett continuing.

Listowell, Ont.—White & Howes, hardware merchants, have dissolved partnership, R. B. White continuing.

Toronto, Ont.—A. Winch & Co., jobbers of paints, oils, etc., have been succeeded by the Colonial Varnish & Color Co.

Marquis, Sask.—W. & J. Pritchard, general storekeepers, have disposed of their stock of hardware to Mrs. Kate Holmes.

Kamsack, Sask. — Theodore Miles, dealer in hardware, lumber, etc., has disposed of the harness department of his business to Myers Bros.

New Firms.

Montreal Showcase Co. have registered.

Montreal, Que.—Wm. Melott Weather Strips Co., of Quebec, have registered.

Edmonton, Alta.—C. W. Leggatt has opened a store for the sale of auto accessories.

Edmonton, Alta.—The Edmonton Gasoline Lighting Co. has commenced business.

Montreal, Que.—A. G. Kidston & Co, iron, steel, etc., W. H. Kidston, W. H. C. Kidston, John Campbell Blair and Harry Brownly Kidston have registered.

Fire Losses.

Montreal, Que.—The Gurney-Massey Co., stove dealers, have suffered a fire loss.

Montreal, Que.—La Compagnie Ceramo Vitrail, manufacturers of mirrors, etc., have suffered a fire loss.

Toronto, Ont. — Canadian Seamless Wire Co. and the Automatic Electric Stove Co. have suffered loss by fire.

Midland, Ont.—Fire did considerable damage to the premises of Armstrong Bros. & Frank, dealers in plumbing and electrical goods. Several other firms suffered by the same fire.

Toronto, Ont.—The following firms have suffered fire losses:—E. R. Burns Saw Co.; Parker Bros., woodworkers; J. W. Woolnough, show cases; Rankin & Co., excelsior manufacturers.

Ontario Incorporations.

Auto Supplies, Ltd., capitalized at $150,000, head office Toronto.

Taylor Portable Steel Derrick, Ltd., Toronto, capitalized at $40,000.

Woodworkers, Ltd., capitalized at $40,000, head office, Toronto, Ont. To carry on a business as lumberer and manufacturer of woodenware, etc.

Muskoka Lakes Supply Co., to engage in boat building, plumbing and furnishing boat supplies, etc. Head office Pt. Sanfield, Ont.; capitalized at $40,000.

Dominion Incorporations.

Northern Electric Co., Montreal, Que., capitalized at $10,000,000, to manufacture and deal in every kind of metal, machinery, etc.

Canadian Hotpoint Electric Heating Co., capitalized at $100,000, with head office in Toronto, to manufacture and deal in electric heating and lighting devices, etc.

Modern Foundry and Soil Pipe Co., capitalized at $250,000, with head office at Cap de la Magdeleine, Que., to acquire the business now carried on by "Modern Joint of Montreal, Ltd." and to carry on the business of general foundrymen, manufacturers of pipes, etc.

Will Erect Garage.

Cobalt, Ont.—The George Taylor Hardware Co. will erect a garage to take care of the automobile end of their business.

Increased Capital.

The capital stock of the Roxton Tool and Mill Co., Roxton Pond, Que., has been increased from the sum of $100,000 to $300,000.

Adding New Department.

The Borton Plumbing and Heating Co., Summerland, B.C., have added to their stock, a full line of cooking and heating utensils.

Opens Manufacturers' Agency.

R. I. McLaren, Ottawa, Ont., who for the past 7 years has represented the Taylor-Forbes Co., and prior to that time represented the Dominion Radiator Co. for fifteen years, is opening a manufacturers' agency business with headquarters in Ottawa.

Personal Notes.

H. C. Hay has taken over the management of The Manitoba Hardware and Lumber Co.

Mr. Bowman of Russell & Irwin, New Britain, Conn., called on the trade in Montreal last week.

H. Lovell, representing Horrax Ibbotson, of New York, was calling on the trade in Montreal this week.

Mr. Parridge, representing the Ox Fibre Co., of Frederick, Maryland, was calling on the Montreal hardware trade this week.

John Cameron, representing Winchester Repeating Arms Co., of New Britain, Conn., called on Montreal dealers this week.

George Spence, of the Steel Company of Canada, Hamilton, has left for New York, and sails to-day for a holiday on the Mediterranean.

A. W. Peck, Jr., representing Stanley Rule & Level Co., as well as The Atlea Tool Co., of Newark, N.J., was in Montreal, this week calling on the trade.

H. M. Morrow, of the motor truck department of the Canadian Fairbanks-Morse Co., Toronto, has been transferred to the Vancouver branch.

Lester Brooks, who had charge of the night gang at the blast furnace of the Canadian Furnace Co., Port Colborne, Ont., lost his life on January 13 in an effort to rescue Joseph Postica, an Hungarian, who had fallen into the furnace.

G. S. Dingle, vice-president Tees & Persse, of Alberta, Ltd., Calgary, Alta., was a visitor last week at the office of G. A. Marshall, 70 Lombard St., Toronto.

R. B. Biggar, Vancouver, B.C., representative of the Copp Stove Co., is at present visiting in Toronto and Hamilton and was a recent visitor at the Toronto office of Hardware and Metal.

Ishi Priest has been appointed sales manager of Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.

Mr. Priest is well known among hardware dealers in the Maritime Provinces. He has been associated with Wm. Stairs, Son & Morrow, Ltd., for the past twenty-three years, twenty of which he spent on the road.

W. W. Hutton, who has been manager of the retail department, has been appointed assistant sales manager.

Toronto, Ont.—A. Muirhead & Co. are preparing plans for the erection of a four-storey building on the corner of Frederick and King Streets.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The chief feature of the past week has been the upward trend in the metal markets. Considerable firmness has been exhibited and there is a better all-round feeling. Tin, lead, copper and pig iron have advanced in price. An improvement is noted in the stove business, and the demand for tinners' trimmings is heavier than usual for this season of the year.

Paint manufacturers are busy and booking for spring delivery is heavy. Turpentine has advanced in Toronto. Lower quotations are given on Paris green. Hardware jobbers report a good seasonable demand for all hardware lines.

MONTREAL.

MONTREAL, Jan. 22.—The conditions on the local market are much the same as last week although some dealers report that the amount of business done has increased some. Quite a number of orders have been received lately especially from local retailers who seem to be stocking up after the inventory has been taken. The travelers have also sent in a number of orders from outside points and it appears that practically all retailers are getting their stock back into shape again.

The conditions so far as they concern the financial end of the retail business, are reported to be improving daily and local jobbers seem to be of the opinion that after a quiet three months in which business will perhaps fall away from last year they look for a marked improvement after that. The West is becoming quite optimistic and orders are coming in from that part of the country a little more freely.

One local firm shipped two cars of hardware to the West last week.

It is interesting to notice how snow shovels move with every snowstorm. One local firm to-day were completely sold out and could not possibly have supplied half a dozen shovels unless they used their samples.

Skates still continue to move quite freely and supplies used for lumber camps are also receiving some attention.

The conditions in the metal market are much the same as last week with a few increases in different kinds. Of course we do not expect much in this market at this season although there is always something interesting to note.

Tin.

The London quotation this week shows an advance of £5 10s. over last for spot shipments while futures are also up proportionately. The prices quoted for both spot and future are £172 15s. and £174 15s. respectively. There appears to be considerable interest shown in the primary markets for futures especially and inquiries are reported for shipments anywhere from March to June. There seems to be a good enquiry from buyers for spots also but holders seem to be rather shy and not much business is reported.

Spelter.

The price of spelter as quoted in London shows no change from last week although present demand is very steady and quotation of £21 10s. is maintained. The American prices are unchanged and it would appear that it was simply a question of endurance there as buyers are looking for cheaper prices while holders are confident that present quotations will hold.

Lead.

This market still keeps advancing in price and the London quotation to-day shows an advance over last week of 17s. 6d. and is given as £20 7s. 6d. Local dealers are very optimistic as to the future of lead and seem to be quite confident that it will show a further advance. Although the American centres report that there is no buying going on at present they would lead one to believe that the market is very firm. If people keep from buying much longer there is bound to be great activity in the market a little later on.

Copper.

There has been an advance of £2 in the London quotation this week and although there does not appear to be a great deal of buying the market is firm at this figure, or £64 15s. American centres report a better feeling existing and although business is limited the prices are firm. However there is no actual increase in activity in the operations of consuming circles to report.

Antimony.

The market is still about the same without change in price. The demand is quiet on the local market, yet seasonable.

Iron.

The London quotation to-day is practically unchanged from last week at £2 10s. 7d. There does not appear to be any features to report, the demand being practically the same in all centres. The local situation has shown no change and business is quiet.

In the stove and heating lines it is interesting to note that during the extremely cold weather last week quite a number of small oil and gas stoves were sold. Quite a number of ranges also exchanged hands and the manufacturers were called upon for quite a few rush orders. Business however seems to rest entirely with the retailer at present as the manufacturers are rather quiet.

TORONTO.

TORONTO, Jan. 22.—There is a better all-round feeling in the markets this week.

The metal market has rallied and merchants in this line are displaying more optimism than has existed for some time.

1914 SPRING QUOTATIONS ON PURE PARIS GREEN.

	C.P.C. Green.	Paris Green. Berger's
600 lb. casks	16¼c lb.	17¾c lb.
250 lb. casks	16½c "	18c "
100 lb. drums	17½c "	19c "
50 lb. drums	17½c "	19c "
25 lb. drums	17¾c "	19¼c "
1 lb. packages	19¾c "	21¼c "
½ lb. packages	21¾c "	23¼c "
1 lb. tins	20¾c "	22¼c "
½ lb. tins		24¼c "

High prices are being quoted on a number of lines.

The recent cold snap has been a boon to the stove trade and some very fair shipments are being sent out. Retailers also report an improvement in business.

Hardware jobbers state that a very fair amount of business is passing and that spring booking is coming in a very fair manner. Outside of the metal markets very few price changes have occurred. Paris green is being sold at lower quotations than those quoted last week and the new prices appear in the accompanying panel.

Metals.

Quite a number of price changes have occurred, all in an upward direction.

Tin has advanced 1 cent per pound. Copper is firmer and has advanced ¼ cent per pound. Lead which has been showing continued strength for some time has again advanced ¼ cent per pound. The price on lead is at present very high; despite the high prices the demand appears to be steady.

Pig iron has advanced 50 cents per ton. Spelter, although unchanged in price is very firm. Toronto quotations appear in the accompanying panel.

Nails, Screws, Rivets, Etc.

Wire nails are still being quoted at 2.15 base. Black iron rivets are quoted at 75 per cent. discount. Wood screws are quoted as follows:—

Flat head bright.....85-10-7½-10%
Round head bright 80-10-7½-10%
Flat head brass 75-10-7½-10%
Round head brass 70-10-7½-10%

Rope, Twine, Etc.

Business in rope shows an improvement and some buying has been done as a result of the lower prices quoted last week. Following are present quotations:

Pure Manila rope .....15c base
British Manila rope .....11c base
African hemp .....11c base
Sisal .....10½c base
Lath yarn, single ..... 9¾c lb.
Lath yarn, double .....10¼c lb.

The Stove Trade.

The recent cold weather has had a good effect on the stove business, and manufacturers report the receipt of a number of very fair orders.

Retailers also find a much better demand than existed before the advent of the cold snap.

Heavy Demand for Trimmings.

There is a heavy demand for all kinds of tinners' trimmings. The demand for this line set in earlier than last year, and the orders are heavier.

This would indicate that dealers are endeavoring to hold their men, and keep them busy manufacturing during a quiet period.

The scarcity of first-class tinsmiths during the past few years has had a tendency to make the dealers endeavor to hold their men the year round.

Paris Green.

Lower quotations on paris green are being quoted in Toronto this week, and prices appear in the accompanying panel.

Wire Netting, etc.

Poultry netting, two-inch mesh, is being quoted at 60 per cent. discount. Prices on ½-inch mesh and 1-inch mesh are quoted net in current market quotations.

WINNIPEG.

Winnipeg, Jan. 21.—The only news of importance in hardware circles here is a reduction of 1 cent per lb. on Manila rope, and ½ cent on sisal and lath yarn.

Travelers are now back on the road, and generally report outlook favorable; but with a good deal of winter ahead of us, it is a little premature to be making predictions.

Collections are fairly good, and there are plenty of indications that money is getting a little easier. The long spell of liquidating sales has ceased, and there are some ready to try the buying side.

Inventory taking is pretty well over, and, though the business of 1913 generally was a little less than that of 1912, no one can call 1913 a bad year. In some lines there was a considerable expansion. In builders' supplies there was a falling off. That is not news, as the building permits in the West told the story. It is noteworthy that Winnipeg showed less percentage of decline than any western town of importance.

Theer will be a big influx of western business men here in February to attend the Bonspiel and take in the fine season of grand opera on the boards.

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c	lb.
Brazing Metal	26c	lb.
Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	26½ to 28c	lb.
Wiping Solder	23½ to 26c	lb.
½ and ½ Solder	24 to 26c	lb.
Pattern Aluminum	23 to 24c	lb.
Ingot Aluminum 99% pure	19½ to 20½c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	15¾ to 17c	lb.
Tin	39½ to 44c	lb.
Lead	5.65 to 5.85	
Tinkers' Bar Solder	28. to 29c	lb.

IMPROVEMENT THE KEYNOTE.

The American Metal Market states as follows:—The "brightening in the East," to which we called attention last week, continues. Wall Street is reflecting the better feeling. There is also a distinct improvement in the financial situation abroad, and another reduction in the Bank of England rate is expected next Thursday. The New York bank statement issued Saturday showed the largest surplus reserve reported in the middle of January since 1895, being more remarkable because it occurs in a week of $2,000,000 gold export and $25,000,000 expansion in loans. The foreign metal trade continues its recent improvement. The reports of one million idle men in the steel and metal industry have not only been proved a roorbach, but is now being followed by exaggerated reports of an opposite character. The present keynote in business is improvement, how rapidly it will make ground will depend on the administration's attitude to business which will be revealed in President Wilson's message to-morrow. There is a decided feeling among the big interests to go slow, and not be precipitate in taking any forward steps that would have to be retraced.

BUSINESS EXPANDING.

Cleveland, Ohio, Jan. 22.—The Iron Trade Review to-day says:—

Slowly the volume of iron and steel business is expanding and mill activities are increasing in a moderate way. The pig iron buying of the past few days has included 40,000 tons at Chicago, 30,000 tons at Cleveland, 20,000 tons at Buffalo and a considerable tonnage scattered through eastern territory. Pig iron prices are still very low, especially in southern territory.

In finished materials, mills are contracting very conservatively.

The old material market is showing signs of improvement in important centres and a pretty general advance in prices.

TRANSFORMATION ON CANADA'S PRAIRIE.

(Continued from page 53.)

by a series of colored, stained glass windows in the north wall depicting the exterior of old Fort Edmonton, Fort Garry, Winnipeg, and the interior of old Fort Garry as seen in the early days of the last century, when picturesque bartering over the counter was the rule.

To Feature Window Dressing.

Following their usual policy, the company will make a specialty more than ever of artistic window-dressing, and through the magnificent windows will give the public an attractive glimpse of the goods inside. The interior arrangements will be as follows:—On the main floor, men's furnishings, boots and shoes, dress goods, linens, drugs, stationery,the ribbon and notion counters and a corner devoted to the soda water fountains and sweets. There will also be that great convenience, a Dark Room arranged to show the effect on colors of artificial light; also the express and postal departments, and the transfer and adjustment bureau.

Groceries on Third Floor.

The third floor will be equipped to satisfy household wants. Here groceries and provisions, fruits and vegetables of the best grade will be arranged in tempting display, no attempts being spared to catch the eye of the customer and to satisfy his desires. China, glassware, furnishings, draperies and curtains and a well appointed library will also be found here. On the fourth floor are contained all those extra accommodations which make shopping a favorite pastime for the gentler sex. Dining rooms, check rooms, rest rooms are to be found there. A cafeteria further adds to the arrangements. The refrigerator plant, costing $18,000, is conceded to be one of the best equipped in the West.

The fifth floor will be given over to bedding, stoves and sewing machines, while the sixth is sacred for the use of the executive and employees. One commendable feature of the whole establishment is the attention paid to the health and comfort of the employees in the way of ventilation, stools for the sales girls at their counters and rest rooms for their sole use. On the very top will be a roof garden giving a splendid view over the metropolis of the north.

WOVALEG EFFICIENCY CLUB BANQUET.

(Continued from page 55.)

feather dusters and turkey red in oil; fruits, baseballs, was enjoyed by all.

The menu card was attractively gotten up. Following is the programme at the banquet:—

Toast, The King; President's Remarks; Song—Selected, H. J. Applegate; Musical Monologue, J. H. Gowland; Toast, The Empire; (Proposer) C. Anyon; (Reply) L. M. White; Song—Selected, A. Bath; Instrumental Solo, E. H. Allison; Toast, The Firm; (Proposer) C. S. Rollston; (Reply) W. G. MacKenzie; Song—Selected, E. Peel; Mandolin Solo, J. J. O'Brien; Toast, The Club; (Proposer) F. Parsons; (Reply) J. Dunsmuir; Song, R. Gummer, E. Winder, W. Sayers.

GLASS MANUFACTURING.

(Continued from Clerk's Page.)

ined, to determine its quality and the best sizes into which it can be cut. After cutting to size, the plates are put into racks for storage, or direct into packing cases.

Plate Glass is the most expensive form of glass for windows, being about six times as costly as ordinary "sheet glass." It is made in all thicknesses, from one-eighth of an inch for railway carriage windows, to a couple of inches for ships' portlights.

DO YOU RECEIVE PROMPT DELIVERY?

Subscribers to Hardware and Metal who do not receive prompt and regular delivery, each week, will confer a favor by reporting the matter to us. Hardware and Metal is mailed regularly in Toronto Friday afternoon, and should reach every town within 12 hours run of Toronto, on Saturday morning.

Supplementary Processes.

For special purposes, the polished plates of glass are put through various supplementary processes, such as "bevelling," "brilliant cutting," "embossing," and "silvering" for mirrors.

Sheet Glass, or common window glass, differs from Plate Glass in being "blown" and not "cast." Originally, the lump of molten glass was blown into a flat circle called "crown glass," out of which small squares were cut, leaving what was called the "bull's-eye" in the centre as waste, though sometimes used for glazing stables.

In the middle of last century, the method of making common window glass from the flat circle of "crown glass" was gradually superseded by the system of blowing a cylinder, which, when split and flattened out, forms a large square of sheet glass, which can readily be cut up into the sizes required without the inevitable waste of the old process.

The thickness of sheet glass, which is still made by the cylinder process, varies from three-sixteenths of an inch to one thirty-second of an inch for photographic plates.

Rolled plate, or rough roofing glass, is cast and rolled out on iron tables in much the same way as plate glass, but is not ground and polished. In one form it has wire netting embedded in it to give it fire-resisting properties and extra strength.

Cathedral Glass is practically rolled plate with a pattern impressed on it whilst hot.

INDUSTRIAL NOTES.

Vancouver, B.C.—The Vancouver Iron and Metal Co. will prepare plans for a new foundry, costing about $25,000.

Southampton, Ont.—The ratepayers have passed a by-law granting the Steel Furniture and Fittings, Ltd., a free site for a new plant and exemption from taxation for ten years.

Berlin, Ont.—The Berlin Plate Glass and Mirror Co. has purchased a lot on Victoria and Edward Streets, on which a new factory building will be erected. The structure will be of two storeys, with cement foundation, and provide 13.000 feet floor space.

SUDDEN DEATH OF HERBERT HESCH.

Herbert Hesch, president and manager of the Imperial Manufacturing Company, died on Sunday afternoon, Jan. 18, at his home on Ross Street, from acute dilitation of the heart, brought on by exertion while convalescing from an attack of typhoid fever.

Mr. Hesch had been ill for five weeks with typhoid fever, and on Sunday felt well enough to sit up in bed. The exertion brought on dilitation of the heart, and, despite all that medical aid could do, death ensued.

Hardware Merchant Wins Prize.

Hampton, N.B.—The annual meet under the auspices of the Hampton Driving Club consisting of business men in different lines in Hampton took place on "The Canal," Friday afternoon 16th, and was enjoyed by hundreds of visitors from the surrounding country. Walter Fairwether, general hardware merchant of Sussex, won the gentleman's driving class in a close contest.

Methods of Retailing Paints and Varnishes

The Possibilities in the Paint Line

Broaden the Scope of Your Future Sales—Salesmen Should be Able to Furnish Customers With Ideas—Study and Become an Expert.

With the opening of the spring paint season only a couple of months away, the attention of hardware merchants and their salesmen should be turned, partly at least, to the studying of the possibilities of making paint sales.

The following advice by a sales manager with a large paint firm could appropriately be given at the present time:

"There are possibilities for you in selling paint, which will rapidly raise you from the position of mere clerk to that of real salesman.

Never limit your salesmanship to the transaction of the moment, but broaden the scope of your future sales, by posting yourself with suggestions which you can readily offer to your customers and which will lead to future sales.

Besides showing the good qualities of the paint you sell your customer, you can furnish him with ideas as to color schemes, best methods of application and can present new possibilities for the use of finishes which will be of material benefit to him.

Study and become an expert in the decorative possibilities of the lines you sell. With each paint sale do not be afraid to impart a little of such knowledge to your customer and thus awaken new desires along these lines which will always bring future sales.

The salesman who has attached to himself the record of an expert and upon whose counsel customers may rely is readily sought for by customers not only to his own benefit and profit, but to that of his store.

By such methods extend your salesmanship, extend your influence, extend your benefit to your store and you will be surprised to see how rapidly the long green will extend itself your way.

Now that the off season in paint sales is here, you have ample opportunity for studying this question up.

Don't forget to scatter your ideas good and plenty amongst the women. Women receive new ideas concerning the application of paint more readily than anyone else especially if you can show them how easy it is to fix up the home. A little time and counsel spent with them will boost paint sales immensely."

The advice given by the sales manager is very timely. Indeed, there are great possibilities in selling paint. There are some merchants and salesmen who work these possibilities to the limit, and profit accordingly. There are other merchants and salesmen who do not take advantage of the opportunities afforded them for making paint sales.

One hardware merchant who has made an exceptional success of his paint department stated to a representative of Hardware and Metal that there is no department of his store more interesting to him than the paint department. He says there is no limit to paint sales, and there is something new to learn every day. He is always interesting his customers in paint specialties.

For instance, if a customer wishes to purchase a can of floor paint, the merchant after selling the paint and telling the customer how to apply it, goes on to explain how the interior walls of the home may be decorated by a special wall finish which he has in stock. Customers are generally interested and although sales are not always made at the time, there are often enquiries made later on.

A Specialty Each Week.

Another plan worked last season by this dealer and his salesmen, was to concentrate on one specialty each week. For instance, the first week the merchant and his staff would feature varnish stains, and a good supply of color cards sample boards, and literature were kept close at hand so that the salesmen could show the line to customers without taking up too much time.

The second week enamels would be featured. Enamels such as bath enamels, bed and furniture enamel, bicycle enamel, etc., would be shown and during the week a large number of prospective customers would become interested. The merchant stated that one week he sold a large quantity of bath enamel by this method and that later on in the season he had many enquiries for enamels for other purposes.

Another important and valuable asset to the salesman is having a knowledge of the decorative possibilities of the line he is selling.

Hardware clerks are constantly being asked for suggestions. A lady customer wishes to paint the walls of a room, she has no difficulty in picking out the color for the side walls, but when she wishes to pick out a color for the ceiling or border, she often looks to the salesmen for a suggestion.

The salesman who can offer suggestions, and give the customer sound advice regarding color schemes, etc., is a valuable asset to any hardware firm.

Customers will place confidence in him and he will experience no difficulty in making sales.

CONVENTION OF B.C. RETAIL MERCHANTS.

The Retail Merchants of British Columbia will hold a big convention in the concert hall of the Empress Hotel, Victoria, B.C., on February 9 and 10. All retail merchants in the province are invited to attend this annual meeting where questions of vital importance to the trade will be discussed.

Current News

ANNUAL CONVENTION IN CHICAGO

The annual salesmen's convention of the Adams & Elting Co., Chicago, New York and Toronto, manufacturers of Adelite paint and varnish products, was held in the home office at Chicago, during the week beginning Jan. 5.

The salesmen were in from all parts of the country, and the convention was opened Monday morning with appropriate addresses of welcome by President Adams and Secretary Howard Elting.

The convention closed with a banquet at the Hamilton Club, at which Howard Elting acted as toastmaster, and talks were given by Messrs. Adam Gale, Philip Elting, and F. A. Arnold, the advertising manager.

LONDON FIRM CHANGES HANDS.

London, Ont.—J. E. Young & Co., hardware merchants, have sold their business to Love Brothers, who will take possession on Feb. 1. The new firm will be called "The Love Hardware Co." Love Brothers have been on the road for the Page Wire Fence Co. for a number of years, John Love having been with the latter firm for seventeen years.

Jno. E. Young will remain with the new proprietors for a month or two in order to assist in the spring purchasing for the new firm.



THE PAINT
THAT EVERY PAINTER KNOWS

Half the art of making sales is in giving your goods a favorable introduction to your customer. This accomplished—the rest is easy. With paints, as in everything else, popularity is a big asset. Seldom indeed does any particular merchandise gain this popularity unworthily.

MARTIN-SENOUR 100% PURE

Are paints with a reputation. They need no introduction to painters anywhere. Their reputation has been gained on the quality that has been put into them—thoroughly prepared—non-adulterated—containing no cheapening ingredients. They will cover more surface, wear longer and look better than any other paint. Selling such a paint will make satisfied customers for your store.

One merchant in each town—will it be you in your locality? Write us to-day.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well known products:

Liquid Granite — A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish — For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar —(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS
INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL, Jan. 22.—Although the orders, which are numerous at present, that are now being received by local dealers do not call for immediate shipment, when paint starts to move out and shipments go forward to retailers this spring there is little doubt in the minds of most local dealers that the spring business of 1914 will surpass that of 1913 by quite a wide margin. Orders are quite plentiful and all manufacturers are busy preparing their stock in order to fill these without delay. If the present conditions remain consistent it would not be at all surprising if stocks in first hands will be light.

Conditions throughout Canada seem to be improving daily and it is undoubtedly due to the confidence which the retail trade is placing in the future as the orders this year are quite as large if not larger than those of one year ago.

Dealers, that is to say retailers, all through the small towns of Canada, are preparing for the spring rush and are sending in their orders early. Judging by the size of these they certainly seem to feel that building operations are going to return to their former standing.

White Lead.

Although there is no change in price recorded this week, it seems to be the general opinion of all that present prices will not hold for long. As stated last week, the pig lead market in England has been steadily advancing and the present price quoted for pig warrants an increase in both dry white and lead in oil. Six weeks ago pig was quoted on London market as £17 10s. but this price has steadily increased until at the present time it is £20 7s. 6d. This increase of approximately £3 has not as yet affected local prices and as the market for linseed oil is very firm at present figures quite a number of local dealers predict a jump in lead in the near future.

Linseed Oil.

Although prices quoted this week are not showing any change over those quoted one week ago the market is very firm at these figures. Most local dealers are of the opinion that oil is now at a very reasonable figure and express the opinion that an advance would not be surprising as the conditions in the flax market would warrant it. The demand is very good and shows quite an advance during the past month.

Prepared Paints.

The demand at present for immediate deliveries is practically nil, but orders for future shipments are plentiful, in fact, most manufacturers are of the opinion that the amount of paint passing from first hands this spring will show a marked increase over last year's business. All local plants are running to capacity and the year 1914 looks to be one that will hang up a record.

Glass.

The demand is only seasonable with a fair volume of business passing and prices remaining unchanged.

Putty.

The demand is much the same as that for glass and the business passing is just considered seasonable with the same prices in effect.

Turpentine.

Local dealers are of the opinion that the present prices which are now quoted for turpentine are low as conditions in the south at the present time are bound to boost the price up if there is no improvement in the near future. As it is, local dealers are split so far as quotations are concerned and the range given to-day was from 63c to 65c for single barrel lots with a reduction of 5 cents for lots of 5 barrels and over. One of the manufacturers stated to-day that 67 cents per gallon would not be at all unreasonable under present conditions so that it would not be at all surprising to see an advance during the coming week.

MONTREAL PAINT MARKETS.

One of the leading local paint manufacturers stated to-day that the orders received and being received for spring delivery were far in excess of last year and present indications point to one of the best years on record. His statement is borne out by practically all manufacturers of paints.

Gasoline.

The present demand is very good when the conditions are taken into consideration. Prices quoted are 25½c gallon in wood, 22½c per gallon in steel and drums, while local tank wagon price is 21 cents per gallon for 100 gallons and over.

Benzine.

The demand is seasonable. For barrel lots in wood 23c per gallon is quoted while 20 cents is asked for the same quantity in steel and drums. The local tank wagon quotation for 100 gallons and over is 19 cents.

TORONTO.

TORONTO, Jan. 22.—While trade in the paint line is rather quiet at present, a considerable amount of booking for future shipment is being done.

The expected advance in the price of turpentine has taken place and Toronto quotations are 2 cents per gallon higher than last week.

Linseed oil quotations remain unchanged. Firmness is still exhibited in lead quotations. The trade in general are very optimistic regarding the outlook for spring business.

Turpentine.

As predicted last week an advance of two cents per gallon has taken place in turpentine quotations and the ruling prices are as follows:—

Turpentine, single barrels, 68c per Imperial gallon; 2 to 4 barrels, 67c per Imperial gallon; 5 gallon lot, 75c per Imperial gallon.

Naval stores are exhibiting firmness in the south and resin has advanced about 50 cents per barrel.

Linseed Oil.

There is no change in the linseed oil situation and quotations are as follows:
Raw linseed oil, 1-2 barrels....65c gal.
Raw linseed oil, 3-5 barrels.....64c gal.
Raw linseed oil, 6-9 barrels....63c gal.
Boiled linseed oil, 1-2 barrels——68c gal.
Boiled linseed oil, 3-5 barrels....67c gal.
Boiled linseed oil, 6-9 barrels....66c gal.

White Lead.

Firmness is still exhibited in white lead and the market at present is strong. The following prices are still being quoted for delivery up to May 15.

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Glass and Putty.

There is a seasonable demand for glass in small lots. Putty is in fair demand at unchanged prices.

Prepared Paints.

Spring booking compares favorably with booking during the corresponding period of last year. The annual increase in the demand for ready-mixed paint keeps trade in this line at a high level.

Anchor Pure Red Lead, Ground in Pure Linseed Oil, When Mixed for use Remains in Suspension—It Marks a Step Forward and Supplies a Long Felt Requirement.

Anchor Pure Red Lead in Oil makes a smoothly-working paint that dries in eight hours, forming a hard, but elastic, smooth film. It is manufactured by a special process, and has no tendency to harden in the package; it mixes up easily and remains in suspension.

Anchor Red Lead in Oil meets a wide demand. Railway Companies, Contractors, Builders and Painters have long wanted a Red Lead in Oil that would not harden when in paste form, and when mixed for use would remain in suspension. This Specially Prepared Red Lead Paint is as convenient to use as any other oil paint, and overcomes the necessity of mixing the unground and quick-settling Dry Red Lead with oil as formerly.

Red Lead is very largely used as a protective paint for bridges, steamships, structural steel of all kinds, metal roofs, cornices, iron fences, etc.

Anchor Red Lead in Oil is put up in paste form in 12½, 25, 50 and 100-lb. irons and larger packages.

If interested, write our nearest office for a sample, with full information about this new, convenient, all-the-year-round selling product.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3¾ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.

High grade compression work, 50 p.c.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lbs.	
Casting ingot	16 75	16 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1	21 00	21 00
Canadian Foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 38
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00
Galvanized—Apollo D.	Crown	Ordinary
18x24x52	4 45	4 75
60	4 70	5 00
20x28x30	8 90	9 50
20x28x80	9 40	10 00

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

STANDARD WROUGHT LAPWELD PIPE.

Buttwelded.

Size.	Black.	Galvanized
⅛-⅜ inch	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 03
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapwelded.

Size.	Black.	Galvanized
2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	31 75	44 45
5 inch	37 00	51 80
6 inch	48 00	67 20
7 inch	67 83	94 01
8 inch	71 25	98 75
10 inch	99 75	138 25

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.

Medium and extra heavy fittings, 70 p.c.

Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.15; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall Radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11¼	0 11¼
Light copper & bottoms	0 10¼	0 09¾
Heavy red brass	0 10¼	0 10¼
Heavy yellow brass	0 08¼	0 08½
Light brass	0 06¼	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 45
Imported pig, per 100 lbs.	5 65	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lbs.	6 25	5 45

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	

TINNED GOODS.

12x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 13, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

-in. mesh, 19 w.g., 60 per cent. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-inch x 22 ga. x 12-inch, roll	$3 00
½-inch x 22 ga. x 18-inch, roll	4 30
½-inch x 22 ga. x 24-inch, roll	5 65
½-inch x 22 ga. x 30-inch, roll	6 90
½-inch x 22 ga. x 36-inch, roll	8 20
1 inch x 20 ga. x 12-inch, roll	1 50
1 inch x 20 ga. x 18-inch, roll	2 10
1 inch x 20 ga. x 24-inch, roll	2 70
1 inch x 20 ga. x 30-inch, roll	3 25
1 inch x 20 ga. x 36-inch, roll	3 80
1 inch x 20 ga. x 48-inch, roll	5 10
Poultry netting staples, 55 per cent.	

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.

Rustless screen cloth, 7c sq. foot.

Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.

F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

TWO PROFIT PRODUCING SPECIALTIES

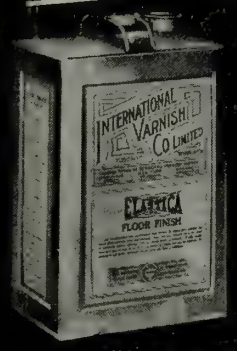
REVIVES & RENEWS OLD FURNITURE & WOODWORK



ENDS ALL FLOOR TROUBLES

TRADE
ELASTICA
MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

MARTIN-SENOUR PAINTS & VARNISHES

It Only Seems Cheaper

It **seems** cheaper to buy a two-dollar pair of shoes than it does to buy a five-dollar pair; yet not many of us wear $2.00 shoes.

It **seems** cheaper to do without modern conveniences—telephone, telegraph, typewriters, cash-registers, adding machines, etc.; yet money is saved every day by their use.

It **seems** cheaper for consumers to pay $2.00 per gallon for paint instead of $2.50; yet there is a carload of Martin-Senour Paint made every day for people, who are saving money by using the best.

All this, simply because people in this enlightened age are looking for value—not cheapness. They realize that economy is governed by value, and not by **price.**

The true worth of Martin-Senour 100% Pure Paint is known by its service value, even at a higher cost per gallon; it is the cheapest paint on the market—cheapest because it **absolutely** covers more surface, hides and wears longer per dollar spent than any other paint made.

Make us prove this. Then, decide which paint is best for you to sell—which one will win continued good-will and bring continuous profits to you—Investigate.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Mllo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney. 0 85
Pitch, Scotch, per 100) 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 3 90
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq.... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

1½ lb. size, 2 doz. in case, case.. 4 80
3 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 60 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 65
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each	$2.60
22	....	2.86
24	....	3.12
26	....	3.38
28	....	3.64
30	....	3.80
32	....	4.16
34	....	5.10
36	....	5.40
38	....	5.70
40	....	6.00
44	....	7.48

(COMMON SINGLE LADDERS)

8	ft., each	$0 80
10	ft., each	1 00
12	ft., each	1 20
14	ft., each	1 54
16	ft., each	1 76
18	ft., each	1 96
20	ft., each	2 40
22	ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each	$1 50	14 ft., each	$4 20
8 ft., each	2 00	16 ft., each	4 80
10 ft., each	2 50	18 ft., each	5 40
12 ft., each	3 00	20 ft., each	6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 80
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 80
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 18 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 00

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

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F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

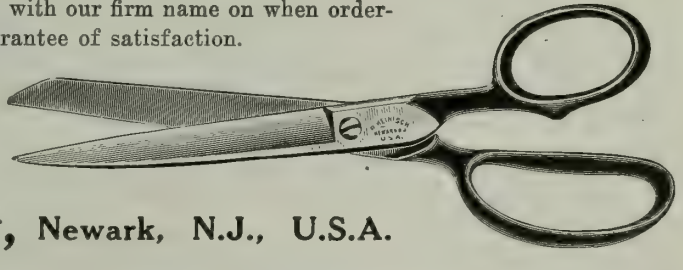
DON ROADWAY TORONTO

HEINISCH Trimmers Sell Quickly

Exceptional QUALITY the Reason

Always specify for and insist upon having the trimmers with our firm name on when ordering from your jobber. Our firm name is a **positive** guarantee of satisfaction.

HEINISCH Tailors' Shears, Scissors, Tinners' Snips, etc., are of the same high quality as the trimmers.



Write for Catalog.

R. Heinisch's Sons Company, Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

HARDWARE AND METAL

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OIL CANS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00

MACHINE OILERS.

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter 13 20	14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 per cent.

Edelweiss	16 80

ROPE AND TWINE.

Sisal rope	0 10½
Pure Manila rope	0 15
"British" Manila	0 11
African hemp	0 11
Cotton, 3-16 inch and larger.....	0 27

Russia Deep Sea line, 7-16 and larger, 18c.

Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 09¾
Lath yarn, double	0 10¼
Sisal bed cord, 48 feet, per doz..	0 72
Sisal bed cord, 60 feet, per doz..	0 90
Sisal bed cord, 72 feet, per doz..	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3ply twine....	0 26
Wrapping cotton, 4-ply twine.....	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb. 0 35	

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	3 40
Common, plain	4 25
Common, plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 65

SASH CORD.

No. 9, per lb.	0 50
Sash Chain, No. 2, hd. ft.	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 80
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10	7½ 10
"	R.H., bright	80	10	7½ 10
"	F.H., brass	75	10	7½ 10
"	R.H., brass	70	10	7½ 10
"	F.H., bronze	70	10	5 10
"	R.H., bronze	65	10	5 10
Drive screws		65	10	5 10
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.		$5 00		
Bench, iron, per doz.		4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½	45	
Draining tools 60	60		
Scoops .....50 and 5	45 and 5		
Hollow backs and sand shovels 60	45		

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 55

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 25 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 5 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 13 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 18	0 20	
" Axe	"	....	0 16	
Deer Creek	"	....	0 10	
Weerlick	"	....	0 25	
" Axe	"	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.		5 00	6 00	7 60
Arkansas	"	....	1 50	
Water-of-Ayr	"	....	0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5; in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
Chesterman's Steel, No. 1840, 50 ft..	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.....	77 50
Dowswell	82 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	77 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3.....	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., dos.....	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	89 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 00
Challenge 311E	84 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	33 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in..			0 70
" " "		34 in..	1 00
" " "		38 in..	1 25
" " neckyokes,	36 in..		1 25
" " doubletrees,	40 in..		0 95
" " lumbermans,	44 in..		0 90

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors', 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $5.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 60	0 90
Potato mashers, wire, per d.	0 60	0 75
" wood, per doz.	0 50	0 60
Vegetable slicers, per dos....		2 25
Universal meat chopper, No. 1		1 15
Spiders, 50 and 5 per cent.		
Steel fry pans, 60, 20, 10, and 5 p.c.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 105..	1 35	2 60

Toasters, 50 per cent.
Fire shovels, 50.

MOPS AND IRONING BOARDS.

Mops, per do z.....	1 20	1 80
Folding ironing boards	14 25	15 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner	6 50
Cadillac Electric, Model C	18 00
Cadillac Electric, Model D	20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	6 60
With rim, 18x28, per doz.	7 20
With rim, 20x30, per doz.	7 80
Without rim, 18x24, per dos.	4 00
Without rim, 18x28, per dos.	4 50
Without rim, 20x30, per dos.	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

Stephens **Ready-mixed Paints**

The practical as well as the amateur painter is equally enthusiastic as to the merits of "Stephens."

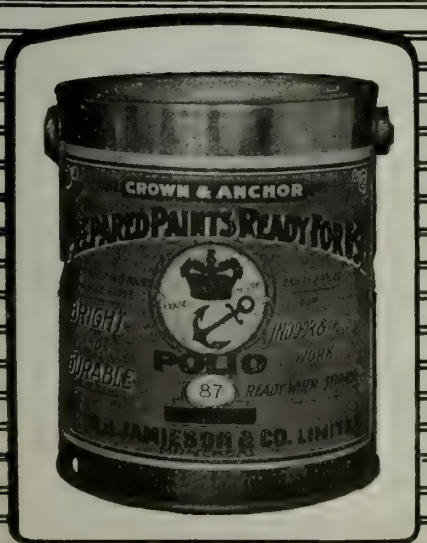
Be sure you are prepared for the demand. You can't expect to prosper when you don't keep the paint quality that everybody wants.

Write for color cards and agency proposition.

G. F. STEPHENS & COMPANY LIMITED
WINNIPEG and CALGARY



JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high-quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co., LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11

IRONING BOARDS.

Size 12x60 ins., per doz	7 20
Size 14x60 ins., per doz	8 40
Folding, 12x60 ins., per doz	16 50

SLEEVE BOARDS.

Basswood, stationary, doz	1 50
Folding, per doz	3 50

WASH BOARDS.

Glass, doz	3 25
Enamelled, doz	4 50

CLOTHES BARS.

3 sections, 4 ft., doz	4 80
3 sections, 5 ft., doz	6 00
3 sections, 6 ft., doz	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90
In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
Litharge, flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.	& C.
M. L. Floorglaze (Imperial V. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20
Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake 0 10	0 11
Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	
Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.	
XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb.	0 19½
In 50 & 100 lb. drums, per lb.	0 20¾
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts., 100 lb. in cs., lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs., lb.	0 23¼
In ½ lb. pkts., 100 lb. in cs., lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 09¾

PREPARED PAINTS.

	Per Gallon	in qt. tins
Sherwin-Williams paints, base	2 00	
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 45
Moore's house colors, per gallon		1 75
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 85
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90
Pure Putty, 70c hd advance.		

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	64	66
Linseed Oil, raw, single barrels	59	62
Inseed Oil, 3 to 5 bbls.	56	61
Linseed Oil, 6 to 9 bbls.	55	60
Linseed Oil, boiled—		
single bbls.	60	65
3 to 5 bbls.	59	64
6 to 9 bbls.	58	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Star.	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto 100 lbs.
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 06¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Royal Oak, $3.00 dozen.

AUGER BITS.

"Irwin" bits, 45 per cent.; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 point, $1.95 f.o.b. Fort William, $2.30 Winnipeg; Glidden 2 pt., $1.82 Fort William, $2.15 Winnipeg; Baker 2 pt., $1.90 Fort William, $2.12 Winnipeg; Waukegan 2 pt., $1.80 Fort William, $2.12 Winnipeg; Alberta 2 pt., $1.80 Fort William, $2.08 Winnipeg; American special 2 pt., $1.45 Fort William, $1.70 Winnipeg; Plain twist, $2.80 Fort William, $3.20 Winnipeg; Coil spring, No. 9, per 100 lbs., Fort William, $2.20; Winnipeg, $2.60. Price quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 37½c per lb. Tinned, 30c.

CROWBARS.

4½c per lb.

CANADA PLATES.

Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.35; 8 inch, $4.60.

CLEVISES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 70 and 12½ p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

16 gauge, $3.85; 18 gauge, $4; 20 gauge, $4; 22 and 24, $4.10; 26, $4.25; 28, $4.50; 30 or 10¾ oz., $4.75.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.
Full boxes, 25c lb.; less quantities, 26c lb.

SCREWS.

Bright iron round head, 80, 10 and 5 p.c.; flat head, 85, 10 and 5 p.c.; round head, brass, 70, 10 and 5 p.c.; flat head, brass, 75, 10, 5 p.c.; coach, 60 p.c.

STAPLES.

Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 75c.

DRY COLORS.

White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, $6.25 per cwt.

PUTTY.

Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.75.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

Capewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, $3.00; No. 9 and larger, $2.78.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 60 per cent.

IRON WASHERS.

Full box, 35 p.c.; smaller lots, 30 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70.

LOGGING CHAIN.

5-16 in., $6.25; ⅜ in., $5.25.

LANTERNS.

Cold blast, per doz., $7.25; plain, $2; coppered, dash, $9; plain, $9.25 doz.

POULTRY NETTING.

52½ per cent.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

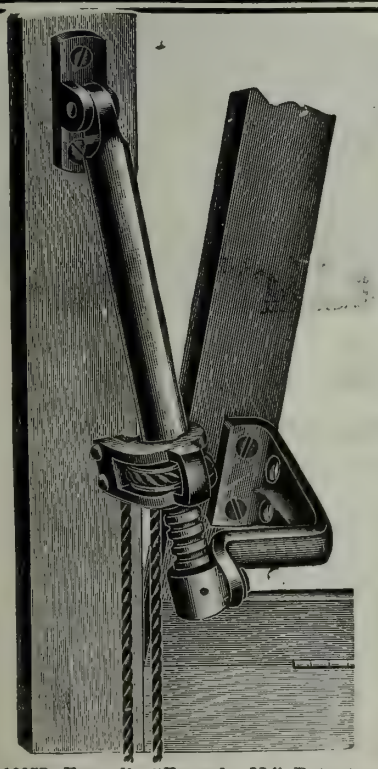
YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD 1809 EVERED & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



RAMSAY'S PAINTS & VARNISHES— SATISFIED CUSTOMERS APLENTY— YOUR PERFECTLY GOOD PROFIT—



That's a pretty good line up, and you can't do any separating —those three always stick together.

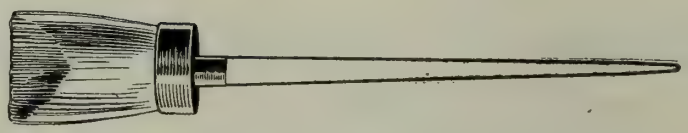
More than 70 years ago Ramsay's started to make **good** paint, they kept it up, and now the Canadian public **know** it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.



A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42





PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

	Name of Brand:
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 278,586."

Chadeloid Chemical Company
100 William Street, New York, N.Y.

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.



One of the best known and most successful Hardware and Paint Businesses in Ontario—Cowan Hardware Co., London, Ont.

"A large number of our best customers had been going to our opposition for Sherwin-Williams Paints, while purchasing their other Hardware requirements from us."

Read the letter from the Cowan Hardware Co. below.

"FIFTEEN years ago we crossed the Rubicon from "No Man's Land"—where benzine, whiting and other dope were thrown together haphazard and handed out to a trusting public under the generic nomenclature of Mixed Paint—to God's Country — where pure lead, zinc and genuine linseed oil are thoroughly incorporated by experts and branded with that magic name, "Sherwin-Williams Paint."

"It must be confessed that it was with a good deal of fear and trembling that we first took up the Sherwin-Williams line, as previous to that time we had been handling a line of Paint which retailed at $1.20 per gallon, and to raise from that to $1.80 per gallon, which was the retail price of Sherwin-Williams Paint at that period, was some jump. I can well remember placing our first Sherwin-Williams Spring order, which amounted to about fifty gallons, and wondering if we were going to dispose of it. To-day our Spring order amounts to from five to seven hundred gallons, with specialties in proportion.

"We found shortly after putting in the line that a large number of our best customers had been going to our opposition for Sherwin-Williams Paint while purchasing their other hardware requirements from us, and also that as soon as the public knew we had the Sherwin-Williams line they started coming in larger numbers to our store, thus helping us to dispose of other lines and building up our business all round. Outside of the strong advertising which The Sherwin-Williams Co. does to help all their agents, there are several facts which impress us particularly about their goods, and the one which strikes me most forcibly is the uniform goodness of their products, for if the goods are not right no amount of advertising will hold them up forever; also the fact of there being a special preparation for each different purpose is one of the strongest helps an agent can have. In our case, we have made a special study of the Sherwin-Williams lines and are in a position to assist customers to choose the paint or varnish which is best suited to the purpose for which it is required.

"In concluding, we might just state that for honest and straightforward dealing and business courtesy we have found The Sherwin-Williams Co. in the front rank of manufacturers."

T. A. JONES, Manager
Cowan Hardware Co.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.





We Sell One Live Dealer in Each Locality

And then get behind him with our Up-to-date Advertising

Kyanize

KY-AN-IZE



Is a Wonderful Product

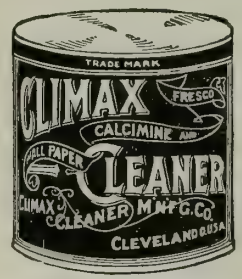
It will double your Varnish business. Write for full particulars before you buy for spring.

BOSTON VARNISH COMPANY, Everett Station, Boston

Distributors for Western Canada

J. H. Ashdown Hardware Company

CALGARY **WINNIPEG** **SASKATOON**



—with a direct appeal to her

That's what **"Climax"** is to you—a proposition with a direct appeal to your best customer—the housewife.

The splendid results it gives, the way it will clean her wallpaper, her kalsomine; the way it removes dirt from her window shades and brightens up her home—all these make an irresistible appeal to her.

Stock "Climax" and have it on your counter—where it is easily seen. Explain to your customers that "Climax" has been in successful use in millions of homes for many years now.

And the profit and goodwill that it brings, will amply repay you.

Write to-day for prices.

The Climax Cleaner Mfg. Co.
Cleveland, Ohio

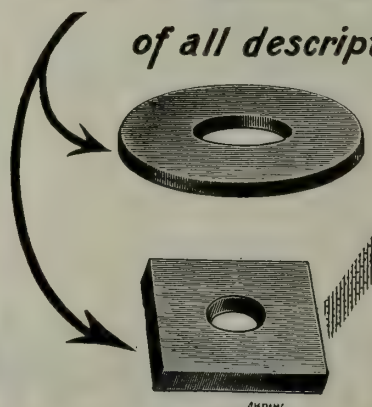
Distributing Points:

Toronto, Ont.
Winnipeg, Man.



Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Nearly Every Man Is Willing To Do His Duty—As He Sees It!

It may not be what he *should* do—may not be what he *could* do—either by himself, or his customers.

For instance it is actually costing many a dealer large sums of his own real hard cash to push the paint he is now selling.

Such dealers will never know how to stop the expense and make more money and do a finer business until they look round and get a new viewpoint on their business duty.

And we can't tell how Lowe Bros.' "High Standard" Paint proposition will lead you to "Big Business," as it surely will, until you ask us to.

To-day is the day to write us.

Lowe Brothers LIMITED
TORONTO

Lyon-Monkhouse, Limited
Winnipeg

Johnston Paint & Varnish Co., Limited
Vancouver

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

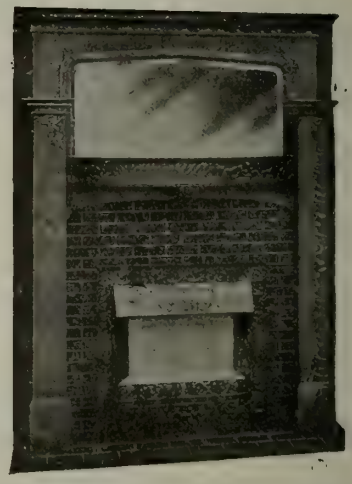
Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

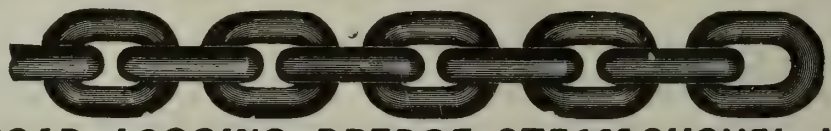
—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.



No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

STILL'S
Ash Pike Poles

The Lumberman's favorite. Made of the best Canadian White Ash. The most reliable Pike Pole made. Stock Still's.

Write for prices.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle Pyramid and Globe

GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

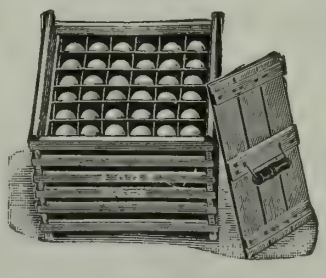
THINK IT OVER
FOUR FACTORIES

PHILADELPHIA — CINCINNATI
JOHNSONBURG — LONDON, ENG.

MAIN OFFICE—81 FULTON ST., NEW YORK

Humpty Dumpty Folding Egg Crates

for the farmers, for the poultry dealers, for a dozen and one people who enter your store every day.



Have some "Humpty-Dumpty" crates handy, where they can be seen and make a bid for all the large custom that will go elsewhere, if it doesn't come to you.

The "Humpty-Dumpty" gives splendid service, it protects eggs, preventing their getting broken—saving its users the cost many times over.

And it pays you who handle it a very nice profit, besides the good-will we've already told you about.
Write for prices.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

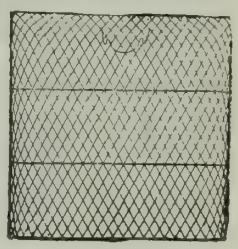
We are headquarters for

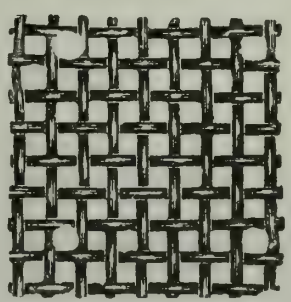
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list





Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and **Ornamental Iron Work** in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

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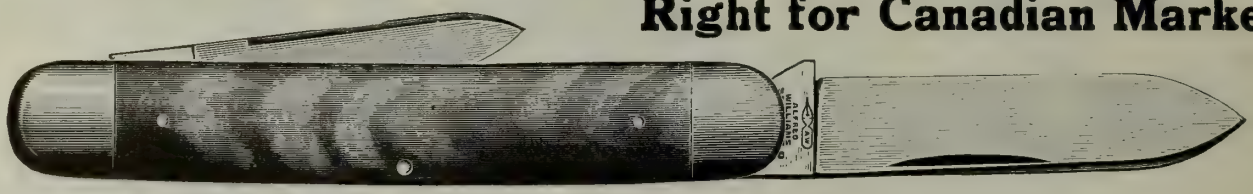
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.
HAMILTON

ALFRED WILLIAMS Cutlery

SHEFFIELD, ENG.

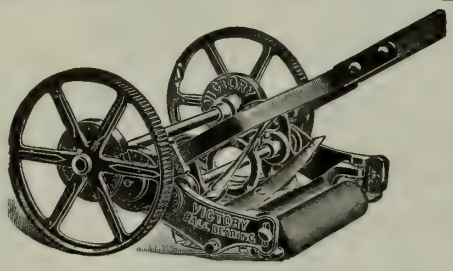
Right for Canadian Market



TRADE MARKS

Pen A·W Brand ✠ EBRO ✠

Sold by Hardware Jobbers

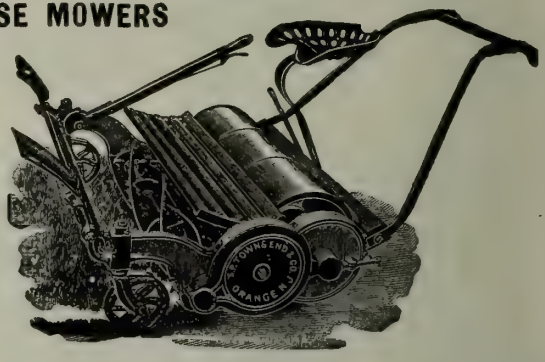


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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PUMPS

ALL KINDS

HAY TOOLS

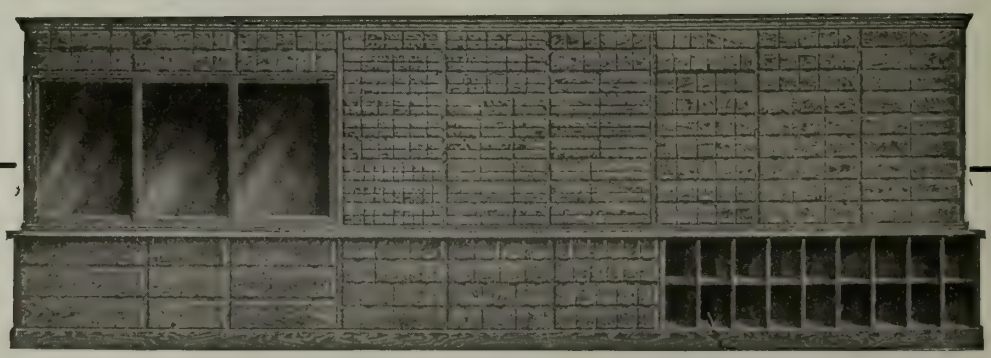
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For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

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An old Windmill often marks the Beginning of Things

The old windmill that stood on the mouth of the River Don (since beautified and straightened), marked the beginning of a Queen City and the

Fortunes of the Gooderham Family

There may be such a thing as luck, but most of the modern successes in Business can be traced to quality of mind and muscle. Thrift always follows certain characteristic qualities. The business instinct of the man is often noted in the youth. The way the Gooderham business grew from a small beginning to its large proportions makes an interesting study to the business man.

This family sketch appears in the February issue of MacLean's, and the reading of these successes in business life carries real information. This series are well illustrated, and can be kept on the book shelves of every business man for future reference.

In this number you will learn of the reason of Wm. McMaster's rise to the directorate of the Bank of Montreal. Also your query as to the reason why the Mexican people are constantly in political ferment will be answered in an article entitled, "Why Mexico Boils Over." Other features, including Review of Reviews, combine to make this magazine an intellectual feast for the busy business man.

Every Canadian should be a subscriber to this national magazine. Send a postcard to Dept. "M" and have your name added to our subscription list.

Write to-day and commence with this number.

Subscription price $2.00 a year. **Single copies 20 cents.**

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Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that **cast iron top and bottom,** thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.

Winnipeg

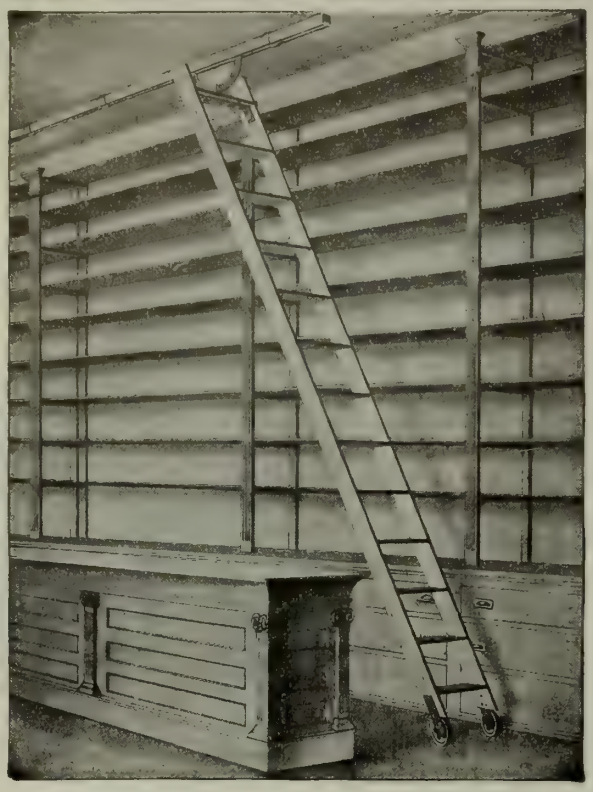
TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks



Suggestion: Send for our Store Ladder Catalogue and canvas your town at once. Best line on the market—nice profit for you.

RICHARDS-WILCOX CANADIAN CO., LIMITED
LONDON, ONTARIO



HERE'S A GO!

SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

Trade Mark



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,

G.m.b.H.

Manufacturers of Safety Blades

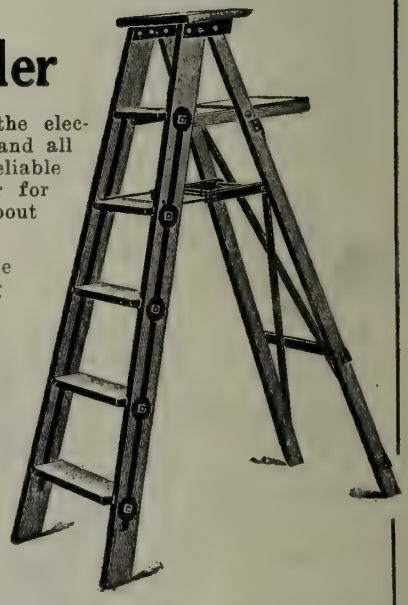
SCHRAMBERG WURTEMBERG GERMANY

The Faultless Step-Ladder

appeals strongly to the electrician, the plumber, and all who need a strong, reliable and light step-ladder for general hard knock-about use.

You can do a very nice business by stocking and pushing the Faultless to all this class of customers.

The "Faultless" is made of clear stock, strongly braced and edged with galvanized steel whenever necessary and pays you in excellent profit. **Write for catalog and prices.**



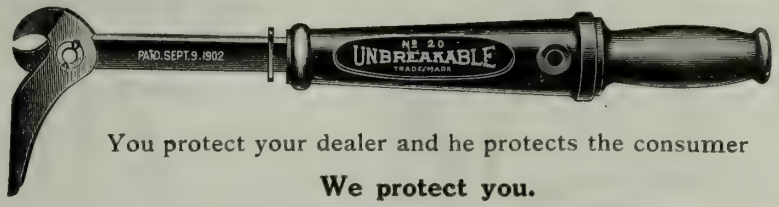
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Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse of Alberta. Maritime Provinces—J. H. Hanson Tilley Co., Montreal, Quebec —Jas. S. Parkes, Montreal, Ontario—Roy E. Harris, Stratford.

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

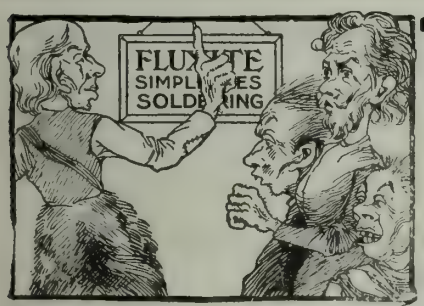
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

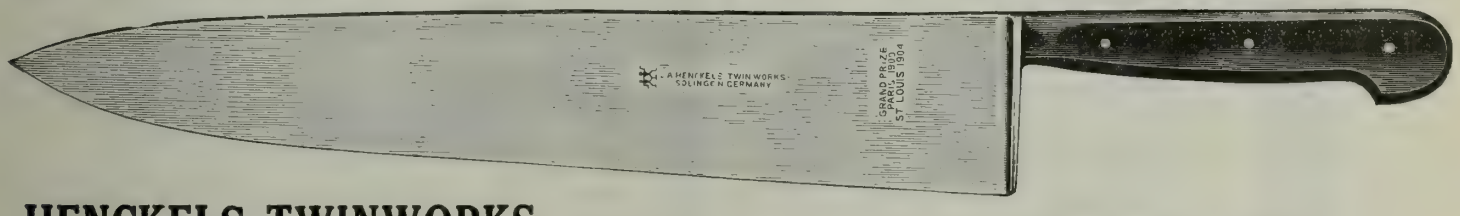
the paste flux that

SIMPLIFIES SOLDERING

and lea jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



HENCKELS TWINWORKS CUTLERY

KNOWN FOR ITS QUALITY

Razors, Pocket Knives,
Scissors, Manicure Sets,
Butcher Knives, etc., etc.

None genuine without this trade-mark.

Sole Agents for Canada

F. W. LAMPLOUGH & CO. **Unity Building** **MONTREAL**

YOU NEED

Star Hack Saw Blades



Because no other blade is so entirely reliable for all classes of work. A Star Blade 12 x ½—14 teeth, can be used on anything except tubing with walls less than 1-16 inch thick, hence you don't have to carry a puzzling assortment of hack saws. **One** Star Blade does for all classes of work, and saves you a world of trouble and possible blunders.

For tubing 1-16 inch thick or less, use Star Blades, 21 teeth to the inch.

A reputation gained by 25 years' **successful** use, stands back of every Star Blade we send out. Can anyone beat it?

Send for complete catalog.



Millers Falls Company

28 Warren Street
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SHEET ZINC

PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

B. & S. H. THOMPSON & CO., Limited

TORONTO MONTREAL WINNIPEG



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

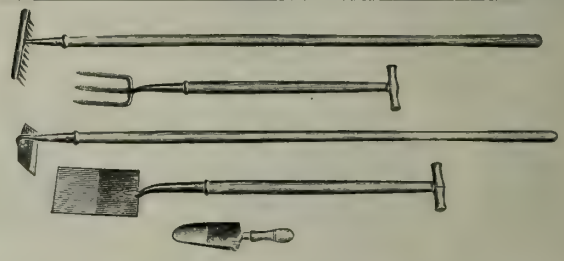
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

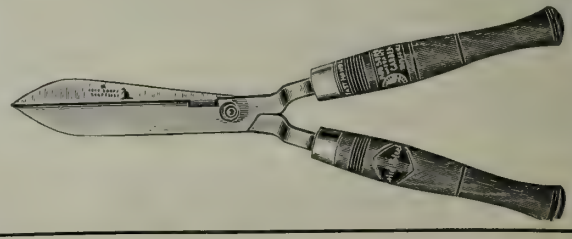


You cannot do better than place your orders now for Garden Tools. Every kind and a large assortment of prices.

Robt. Sorby & Sons, Ltd.

SHEFFIELD

Geo. H. Saywell Co., Winnipeg and Montreal



Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

A "Sweeping" Announcement

We are now in a position to make shipments on our latest improved model "Cadillac" Sweeper. This is a hand-power combination carpet sweeper and vacuum cleaner. It will win instant favor among housekeepers who have not electric power in their homes. The

Cadillac Combination Carpet Sweeper and Vacuum Cleaner

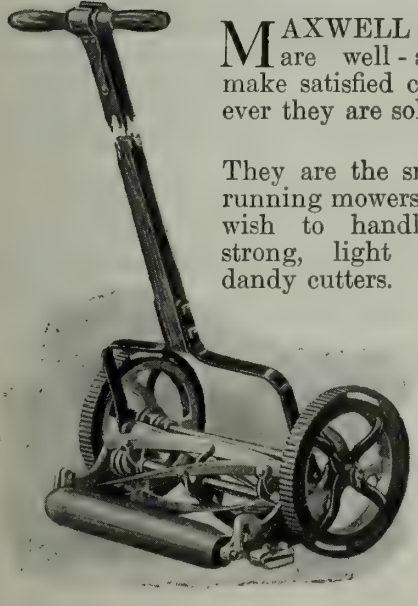
is built lower, so that it will reach under beds, etc., and places where low obstructions would prevent ordinary sweepers from going. The top of the sweeper is constructed of the best 3-ply veneer wood, and the dust bag is also vastly improved over previous models and other makes. There is no duty included in the price of the "Cadillac" models, and consequently they sell at a lower figure than other makes which are imported into Canada. Write for full particulars of this new "business-getter" from the makers in CANADA.

Clements Mfg. Company

78 Duchess St., Toronto

Place your orders NOW for

MAXWELL'S Lawn Mowers



MAXWELL Lawn Mowers are well-advertised and make satisfied customers wherever they are sold.

They are the smartest, easiest-running mowers you could ever wish to handle — well-made, strong, light to push and dandy cutters.

Made in all sizes, with 8 to 10-inch wheels, and with either 3 or 4 cutting blades. Now's the time to place your order for 1914 trade. Maxwell Mowers mean easy profits!

WRITE TO-DAY FOR CATALOGUE

DAVID MAXWELL & SONS, St. Mary's, Ont.

"Finish" and Sales

You know that bright, highly-polished finish—one of the hall-marks of the best-made tools? And that gentle blending of temper from palest straw to deepest blue, which bespeaks a hardness to take the keenest edge and a resiliency to resist the severest shock?

Do you appreciate that in this finish and these temper marks lies over 50% of the sales-possibilities of these tools? That, it is its appearance that decides most of your customers to take the better and more expensive article?

Insist on

British-American Wax Paper

wrappings on all the bright tools that your jobber and manufacturer ship you, and make sure of being able to fill your shelves with stock that has not had its greatest sales-argument blotted out by unsightly patches of rust.

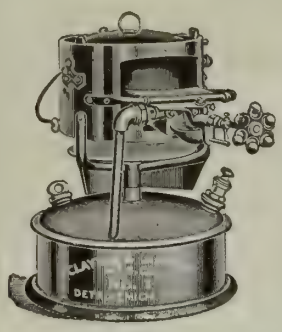
Tell them about it to-day—explain it to them as we've explained it to you. They'll understand because, if they didn't appreciate the selling power that lies in brightness, they'd not bother to finish their products at all. And they'll concede when they know your wishes in the matter, for to keep you satisfied means —orders.

So get after them right now.

The

British-American Wax Paper Company, Limited

Darling Bldg., Toronto



No. 1 FIRE POT
Price each, $7.80 Net.

"ALWAYS ON THE JOB"

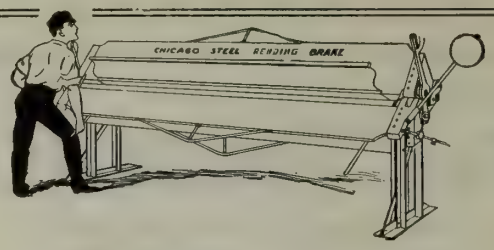
You will always find the "C. & L." No. 1 Fire Pot a favorite with the user and "always on the job." It is a splendid fire and is sure to please and satisfy the user, because it is made of the best materials that money will buy.

The burner is swiveled, enabling the operator to remove the top section, if desired, and use the base as a Torch or open fire.

The No. 1 will soon save its cost in the saving of fuel alone.

All leading jobbers will supply at factory price or we will ship direct if cash accompanies the order. Send for Catalog—it's free.

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U.S.A.



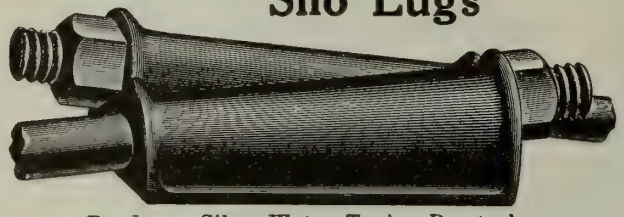
CHICAGO STEEL BENDING BRAKES

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

The Steel Bending Brake Works Ltd., Chatham, Ont.

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y. Limited
OTTERVILLE, ONTARIO



CLABROUGH GUNS

ARE SELLING WELL IN CANADA
made in Birmingham, England, by
J. P. CLABROUGH & JOHNSTONE
and stocked in Canada by the agents
STACEY CUTLERY CO., Ltd.
ST. THOMAS, Ont.
List on application, or representative will call

ARCTIC METAL
FOR COOL BEARINGS
IT'S RELIABLE

Babbitt your journals with
ARCTIC METAL
The wearing qualities will prove to you that Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.



Ford—The One Best Bit—Ford

It's always the same RELIABLE FORD never fails, always satisfies.

Ford Auger Bit Co. **Holyoke, Mass.**

When writing advertisers kindly mention this paper.

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To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
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5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

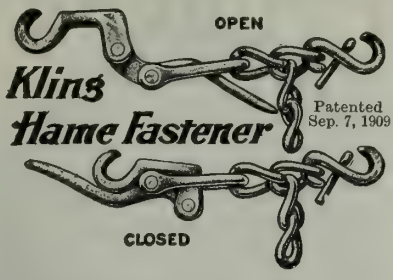
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

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James Hutton & Company
MONTREAL

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular. Look for "Kling" on the lever.

The National Safety Snap Co., inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.

BEAR BRAND LAMP BLACKS



The Bear Brand is the only Germantown Lampblac

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

BIG

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from small investments. Read Hardware & Metal's Want Ad. Page.

Bolts



We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

BROOKS & COOPER,

Trade Mark.

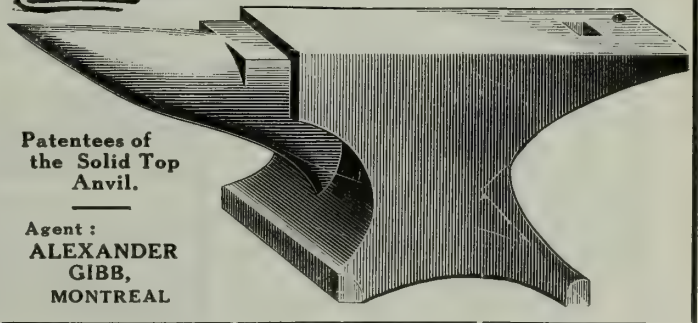
M. & H. ARMITAGE MOUSE HOLE FORGE.

Corporate Mark,



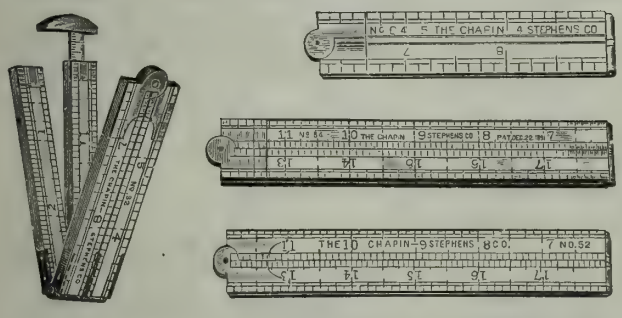
Mousehole Forge

Sheffield.



Patentees of the Solid Top Anvil.

Agent :
ALEXANDER GIBB,
MONTREAL

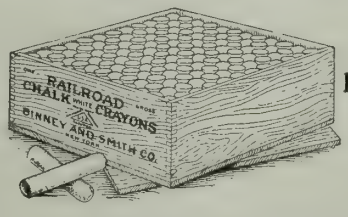


Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

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Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
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BINNEY & SMITH CO.

81-83 Fulton Street **NEW YORK**

Henderson & Richardson, Montreal; Percy Gunn, Sussex, N.B.; Milton Newman, Winnipeg, Canadian Representatives.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.





Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Metallic Nickel
SHOT, BLOCKS, INGOTS
ALSO
ELECTROLYTIC NICKEL
(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place NEW YORK

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

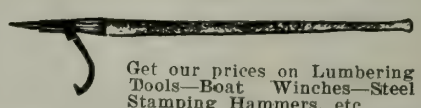
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



"Hardwaremen, your Skating Rink should have a **J. & R. Ice Scraper** It cleans off Snow and water, saves time and expense, write for a circular and prices.

James & Reid
Sole manufacturers
Perth, Ont.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

HOOKS Every style and size.

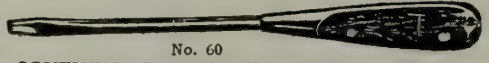


We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

When writing advertisers kindly mention having seen the ad. in this paper.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

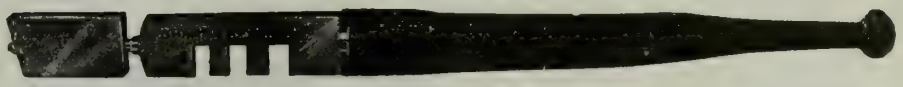
Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
Limited

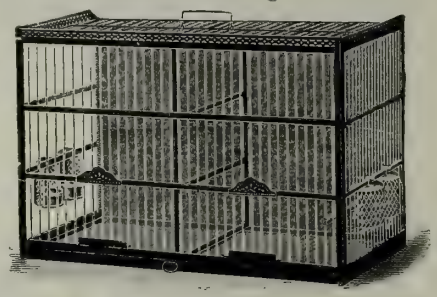
Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.

"HENDRYX" BREEDING CAGES

A word for quality

are now ready for the greatest demand which begins in J anuary and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and green trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

THE ANDREW B. HENDRYX CO. **New Haven, Conn.**

Put Dollars in Your Pocket

by putting D. Peres Barrel Brand Cutlery in your store

Its quality assures it giving lasting satisfaction to your customers; the profit on its sale assures the continuance of its place amongst your stock.

A TRIAL ORDER WILL PROVE OUR CLAIMS

Razors, Pocket Knives and Scissors



Canadian Agents: GREEFF-BREDT & CO., TORONTO

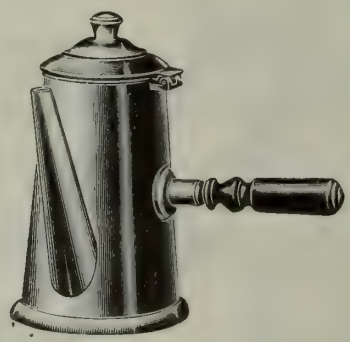
Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.

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METALWARE MANUFACTURERS

SPAICHINGEN

GERMANY



The Leading Producers of Metal Tea and Coffee Pots, Sugar Bowls, etc.; in both Tin and Nickel Plated, first-class finish.

Also all kinds of Toilet Articles, including Metal Shaving Sets, Shaving Mirrors, Manicure Stands, etc.

It will pay you to investigate this line. These goods create new business.

Canadian Agents:

Messrs. RAU, VOSS & CO.

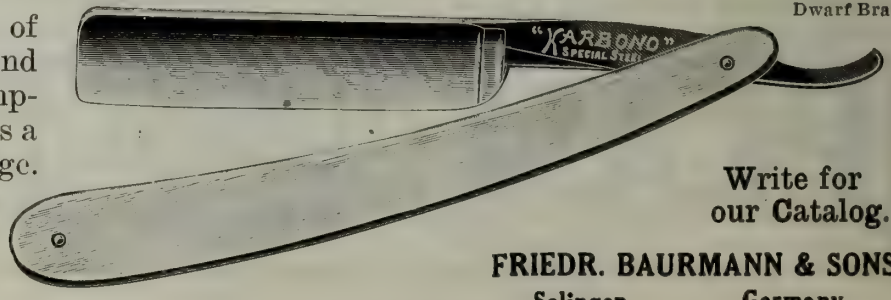
160 Bay Street, Toronto

A RAZOR THAT ANY MAN WOULD BE PROUD TO OWN

and a quick seller, Mr. Dealer, that will leave a good margin of profit

Dwarf Brand

Made of the very finest of English crucible steel, hand forged and ground, and tempered by secret process. This is a razor which will keep its edge. It is not high-priced, in fact it is lower than some inferior makes.



Write for our Catalog.

FRIEDR. BAURMANN & SONS

Solingen - Germany

There is always a demand for

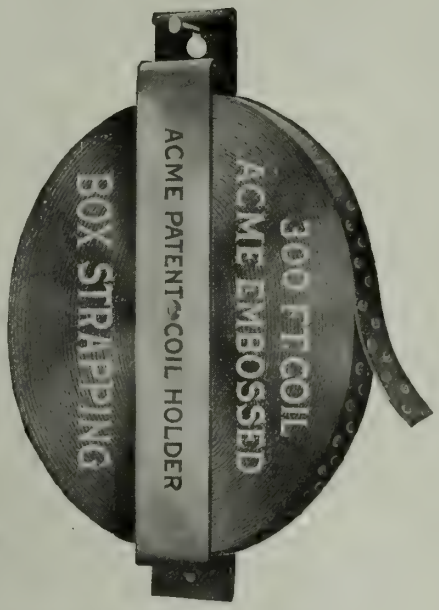
BOX STRAPPING

and the amount you sell depends greatly on the stock you carry.

ACME EMBOSSED STRAPPING

is lacquered to prevent rusting and the surface is dotted to prevent nails from stipping.

In coils of 300 feet—20 coils to a case.



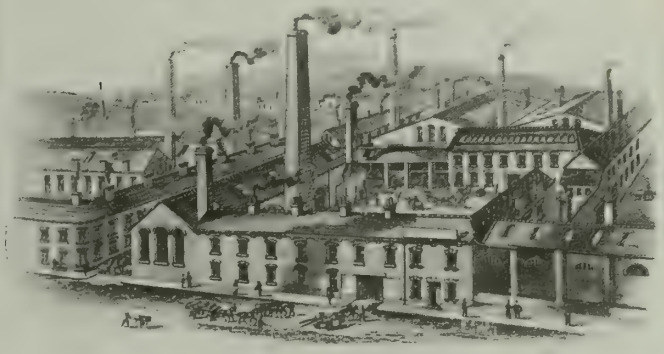
ACME also makes other Packing Room Supplies
Write for Catalog

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Canadian Representatives:
J. E. BEAUCHAMP & CO., MONTREAL.

WILLIAM ATKINS & CO., LIMITED
Reliance Steel and File Works
SHEFFIELD, ENGLAND

Makers of the well-known
"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools
Files, Twist Drills, Saws, Hammers, etc.



TRADE MARKS WACO TURTLE BRAND

Any information can be obtained at our Canadian Office

Agent
GEO. A. MARSHALL
70 Lombard Street, TORONTO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

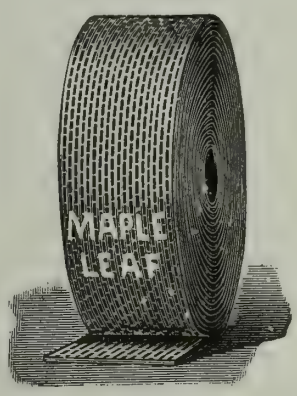
The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA



To The Hardware Trade

Look over your stock and send your orders in NOW for

"Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable time.

Manufactured only by the

Dominion Belting Co., Limited
HAMILTON - CANADA

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

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FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

$8,000.00—HARDWARE STOCK—WILL SELL on account of manufacturing interests. Nearest towns are 12, 25 and 33 miles distant, which gives a large country area of high-grade farms and farmers to work upon. Besides, a 5,000 progressive Western Ontario county town with several large manufacturing industries to sell to. Stock and fixtures will run $8,000.00 or over. Exceptionally clean and well bought. For quick sale and cash will accept 90 cents on laid down cost. Box 70, Hardware and Metal, Toronto. (5)

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WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

HARDWARE BUSINESS WANTED—STOCKS not to exceed $4,000. Address A. James Wright, Niagara Falls, Ont. (4)

EXPERIENCED HARDWARE TRAVELLER with excellent connection in British Columbia is desirous of securing agency for Canadian lines of hardware, stoves and household goods. Address E. B. Biggar, 471 West Marion St., Parkdale, Toronto. (7)

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WANTED—HARDWARE CLERK WITH 3 OR 4 years' experience. Apply, giving credentials, and stating salary expected, to Box 68, Hardware and Metal, Toronto.

SITUATIONS WANTED

YOUNG MAN DESIRES POSITION AS ACcountant or office man with a reliable manufacturing or retail hardware company in some Ontario town. 12 years' experience in hardware business as accountant and salesman. Willing to invest some money. Best of references. Box 69, Hardware & Metal, Toronto.

YOUNG MAN (UNMARRIED), TOTAL ABstainer, 9 years' experience in general hardware, desires position as traveller with reliable firm, hardware or tin and enamelledware. At present employed with same firm for 5 years, 2 years as manager. Box 64, Hardware & Metal, Toronto. (5)

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WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you wish to purchase anything in Montreal, metals, glass, paints, hardware, write Evans.

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you desire to sell anything in Montreal, write Evans. (3)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

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HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.)

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Signed ..... Street Number or Box .....

Town ..... Province .....

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Buck Bros., Milbury, Mass.
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Stanley Rule & Level Co. N. Britain.
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Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont
Maxwell, David. & Sons, St. Mary's,
Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Clocks.
The Western Clock Co., La Salle, Ill.
Cummer-Dowswell Ltd. Hamilton, Ont
Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.
Closets.
Parker, Whyte, Ltd., Winnipeg.
Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City
Coffee Percolators.
Landers, Frary & Clark, New Britain.
Colors.
A. Ramsay & Son Co., Montreal.
International Color & Chemical Co., Bridgeburg.
Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
The Stanley Works, New Britain, Conn.
Conductor Pipe.
Metal Shingle and Siding Co., Preston.
E. T. Wright Co., Ltd., Hamilton.
Cord Cutters.
Victor M. Grab Co., Chicago.
Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.
Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.
Cornices, Metal.
Pedlar People, Ltd., Oshawa.
Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.
Cream Separators.
Simmons Hardware Co., St. Louis.
Cultivators, Hand.
C. S. Norcross & Sons, Bushnell, Ill.
Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.
Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt & Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Smith Hdw. Co., Montreal.
Dampers, Automatic.
Automatic Damper Co., Hamilton.
Dies.
Victor M. Grab Co., Chicago.
Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn
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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
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Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
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Acme Steel Goods Co., Chicago.
Drawer Pulls.
P. & F. Corbin, New Britain, C.
The Stanley Works, New Britain, Conn.
Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Dry Colors.
G. F. Stephens & Co., Winnipeg.
Dustless Dusters.
Tarbox Bros., Toronto.
Dustless Mops.
Channell Chemical Co., Toronto.
Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
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Electric Fixtures.
The Barton-Netting Co., Ltd. Windsor
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Chicago Flexible Shaft Co., Chicago.
The Flexible Conduit Co., Guelph.
Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
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Enamels.
G. F. Stephens & Co., Winnipeg.
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Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.
Expansion Bolts.
Star Expansion Bolt Co. New York.
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The Stanley Works, New Britain, Conn.
Fencing, Woven Wire.
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Filters.
A. Ramsay & Son Co., Montreal.
Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.
Files and Rasps.
Barnett Co., G. & H., Philadelphia,
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Disston, Henry, & Sons, Philadelphia,
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
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Richard Wilcox Can. Co., London, Ont.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.
Flint Paper.
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Food Choppers.
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Taylor & Thompson, Toronto.
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Whitman & Barnes Mfg. Co., St. Catharines.

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Gutta Percha & Rubber Mfg. Co., Toronto.

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Ice Cream Freezers.
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Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
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London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
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E. T. Wright Co., Ltd., Hamilton.

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G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

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G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Machine Bits.
Snell Mfg. Co., Fiskdale, Mass.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
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Martin-Senour Co., Montreal.
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Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
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Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
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Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
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G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
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Reinforcing Concrete.
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Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
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Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
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Lufkin Rule Co., Windsor.
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Jas. Smart Mfg. Co., Brockville.

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Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Technical Books.
MacLean Publishing Co., Toronto.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tinware.
Hoods, Ltd., Birmingham, Eng.
Tools.
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The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
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Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
Richards-Wilcox Mfg. Co., London, Ont.
Braziers.
Clayton & Lambert Mfg. Co., Detroit.
Tool Handles and Lumbering Tools.
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Trucks.
Aylmer Pump & Scale Co., Aylmer.
Varnishes; See Paints.
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Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Ventilators.
Pedlar People, Ltd., Oshawa.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
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Henderson & Richardson, Montreal.
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Cummer-Wowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.
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Can. Buffalo Sled Co., Preston.
Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.
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Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
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Kinzinger Bruce & Co., Niagara Falls.
Window Guards.
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B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
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Wire, Iron, Steel, Brass and Copper.
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Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

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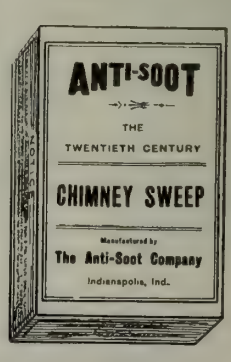
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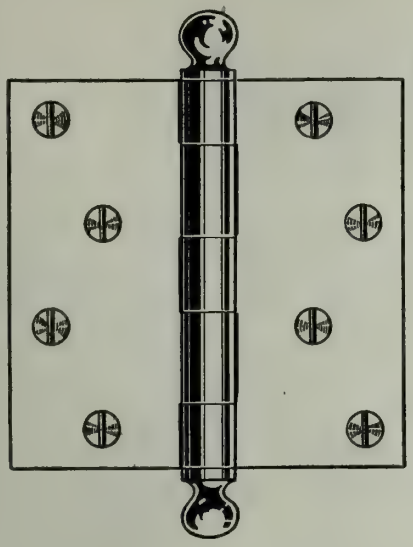
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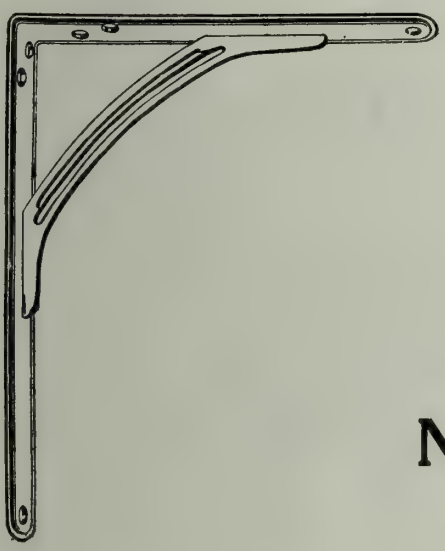
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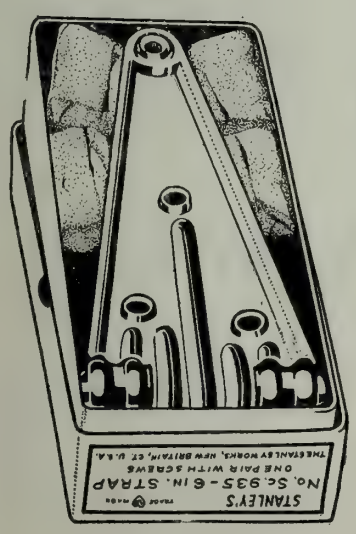
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Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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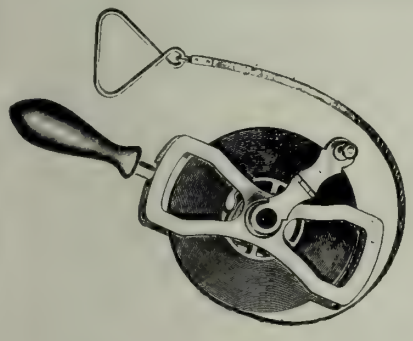
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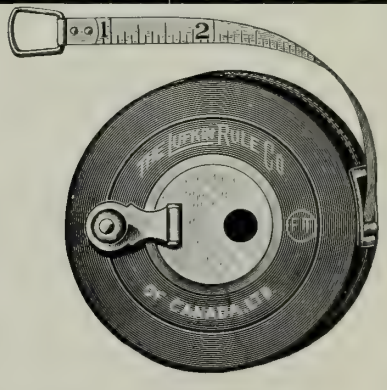
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Atlas style connection for ends of rim chain take up slack and are quick to handle.



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Electric welded Cross Chain, soft or case-hardened, polished or coppered, and fully guaranteed.

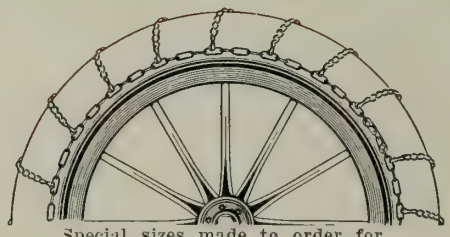
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Rust-proof rim chain, case-hardened and coppered cross chain, attached in every fourth rim chain link, Atlas connection.



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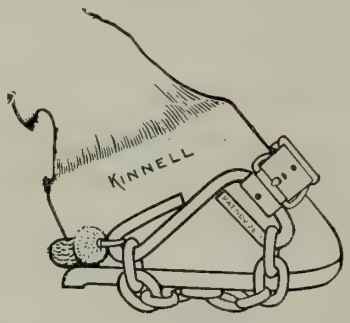
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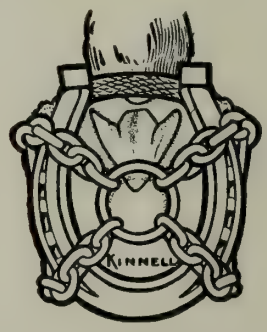
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They positively prevent slipping, and do not injure the horses' feet or legs. It takes but a moment to put them on. Humane Societies everywhere endorse them.

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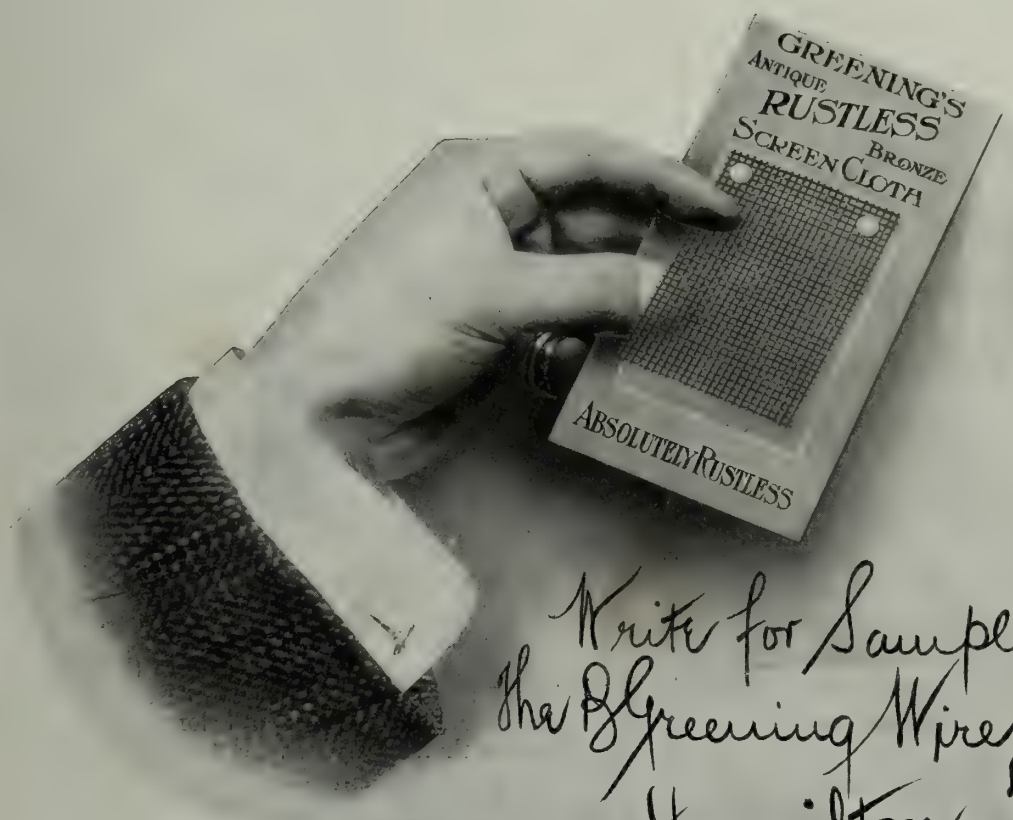
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PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

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January 31, 1914



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Hamilton Canada.

Your Customers are writing us direct for this Rustless Screening.

We will send you samples as shown above on request.

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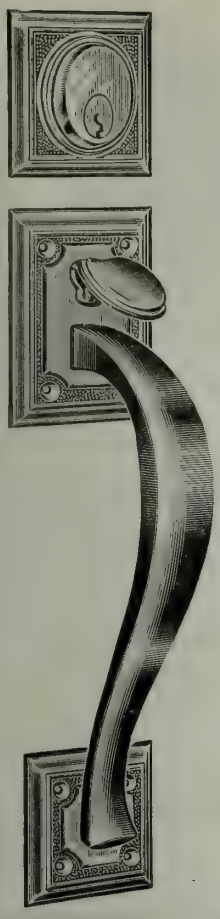
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Cast Brass and Bronze

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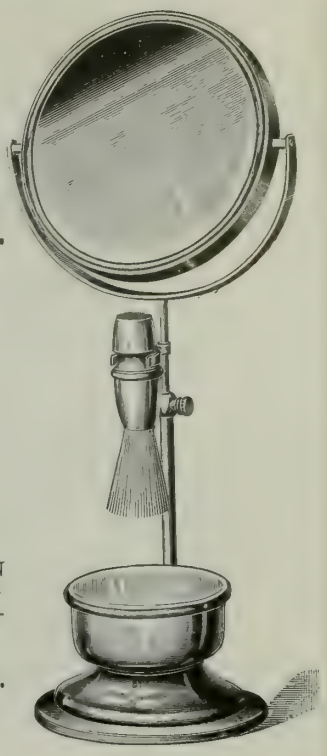
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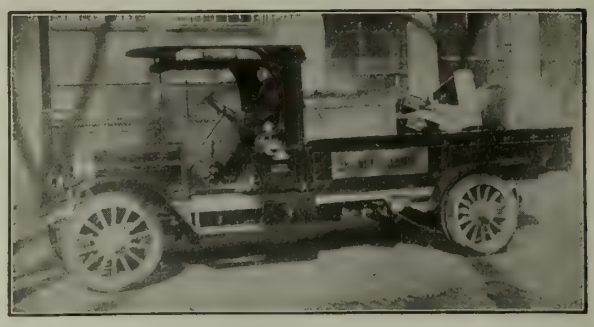
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We are sales agents for the leading gasoline motor truck of the world—MACK.

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Ask us for Facts and Figures.

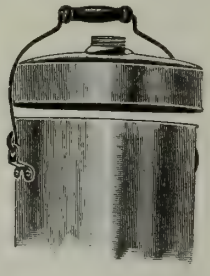
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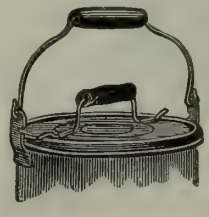
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Now is the Time



to give some attention to your spring stock of Milk Cans, Creamery Cans, Trimmings, etc. Let us know your requirements for the coming season. Order now and be prepared for the rush!







Trimmings for all sizes and styles of Milk and Creamery Cans.

PRICES ON APPLICATION.

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO **LIMITED**

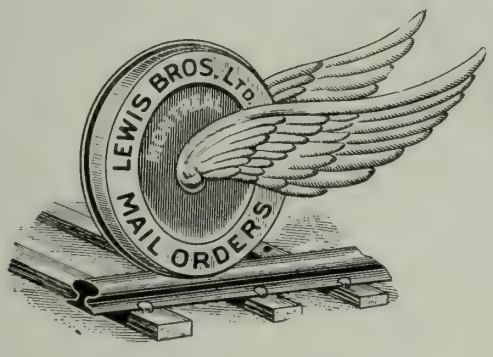
KEMP MANUFACTURING CO.

MONTREAL TORONTO **WINNIPEG**

Our New No. 50
GENERAL HARDWARE CATALOGUE

was built with the intention of making it of the greatest assistance possible to hardware dealers in making up their

MAIL ORDERS



In this new book we have illustrated every article, and every illustration is exactly true to the goods it represents.

We have given our own list price on nearly all items, so you can at a glance figure the approximate cost to you without waiting to write us for a quotation.—This is of particular advantage when you want to close a sale for some item not carried in your stock.

When you have received this book

put it in a conspicuous place and encourage your customers to look through it.—This will sell goods for you that probably your customer would otherwise never inquire about.

We have the goods and we give the service

We supply Mail Order Blanks and Addressed Envelopes, and by the use of our new catalogue, it is our hope that you will favor us with an increased number of Mail Orders.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

WING SCREW BOOT CALKS

The STEEL COMPANY of CANADA
LIMITED
HAMILTON, ONTARIO

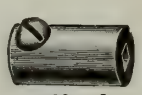

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No. 5


No. 7


No. 8


Chuck

Book Your Orders
Now
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Immediate and Future
Shipments
of

LUMBERMEN'S
CASE-HARDENED
WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

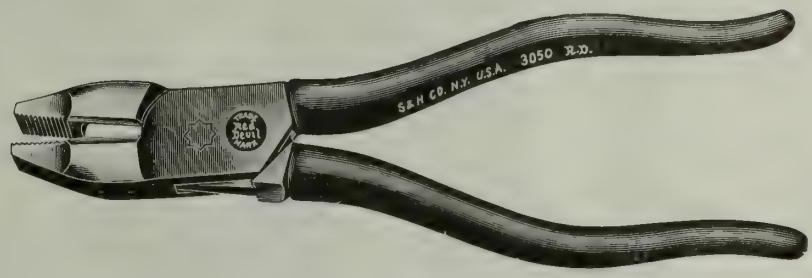
A Chuck is placed in each box of 50 Calks.

Send for Samples and Prices.

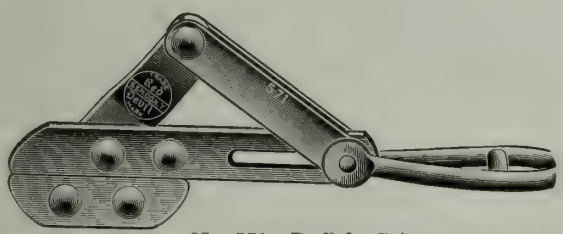
SALES OFFICES :

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

You should stock these Red Devil lines now



No. 3050.



No. 571—Buffalo Grip.



No. 566—Haven's Clamp.



No. 871—Linesmen's Tool.



No. 728—Splicing Clamp.



No. 238—Flexible or all hard—hand or power.



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No. 1213—Good but moderate in price.

MAKE SURE THEY BEAR THIS TRADE-MARK

TRADE S.&H.CO. Red Devil N.Y. U.S.A. MARK

Smith & Hemenway Company

150-152 Chambers Street, New York.

Trophies, Prize Cups, Shields are among our Specialties.



Catalogue No. 26 is one of the most complete catalogues illustrating same that is issued.

If interested write for copy.

No. 1314 E.P. Hockey Trophy. 20 inches high. $80.00 list.

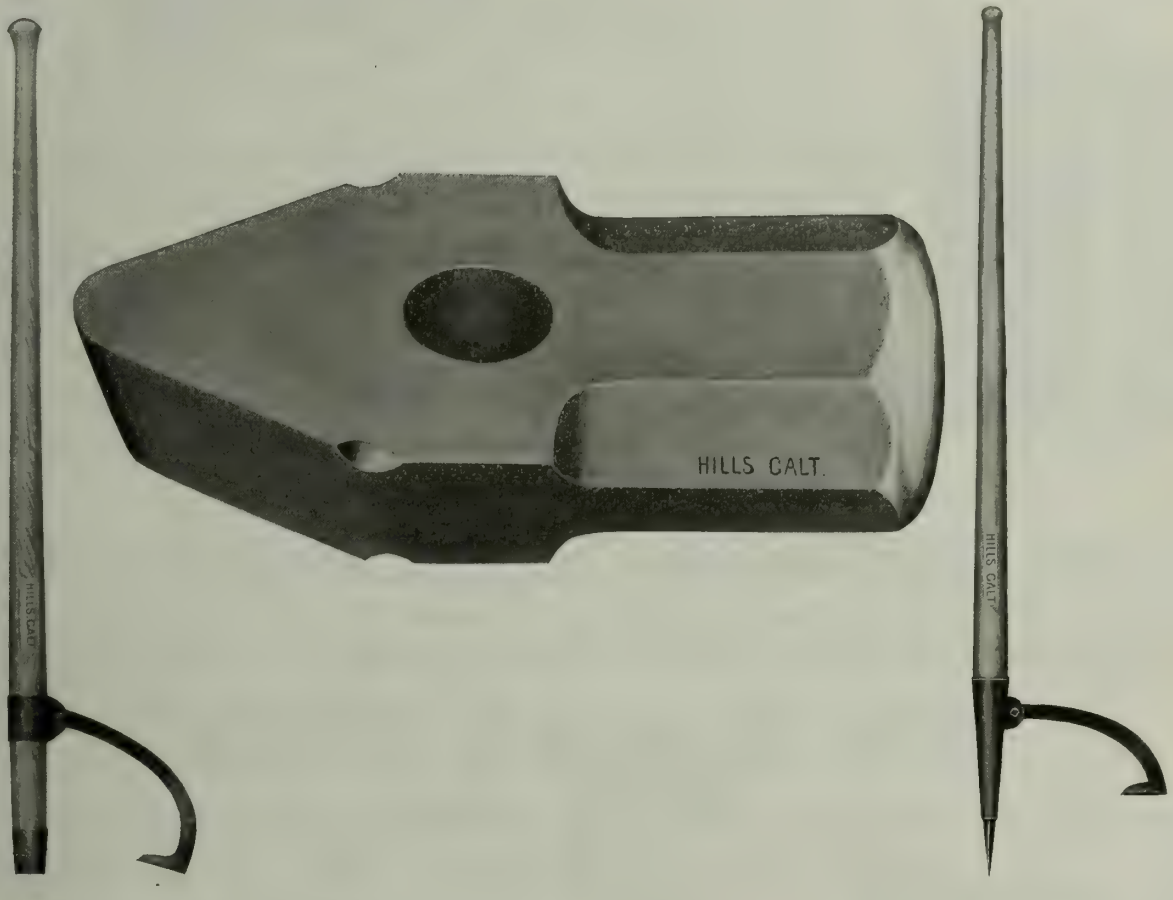
The Toronto Silver Plate Co., Ltd.

SILVERSMITHS AND MANUFACTURERS OF ELECTRO SILVER PLATE

Factories and Salesrooms, West King Street, Toronto.

Branch Sales Rooms: Fairfield Building, Granville Street, Vancouver, B.C.; Hammond Building, Albert Street, Winnipeg, Man.

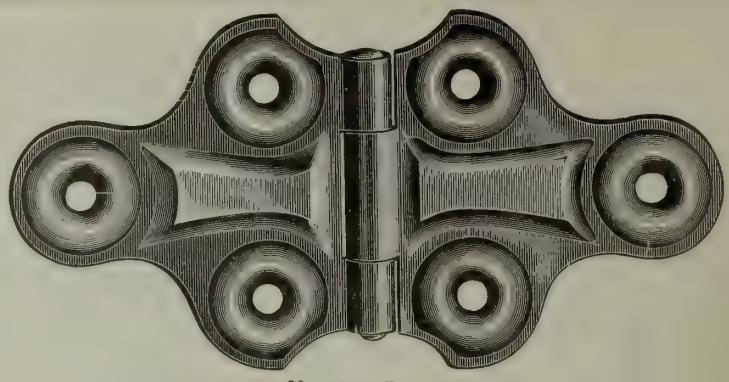
These are now Selling



See that your stock of lumbering tools, Wedges, Mauls, and Hammers, bear the name, "Hills Galt." We Guarantee Them.

Allan Hills Edge Tool Co., Ltd.
GALT

We Manufacture All Kinds of Butts and Hinges



No. 404 Butts



No. 838 Butts

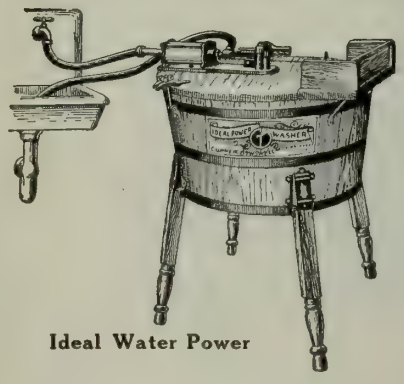
Specify Crescent Brand and you are assured of getting the best.
Crescent Brand goods look well, wear well, and have that finished appearance that makes them superior to all others. The price is right and satisfied customers are the result of putting in Crescent Brand Builders' Hardware.

Canada Steel Goods Co., Ltd., Hamilton, Ont.

HOW IS YOUR STOCK

Remember:---When a Customer Wants a Washing Machine or Clothes Wringer, They Want it Quick.

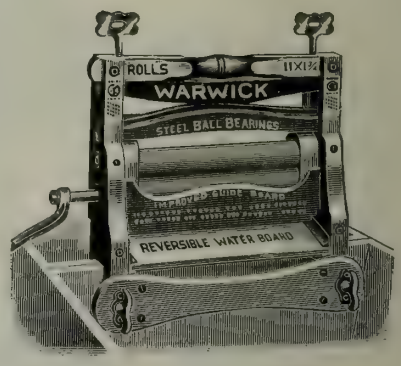
BE READY



Ideal Water Power



Seafoam Electric



Warwick

If you do not sell our goods, why not get particulars of the line? We will show you what you can do. Ask for Catalogue Number Nine.

Cummer-Dowswell, Limited, - Hamilton, Ontario

Agents: W. L. Haldimand & Son, Montreal H. F. Moulden & Son, Winnipeg



Every Man Is a Possible Starrett Customer

No matter what a man's occupation—machinist, clerk, draftsman, carpenter, or engineer there is some one of the line of Starrett tools that will interest him. Here is a good example of a tool that interests the carpenter, pattern maker, and amateur wood worker. It is the

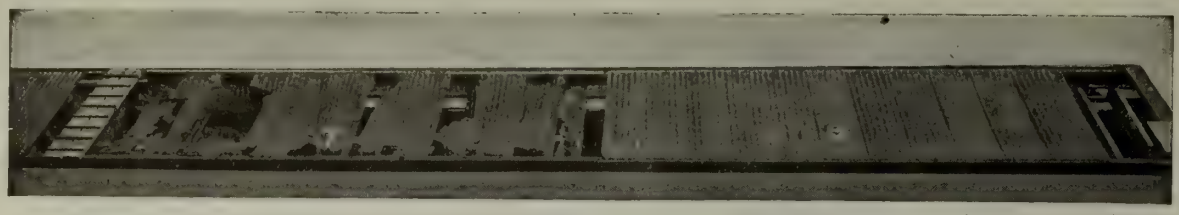
Starrett Scraper

It will put a smooth, satiny finish on work that the plane leaves rough. It is useful on furniture or any fine wood work. The ball and socket joint permits working in cramped corners. Any of the eight cutting edges may be brought instantly into use by a turn of the joint and by changing the slip-on handle.

This tool retails for $1.00. Send for our big, new free catalog No. 20MA which shows our full line of mechanics' tools and gives prices and descriptions of them all.

The
L. S. Starrett Co.
THE WORLD'S GREATEST TOOL MAKERS
ATHOL, MASS.
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Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

PROOF POSITIVE THAT
KEYSTONE COPPER BEARING SHEETS

MAKE THE MOST DURABLE

ROOFING

Send for special booklet with full description of Tests we have made.

PRICES AND SAMPLES FURNISHED UPON APPLICATION.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

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LUNDY
SHOVELS

Made of open hearth crucible steel

Strap and blade point are exceptionally strong and durable

We have made a careful study of the strong and weak parts of other shovels and, in the "Lundy" we believe **we have a product that is without a near rival for strength and durability.**

We have taken great care in finishing so as to make our shovels attractive. We make them in three grades to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. **We guarantee quick shipments and satisfaction.**





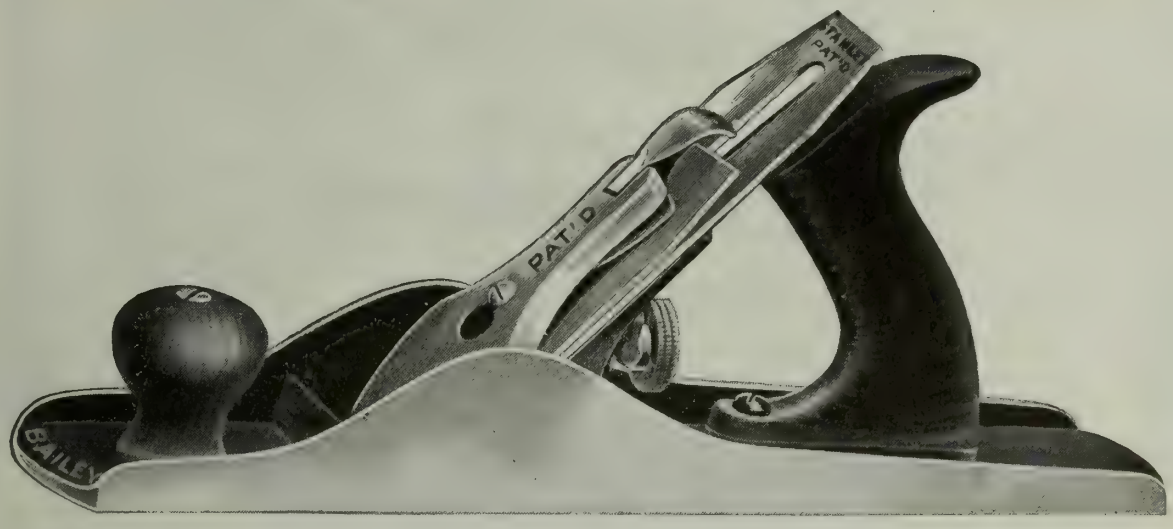
The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

Stanley Tools



BAILEY IRON PLANES

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These planes are now made in our Canadian Works, where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

STANDARD THE WORLD OVER

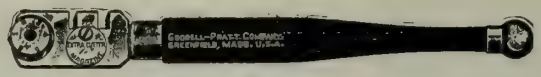
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

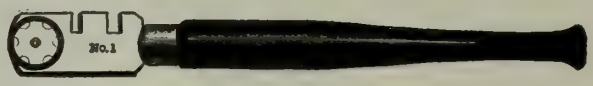


No. 337

No. 400



Goodell-Pratt's



No. 1



No. 338

Glass Cutters

We are now manufacturing 10 different styles of Glass Cutters, the difference being mainly in the handles, the cutting wheels all being of one quality.

THE WHEELS in Goodell-Pratt Glass Cutters are all rigidly tested by actually cutting glass before being set in the frames. This should mean much to your glass-cutter customers.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

"BUTTERFIELD"

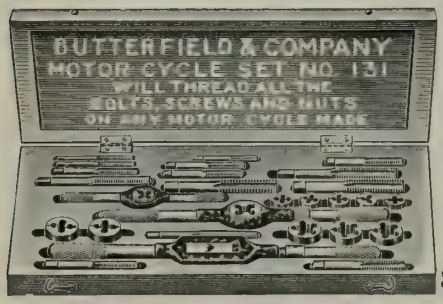
Taps, Dies, Reamers and Screw Plates



The Result of 35 Years' Experience

The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. DERBY LINE, VT.

REMINGTON UMC TRADE MARK

Remington-UMC

Get your specifications for Remington-UMC ammunition to your jobbers.

Judging from the way the use of Remington-UMC is growing in Canada you will want a good bit more of this ammunition the coming season than ever before.

Remington-UMC Shot Shells—made in our Canadian Factory—the reliable ammunition your customers will want and expect you to supply them.

Remington Arms—Union Metallic Cartridge Company
WINDSOR ONTARIO

The "Demi-Tasse" of Life

The things of least importance are the things to which we give most concern. Things of least consequence are the ones about which we become most excited and most perturbed. About ninety per cent. of the average conversation of the average man and woman is devoted to the color of ties, the advisability of ending the meal with a demi-tasse, and as to whether ice cream is a better dessert than plum-pudding.

On the reading table of the average individual you find the "demi-tasse," the trash which has emanated from the mind of some idle dreamer who has never produced anything of importance and who has accomplished nothing useful. These books and their trivialities are discussed at great length and with great seriousness.

To the average man and woman the purpose of time is to discuss or repeat "what he said" and "what she said" at the card game or at the pink tea the day before. It seems to me that the most important part of the day is from six o'clock in the morning until ten, as these are the hours during which we who intend to do anything must find our balance and get our stride,—and these are the hours during which we not only accomplish our best work, but during which we prepare ourselves for the rest of the day.

We are too much inclined to worry and vex ourselves about the little things, too much inclined to devote long and extended discussions to matters which do not really differ, to subjects which are of no concern. In doing this, we, of necessity, leave un-discussed and unstudied the important truths, the fundamental facts that are really worth while.

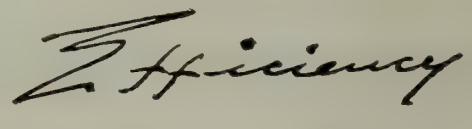
If someone makes a mistake or breaks a dish, that is not any reason why we should expend a hundred dollars' worth of energy in becoming angry. Yet it is such things as these that use up our power of production, that destroy our dispositions and that make the biggest and heaviest demands on our energies.

In looking over material among men—in searching for those who measure up to higher and better standards,—in attempting to secure the services of men who are alert, men with initiative, enthusiasm and originality, we are driven more and more to the conviction that most of us have wasted our lives in discussing the demi-tasse and wiggle-tail affairs of life.

There is nothing in the world so prevalent and so contagious as "the microbe of gossip," which is constantly at work cultivating the "malady of meddling," the "disease of delving into the personal business of our friends and our neighbors."

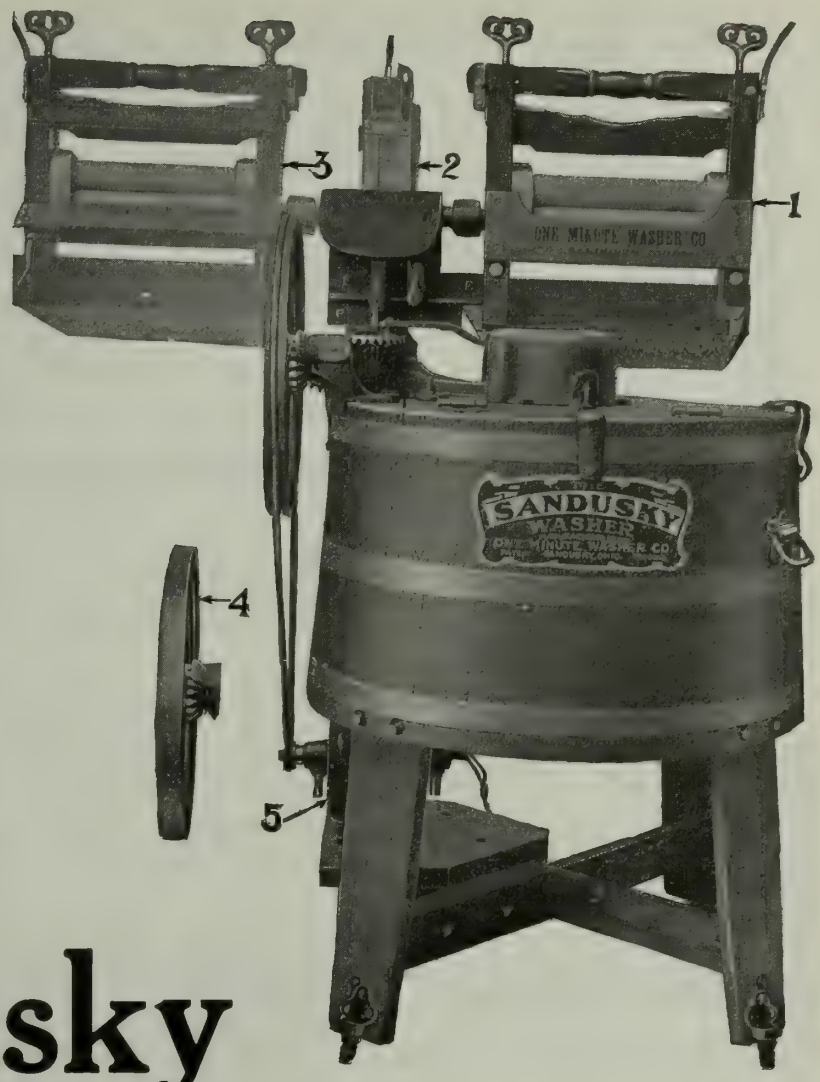
Nature has worked a million years, and possibly much longer, to produce a race of INDIVIDUALS, and during this process Nature has abandoned many of her schemes and has left many forms of animal and plant life to perish—and we will never produce the ideal race of men and women until we have produced a race of individuals who have a religion that consists of performing SERVICE instead of meddling and making trouble.

My heart goes out to the man who is lost in the work he is paid to do—who is conscious of nothing except that for which he has sold his services. Whether that man is welding a rivet in the structure of a sky-scraper, whether he is painting a tower, or working in tile, whether he stands at a saw in the mill or at a wheel in the shop, whether he is writing a book, or painting a picture—my heart goes out to that man whose mind, whose soul and whose religion are riveted through and to the thing he has selected as his part in the Scheme of Life.



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One Minute Please



"Time is money" — here's the Washer that saves it—saves the average family from $1.00 to $3.00 each week.

Saves time because it starts automatically—saves money because it saves labor — saves clothes also.

That's why the

Sandusky Power or Electric Washer

is getting into so many homes. It does the best work of any Washer made—bar none. A novel device permits wringer to be started, stopped, reversed, or swung to any position. Fig. 1 shows wringer in position to wring clothes from washer to rinse tub. Fig. 2 shows wringer swung 45 degrees to wring clothes from rinse tub to bluing tub. Fig. 3 shows wringer swung 90 degrees to wring clothes from bluing tub to basket. Fig. 4 shows flat pulley to be used for gasoline engine drive. Fig. 5 shows electric motor adjusted underneath tub.

In fact, this Washer offers every convenience. It is simple—has few parts and is perfectly safe because it has covered gear drive. Fully guaranteed.

We've got a mighty interesting proposition to make you. Send for full particulars.

The One Minute Washer Co.

SANDUSKY, OHIO, U.S.A.

From the Rough Stock to the Finished Drill in One Chucking



Wilt Twist Drills are made by a process that accomplishes at a single chucking the work that under ordinary conditions requires five or six separate operations.

It is a revolutionary process and marks a noteworthy advance in twist drill manufacture.

It is a process by which accuracy to a remarkable degree is assured.

A process by which a clean-cut, well-defined clearance is obtained.

A process which, coupled with hardening of scientific accuracy, makes Wilt Twist Drills the most efficient drills manufactured to-day.

Wilt Twist Drills are already in demand among manufacturers who appreciate Economy and Efficiency in shop practice.

They are the kind of tool that every wide-awake dealer ought to handle. The kind that makes both money and reputation for the dealer.



Rough Stock

Write for our dealer proposition.

Finished Drill

The Wilt Twist Drill Company of Canada, Limited

Walkerville, Ontario

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. TORONTO, Ont. PRESTON, Ont. WINNIPEG, Man. SASKATOON, Sask.

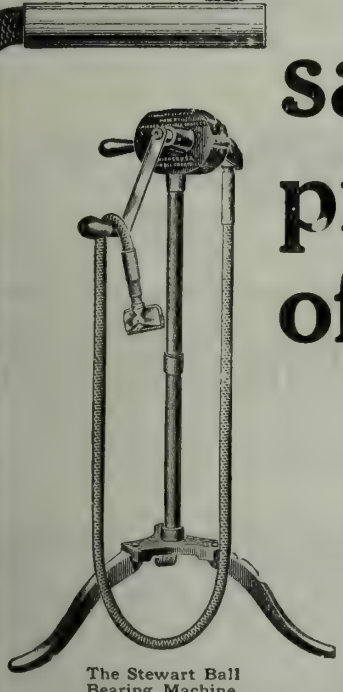
Offices in all large cities

Head Office: PRESTON, ONTARIO



The Only Truly satisfactory clipping machine ever offered at the price

The Stewart Ball Bearing Machine



The Stewart Ball Bearing Machine

Retails in Canada at **$8.75**

This is pre-eminently a ***quality*** machine. It sells readily, always pleases and helps dealers to gain and maintain a reputation for handling goods of sterling worth.

This machine can be made to clip horses, mules and cows without change.

IT IS THE PROFITABLE MACHINE
FOR DEALERS IN EVERY SENSE.

It is the most widely advertised to the user and sells best of all clipping machines. Keep your stock up from now to May. ***All jobbers have it.***



Stewart Ball Bearing Machine in Operation

Write for New Catalogue and supply of Dealer's Helps.

Chicago Flexible Shaft Company
250 Ontario Street, Chicago

Far-reaching effects follow the wise policy of buying early, but when the demand comes, it is of paramount importance that the article you have for sale is of recognized first-class quality.



Patent applied for

McClary's

Railroad or Delivery Cans, with the "Samson" one-piece bottom and the *new improved* method of joining the breast to the body, makes them the strongest cans ever made.

Note in the illustration how the body overlap comes outside the breast —this prevents possibility of the can separating at this point. To ensure absolute rigidity, a half-circle piece of cast iron is placed between the breast and body.

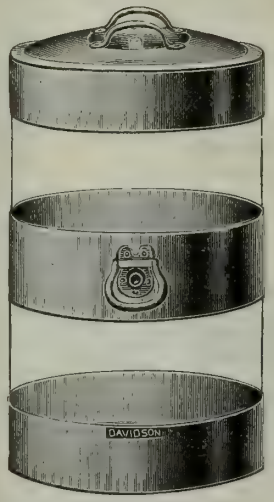
The "Samson" bottom is made from one-piece heavy sheet steel and pressed by the most powerful machine of its kind in Canada. There are no rivets to hammer in, no screws to tighten up, no hoops to adjust, everything smooth and sanitary.

Our new booklet explains everything—write our nearest branch for a supply.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

Davidson's Broad Hoop, Roll Rim Bottom Milk Can Trimmings.

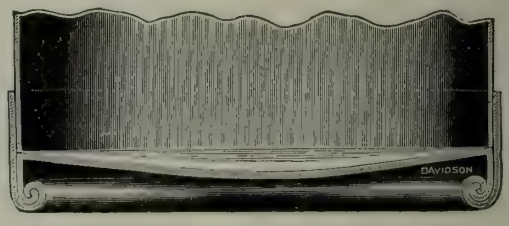


Cheese Factory sizes, from 10 to 40 gallons.

In Complete Sets.

Comprising 1 broad hoop bottom, 1 cover, 1 centre hoop, 6 in. wide, 20 gauge; 1 broad top hoop, 1 pair cover handles, 1 pair side handles.

See how the outer and inner rims are rolled in and then riveted to bottom hoop.



The heavy rolled edge makes this bottom perfect and doubly durable, because it saves all strain on the can by allowing it to slide easily—and also saves wear and tear to factory floors and waggons.

Our bottoms are made concave, and drain to the centre, and are easy to wash out. They do not corrode like those that drain to the side.

Davidson's Trimmings are unexcelled for ease of making up, and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any milk can.

We also carry in stock Tinned Iron, cut to size, for Milk Can bodies, which we can supply promptly.

The Thos. Davidson Manufacturing Co., Limited

Montreal Winnipeg Toronto

Service to Our Dealers

That means quick, prompt shipment, enthusiastic co-operation, thorough systematic advertising campaigns, and *above all*, goods only of the highest quality in material, workmanship and finish. In short, immediately you become a McClary dealer, the floodgates of a new live business are opened for *your* benefit. To do your part place a

"Champion Interchangeable Range"

on your floor and closely watch the results from exhibiting the **only** Interchangeable Range manufactured.

Impress on your customers the fact that this Range is a complete Gas Range and a complete Coal Range; two Ranges in one; double service at the price of one, and only 36 inches of floor space used.

A strong feature is the *easy*, simple manipulation and smooth, sure working. There are no complicated parts for the housewife to worry over—it's a pleasure to work it.

The "Champion" burns Artificial Gas, Manufactured Gas, Coal and Wood, and all rubbish accumulated during the day.

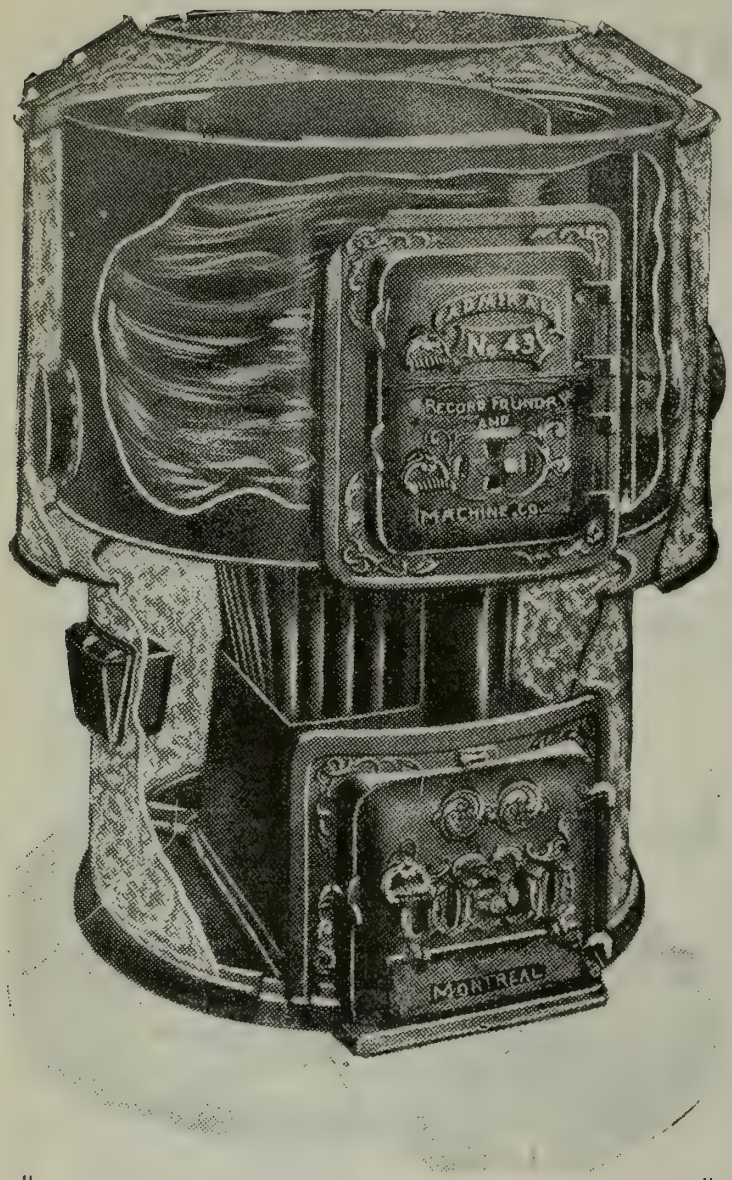
Our nearest Branch at your Service. Full particulars sent immediately.

"McClary's on goods is a quality name."

MONTREAL TORONTO HAMILTON
LONDON CALGARY

McClary's

WINNIPEG ST. JOHN, N.B. EDMONTON
VANCOUVER SASKATOON



These Features Make the
ADMIRAL FURNACE
a Good Seller

Large steel radiator giving a quick heat from fuel.
Large combustion chamber with flues 4x24 inches that do not clog up with soot.
Large double feed doors specially adapted for wood.
Smoke pipe opening above the feed door which prevents the smoke from coming out of the door when feeding coal.
Gas tight radiators designed and constructed to provide equal expansion of all parts when heated so as not to open the joints.
Square fire pot in one piece. The Boynton special patent feature.
Direct or indirect draft with gas explosion door.
Removable triangular grates.
Large ash pit with tight dust flue.

The "Admiral" burns either coal or wood, and both its consumption of fuel and its efficiency mean highly pleased users.

The Record Foundry & Machine Co.

Foundries at MONCTON, N.B.

SALES AGENCIES AT: Moncton, N.B.; Toronto, Ont.; Montreal, P.Q.; Winnipeg, Man.; Vancouver, B.C.

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

KIR-BEN
TRADE MARK

SEE OUR EXHIBIT AT OTTAWA CONVENTION

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

CONTENTS

Chapter
I. Can the Principles of Efficiency be Applied to Sales?
II. Efficient Salesmanship
III. A Sales Campaign—How to Start It
IV. Face to Face Salesmanship
V. The Evolution of Advertising
VI. The Weak Side of Advertising
Chapter
VII. The Principles of Efficiency Applied to Advertising
VIII. The Building of an Advertisement
IX. An Analysis of Current Advertising
X. The Future of Advertising
XI. Public Opinion
XII. The Professional Outsider

PRICE, $2.00 NET

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TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto



GURNEY-OXFORD



An Open Letter To The Hardware Men of Canada

Gentlemen:—

That Convention week in Ottawa will mean much that is new—both in ideas and goods.

Our selling force have just seen our new products for 1914 and they all unite in saying that we have never shown so many betterments in one year. We all look forward to your visit to our booth in Ottawa.

We know that you will see in these new goods the centre of the entire stove situation and possibilities for the biggest season ever for your stove department.

Apart altogether from business we will be mighty glad to have the chance of meeting old friends and new. Make a point of getting to the Gurney-Oxford exhibit early in the Convention.

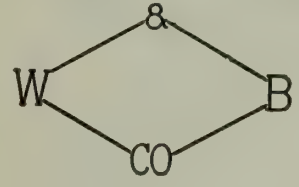
Yours faithfully,

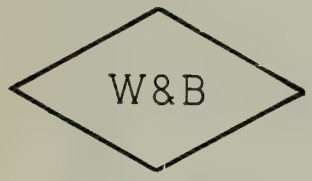
The Gurney Foundry Co., Limited

"W & B" Machinist's Knife Handle Wrenches



Tools of Quality





Bear These Marks.

The Bite That Holds

The essential feature of a good wrench is the ability to bite and hold the bite.

There's nothing to "give" in a "W & B" Machinist's Knife Handle Wrench, therefore the bite is always sure.

The ever increasing sales of "W & B" Wrenches prove a change of selection of wrench buyers who have not been using "W & B" Wrenches.

Write for Catalog No. 82-G.

The WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

OFFICE AND FACTORY: ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

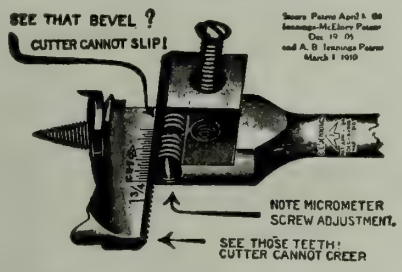
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

The Greatest Invention Ever Made in Wood Boring Tools

By means of the micrometer screw adjustment the cutter can be adjusted to 1-1000 of an inch and once adjusted will bore any number of holes and each hole will be exactly the same size, both top and bottom.



Made in two sizes:
No. 1—cuts from 7/8 to 3 in.
No. 2—cuts from 5/8 to 2 in.
Both furnished with two cutters.

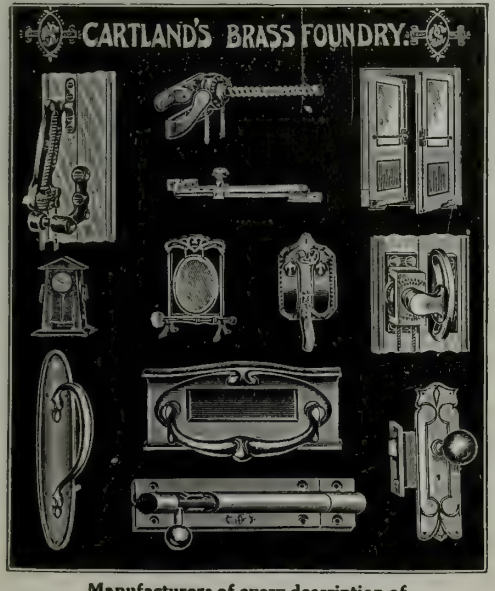
Canadian Quality Saw & Tool Works
4 St. Antoine St.
MONTREAL - QUEBEC

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



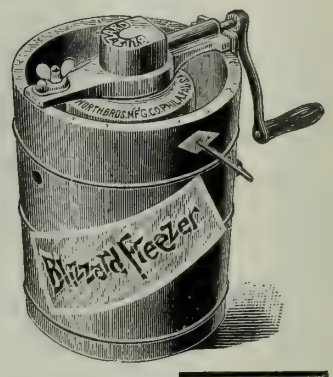
Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.







North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

Now is the time to place your order for shipment later.

Your jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Out for the Dollars?



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Then you should certainly handle our line of Plumbers' and Engineers' supplies, for they are money-makers, every one of them. The quality and workmanship are above reproach. The prices are right and the service such as to insure deliveries in a manner satisfactory to suit your requirements.

We want your enquiries about any line you are interested in. A postal from you, will bring the fullest information from us.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO



Hamilton, Ont.

To Convince you of the High Quality of our Whips

we would like to take you through our factory so that you could see the material that goes into our whips and how it is put in—the care and pains we take to make every whip give the utmost satisfaction. But if you can't come, let us do the next best thing—send you our $15 **Special Sample Assortment** (F.O.B., Hamilton), made up exclusively of the best selling low and medium-priced lines, every whip of which is guaranteed to give absolute satisfaction to you and your customers.

Remember, this is sent on the definite understanding if they do not open up to your satisfaction, or better still, completely to your liking, they can be returned at our expense.

To those who send us an order NOW for SAMPLE ASSORTMENT we will send, no charge as a special premium, an imported hand-carved Malacca, a whip that retails at $3.50



Paint Time Is Coming!

SCARCELY two months from now we will be in Spring. Nature will awake and put on her new dress, and Man — simulating her example — will brighten up his home, will repair the ravages of winter on his property.

Paint time will have arrived!

And with it will come a big demand on the hardware merchant for materials—for paint and for *Brushes.*

Are you going to be prepared to make the maximum of profit, from this big demand, to gain the utmost good-will, from the busy paint-brush season?

To do so you must handle a line that not only pays you a good profit, but that gives your customers absolute satisfaction — 100% paint brush value in fact!

And that is the reason why you should sell the *Meakins Line of Paint and Varnish Brushes.*

Meakins Brushes are made of the best of materials by men who know how. Their proven quality and their capacity for giving satisfaction makes every sale an investment on which you will be able to draw interest in the form of repeat orders.

Have them in stock when the Spring rush comes along, and make sure of all the profit and all the good-will that's going around.

But get after us now for prices—there's not too much time.

Meakins & Sons, Limited

Hamilton, Ontario



GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK REG. U.S. PAT. OFF.

The good-will creator and profit-maker

Genasco is a clean-cut roofing proposition for dealers to handle.

There is nothing about it to cause a "come-back" from your customers.

You can tell them plainly what Genasco is made of, for **we** tell **you**; and there's no secret about our making it of Trinidad Lake asphalt. It is nature's everlasting waterproofer.

Genasco

THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

stands the test of time.

It backs up the arguments you present for it by giving long, dependable service.

The Kant-leak Kleet, which does away with cement and prevents nail-leaks, is another point that emphasizes this lasting service.

Genasco commands the customers' confidence and brings them back to you with re-orders.

It is a good-will creator and a profit-maker that you can't afford to let go by.

Order Genasco from your jobber. Write us for samples and full information.

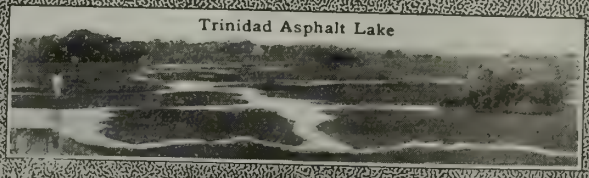
The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready-roofing.

PHILADELPHIA

New York **San Francisco** **Chicago**

D. H. Howden & Co., Ltd., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal, Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria.



Trinidad Asphalt Lake

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

Put Your Accounting Troubles Up To Us

You can learn, without cost or obligation on your part, just where and how your profits may be increased and what leaks and losses are draining your business of net earnings. Unless we find you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

in your business, we shall not ask you to buy. If you do need the McCaskey System, we'll tell you so and show where and why. There are a few businesses that cannot use The McCaskey System with profit. If yours is one of these, we shall be very frank and tell you so.

Make use of this opportunity to learn something more about handling accounts. We have collected information from thousands of sources that you will find extremely profitable to you. Put your accounting troubles up to us. Let us show you in figures, based on your own business, how you can add to your profits.

If we recommend the use of The McCaskey System to you it will be for one or all of the following purposes:

Saving time in handling accounts.
Keeping every account posted up to the minute.
Making it impossible to forget to charge.
Preventing misunderstandings with customers over their accounts.
Preventing errors in accounts.
Improving your collections.
Protecting you against loss of insurance in case of fire.
Placing an automatic credit limit on each customer.

Remember, unless we are convinced that you really need The McCaskey System we shall not urge you to buy. We'll put the proposition up to you.

The advice we give is free.
Write to-day—and for your convenience use the coupon.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World.



First and still the best

THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

Name .....
City ..... State .....
Business ..... H.& M.



Wrico
ANTI-RUST

(Registered Trade-Mark)

TINWARES

are made at Hamilton, Canada

ALL GENUINE "ANTI-RUST" TINWARE now has this registered trade-mark on the label.

E. T. Wright Co., Limited
Hamilton, Canada
Exclusive Manufacturers.



Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents
HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

ROGERS' Portland Cement

is an attractive proposition to all hardware dealers.

Concrete has become a building material as widely used as brick, stone and wood—its use no longer restricted to large buildings and foundation work. And in the future concrete will be **the** building material for everything from cottage to great office building.

The men who build concrete structures close to your store will buy their cement from you, if you're a **Rogers dealer.** First because they'll appreciate the convenience of getting fresh, dry stocks from you, instead of having to haul cement from the other side of the town—secondly because Rogers' Cement meets their architect's and engineer's specifications in all particulars — because **Rogers' Cement is standard.**

We will ship to meet your largest demand—promptly on your say so.

As long as you're not handling Rogers' Cement you're turning away good money.

So write us for particulars to-day.

ALFRED ROGERS LIMITED, 28 West King St., Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Construction of a 15-inch Hydraulic Self-Propelling Steel Suction Dredge," will be received at this office until 4.00 P.M., on Tuesday, March 3, 1914, for the construction of a 15-inch Hydraulic Self-Propelling Steel Suction Dredge.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of T. H. Schwitzer, Esq., Mech. Superintendent, Birks Building, Ottawa, Ont.; J. L. Nelson, Esq., Supt. of Dredges, Vancouver, B.C.; J. S. MacLachlan, Esq., District Engineer, Victoria, B.C.; C. C. Worsfold, Esq., District Engineer, New Westminster, B.C.; J. G. Sing, Esq., District Engineer, Toronto, Ont.; Collectors of Customs at Kingston and Collingwood, Ont., and A. E. Dubuc, Esq., District Engineer, Montreal, Que.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 20, 1914.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—51193.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

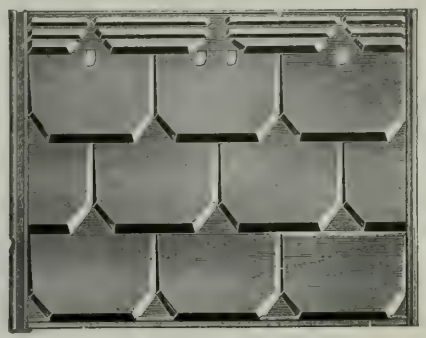
Reliable QUALITY

The "Metallic" Policy has always been TO PROTECT THE DEALERS

To work with them to our mutual advantage. Further the "Metallic" policy has always been to sell materials of the highest quality, thus giving protection against "Customer dissatisfaction."

'Eastlake' Steel Shingles

have not changed in quality for 29 years.



OTHER "METALLIC" MATERIALS

"Metallic" Corrugated Iron for Barn Sides, Ridge Material, Valleys, Weather Vanes, Eave Trough and Waterpiping, "Acheson" Barn Roof Lights, "Halitus" Ventilators, Ventilator-piping, etc., etc.

"Metallic" Brick, Stone and Clapboard Siding for Houses, Stores, etc.; Artistic Store Fronts, "Metallic" Ceilings and Walls for any interiors; Roof Tile Cornices, Roof Ornaments; "Hayes" Patent Steel Lathing.

In every community there is ample opportunity for "Metallic" Dealers to suggest improvements to Householders, Storekeepers, Theatre Proprietors, Farmers and others. Look around your own vicinity, suggest the use of "Metallic" materials and reap the benefit of your energy.

Write for full information and catalogs to

The METALLIC ROOFING CO. LIMITED

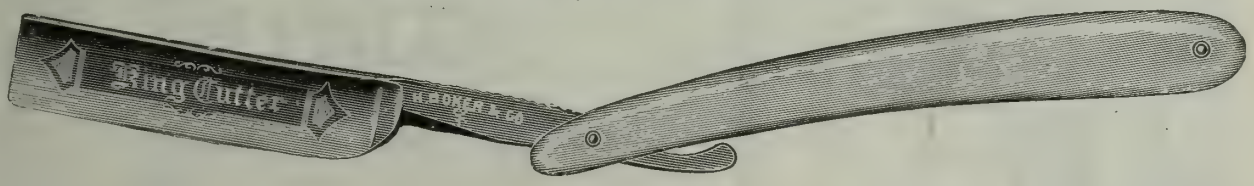
TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Let us help you build up your business on a solid basis.

H. BOKER & CO.'S

"TREE" BRAND CUTLERY

Noted for Their Superior Cutting Edge, Beautiful Finish and Lasting Qualities.



Every piece of cutlery that bears the famous "Tree" is warranted hand forged from highest quality steel. The hardening, tempering and honing is by our own process. That's why we guarantee the Quality—and we know that guarantee will never be called into action. The Merchant displaying a well-chosen assortment of Tree Brand is reasonably sure of all-year cutlery sales. Order of your Jobber.

For Sale by all Leading Wholesale Hardware Houses

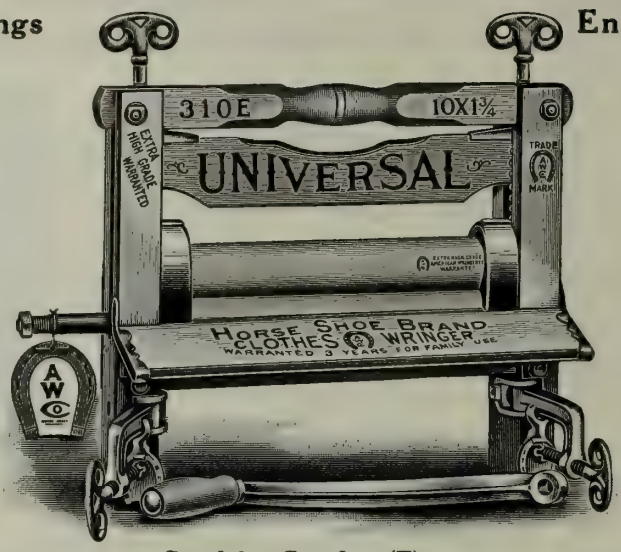
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

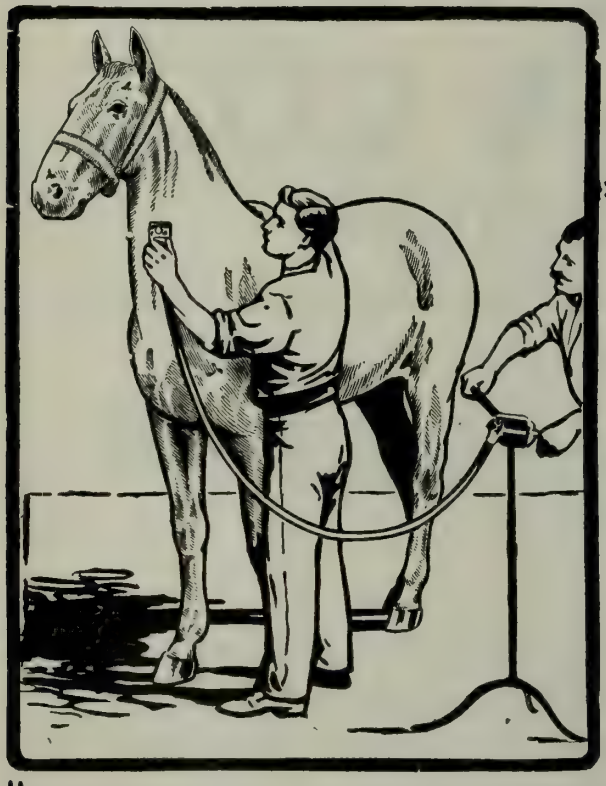
No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

A Big Money-Maker for Hardware Dealers



There is an enormous demand nowadays for a ready roofing that gives perfect fire protection. J-M Asbestos Roofing is the only roofing that fully satisfies this demand — because it is the only roofing made of that wonderful fireproof substance—Asbestos. This means that when you sell this roofing **you have no competitor.** And there is a **handsome profit** in every sale.

J-M ASBESTOS ROOFING

is composed of Asbestos and Trinidad Lake Asphalt. Being all-mineral, it affords perfect fire protection, never rots, rusts or deteriorates. Therefore, it never needs coating or any other preservative. It is the cheapest-per-year roofing on the market. These are selling points that your customers will quickly appreciate.

Our campaign of advertising, costing thousands of dollars a year, is educating people everywhere to the advantages of this roofing. Right in your territory there are scores of property owners, architects and builders who will become live prospects for this roofing the minute you let them know you are handling it. And, as we have only one dealer in each town, all this good business goes to that dealer! Will that dealer be YOU?

Don't delay. The roofing season is here. Write our nearest branch TO-DAY for Catalog and Special Dealer Proposition.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

THE CANADIAN H. W. JOHNS-MANVILLE CO., Limited

Manufacturers of Asbestos and Magnesia Products

TRADE ASBESTOS MARK

Asbestos Roofings, Packings, Electrical Supplies, Etc.

1990

TORONTO MONTREAL WINNIPEG VANCOUVER

NICHOLSON DEALERS ARE NICHOLSON FRIENDS

When 10,000 dealers are 10,000 loyal friends, you can readily draw your own conclusion.

Every Nicholson dealer is a loyal Nicholson friend. The profit possibilities may have attracted them first—but it's the spirit of friendly co-operation that makes them "stick."

Files couldn't be made better than Nicholsons make them—so we've devoted much time to bettering our highly satisfactory service to the trade.

Bigger factory stocks—quicker shipments—more rigid inspections — down-to-the-minute goods — and a determination to make NICHOLSON-MADE FILES a most profitable line to carry.

These are the advantages that put the Nicholson brands in Canada's progressive retail stores.

50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

BRANDS:

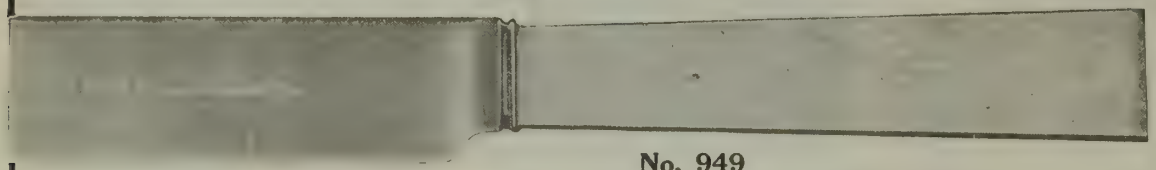
Kearney & Foot ***Great Western***
American ***Arcade*** ***Globe***

At Your Jobber

NICHOLSON FILE COMPANY
Port Hope, Ont.

"File Filosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

High-Grade Cutlery, Electro Plate and Solid Nickel-Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

A NEW SNIP — NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY

NATIONAL CUTLERY CO., - - PHILADELPHIA

MAKERS OF NATIONAL SHEARS AND SNIPS

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

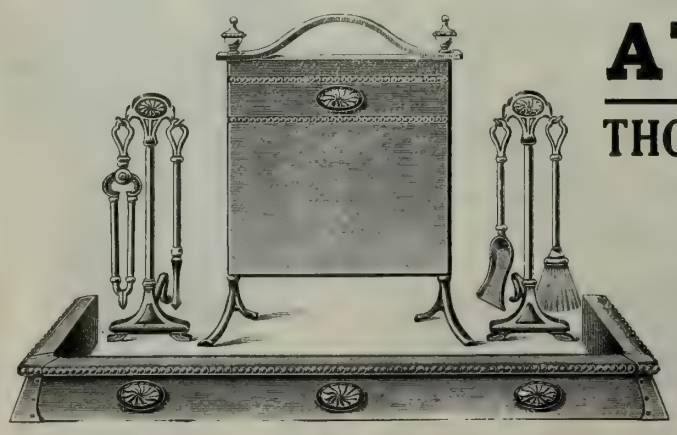
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS

DUDLEY, ENGLAND

SYNTHESIS

TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases, Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:

GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO

BLACKSMITHS' TOOLS, Etc.

Reece's Screw Plates Full Mounted.

A stock for each size die.
Highest quality dies and taps beautifully and accurately finished.

No. C. C. Sizes 1-4 to 3-4″
No. E. E. Sizes 1-4 to 1″

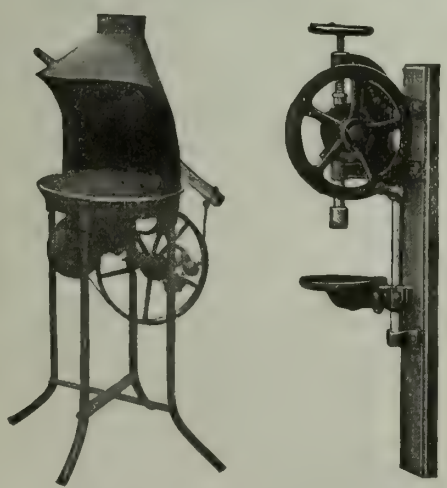




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COMPOUND

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CANADIAN ROGERS COMPANY, Limited

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JANUARY 31, 1914. No. 5

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Co-operation between our factory and sales departments has enabled us to put on the market Dominion Ammunition, a perfect product that has become an attractive and a rapidly-moving part of your stock. Our sales warrant this statement and our interest in your sales of

Dominion Ammunition
"Canadian Made for Canadian Sportsmen"

causes us to offer you the co-operation of our advertising department during the present year. It is good business for us to do this and will result in good business for you if you take advantage of it.

Dominion Cartridge Company, Limited
Montreal

The substitutes for



"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

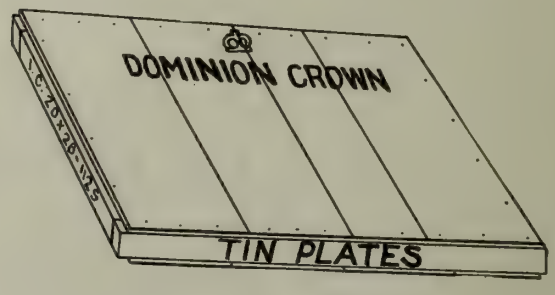
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Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVI. JANUARY 31, 1914 No. 5

Announcement of Rates For Parcels Post

A Local Zone Within a Radius of 20 Miles—Eleven-pound Weight Limit—Six-pound Limit for the First Three Months—Rates for Provincial Zones.

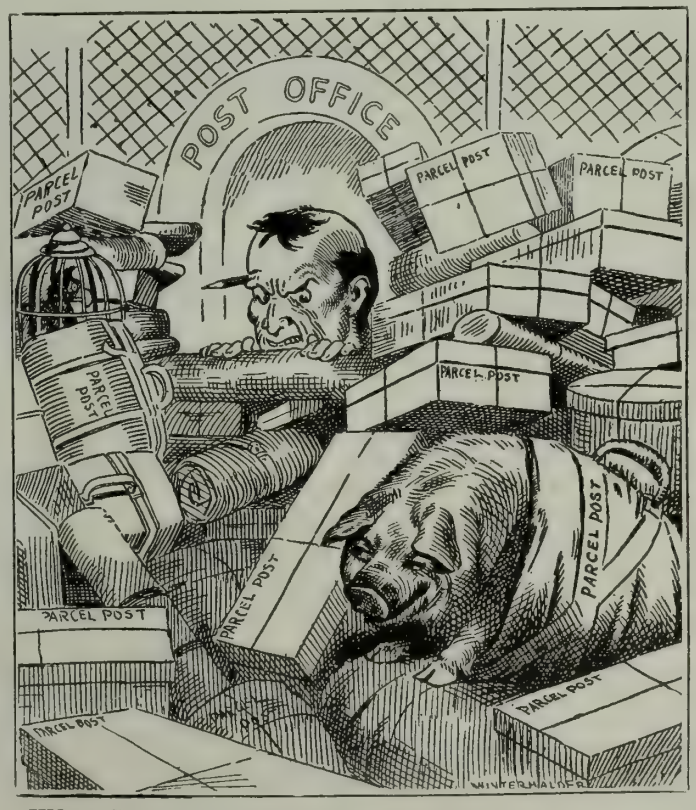
ON February 10 the long-promised Parcels Post system will be inaugurated in Canada, according to the announcement just made by the Postmaster-General.

The service was promised for January 1st, but was held up by the inability of the Department to make a satisfactory arrangement with the railways to carry the service. The railways demanded a total of six millions. It is understood that an agreement was finally reached whereby the railways will be paid three millions a year for carrying all the mails, including those by parcels post.

A memo. issued by the Postmaster-General states as follows:—

"After considering carefully every phase of the parcel post question, the Postmaster-General has decided to adopt the zone system in fixing parcel post rates on account of the great area over which distribution has to be made in Canada and the comparatively sparse population of the Dominion.

"If a flat rate were fixed that would not entail too great a loss to the Department in carrying parcels from one end of the Dominion to the other, or even from the centre provinces to the extreme east to west, the rate would be too high for comparatively short distances or even between points within the same province, and the only practical plan appeared to be the zone system, under which the rates are graduated according to the distance a parcel will have to be carried.



What Canadian Postmasters expect from now on.

Provincial Boundaries.

"On account of the geographical position of the provinces of Canada, and their being approximately the same size when the three Maritime provinces are considered as one, it was found that the provincial boundaries would be the most convenient to adopt as the limits of the zones, and consequently the rates were fixed by provinces. This makes the system a very simple one, much easier to follow than the zone system based upon mileage alone.

"The first or local rate is 5 cents for the first pound, and 1 cent for each additional pound or fraction thereof up to four pounds, and 2 cents for each subsequent pound up to eleven pounds within a radius of twenty miles from the place of mailing, irrespective of provincial boundaries. This is to give local merchants an advantage within their own neighborhood, and also farmers and gardeners who can use the mails for sending produce to their local market at a low rate.

"A parcel of eleven pounds can be sent twenty miles for 2 cents a pound, and this should give the farmers a decided advantage in marketing eggs and other perishable matter. It will also give a decided advantage to the country merchant over the departmental stores. The farmer can send out goods in parcels up to eleven pounds to his customers at 2 cents a pound, while if the same goods were ordered from a departmental store or any other business concern more than twenty miles distant, it would cost about 5 cents a pound for postage.

"The next rate is fixed for the province in which an article is posted. For the first pound the rate is 10 cents, and each additional pound 4 cents. The cost of handling a one-pound parcel is approximately the same as that of two or three pounds, and consequently it was necessary to fix a minimum rate for the first pound considerably higher than the average rate for the additional pounds included in the weight of a parcel.

Method is Simple.

"For an adjacent province the rate of 10 cents for the first pound will apply, but for each additional pound an extra charge of 2 cents will be imposed, making the rate 10 cents for the first pound and 6 cents for each subsequent pound. Beyond the province adjoining the one in which a parcel is mailed, an additional 2 cents a pound will be imposed for each province that has to be crossed to the destination of the parcel up to a maximum charge of 12 cents a pound.

"The method of finding the rate on any parcel is extremely simple. Rate cards will be furnished to all postmasters and for distribution to the public, there being a separate card for each

province. On this card is given the amount of postage chargeable on any parcel up to a weight of eleven pounds within the province in which a parcel is posted and to all other provinces of the Dominion.

"When a parcel is mailed, the postmaster sees from the address the province to which it has to be carried, and a glance at this card shows him, without making any calculation, what the postage will be."

Basis of Rates.

The first rate is 5 cents for the first pound and 1 cent for each additional pound or fraction thereof up to four pounds, and 2 cents for each subsequent pound up to eleven pounds, within a radius of twenty miles from the place of mailing, irrespective of provincial boundaries.

The next rate is fixed for the province to where the article is posted. The first pound is to be 10 cents and each additional pound 4 cents.

For an adjacent province the rate of 10 cents for the first pound will apply, but for each additional pound an extra charge of 2 cents will be imposed, making the rate 10 cents for the first pound and 6 cents for each subsequent pound. Beyond the province adjoining the one in which a parcel is mailed, an additional 2 cents a pound will be imposed for each province that has to be crossed to the destination of the parcel, up to a maximum of 12 cents a pound.

Rates for Ontario.

The Ontario rates are as follows:—

To any post office within 20 miles—One pound, 5 cents; two pounds, 6 cents; three pounds, 7 cents; four pounds, 8 cents, and 2 cents for each additional pound up to the maximum of eleven pounds.

To any post office beyond 20 miles, but within the province—One pound, 10 cents; two pounds, 14 cents; three pounds, 18 cents; four pounds, 22 cents; five pounds, 26 cents; six pounds, 30 cents; seven pounds, 34 cents; eight pounds, 38 cents; nine pounds, 42 cents; ten pounds, 46 cents; and eleven pounds, 50 cents.

To any post office in Quebec or Manitoba—One pound, 10 cents; two pounds, 16 cents; three pounds, 22 cents; four pounds, 28 cents; five pounds, 34 cents; six pounds, 40 cents; seven pounds, 46 cents; eight pounds, 52 cents; nine pounds, 58 cents; ten pounds, 64 cents; eleven pounds, 70 cents.

To any post office in Saskatchewan or the Maritime Provinces—One pound, 12 cents; two pounds, 20 cents; three pounds, 28 cents, and 8 cents extra per pound up to the eleven-pound limit.

To any post office in Alberta—One pound, 12 cents; two pounds, 24 cents; and 10 cents for each extra pound.

To any post office in British Columbia—One pound, 12 cents; two pounds, 24 cents, and 12 cents for each extra pound.

During the organization period of three months an additional fee of 5 cents is to be charged on parcels mailed for local delivery by the carriers.

One of the important features of the new legislation is the zone system adopted, which provides for a special rate lower than the provincial rate when a parcel is sent to a point within a radius of 20 miles from the office it is sent from. The purpose of this is to afford some protection to the small merchant against his competitor in the cities. It also takes into account the "short haul" question.

LOCAL ZONE SYSTEM.

The territory around every postoffice within a 20-mile radius will constitute a local zone, within which local rates will prevail. These local zones will overrun Provincial boundaries wherever the postoffice is located within 20 miles of such boundaries.

The local zone rate is expected to be of considerable benefit to merchants in small centres, who will thus have the advantage of posting at a lower rate than that paid by the large stores of the big cities beyond the 20-mile zone. The local zone rates will be:

	Cents.
One pound	5
Two pounds	6
Three pounds	7
Four pounds	8
Five pounds	10
Six pounds	12
Seven pounds	14
Eight pounds	16
Nine pounds	18
Ten pounds	20
Eleven pounds	22

There will be seven major provincial zones, the Maritime provinces comprising one. In sending a parcel across the continent there will be an additional charge for each additional zone or province through which it passes.

Eleven Pounds Weight Limit.

Eleven pounds is the weight limit under the new system. It will be noted that after four pounds the rate increases by 2 cents per pound. For the first three months of the parcels post the Department will accept parcels up to a six-pound weight only. This is to provide against a rush of business at the outset before the facilities for handling the parcels post have been fairly tested.

In connection with the regulations regarding the system there will be full instructions for farmers and others regarding the methods of sending farm produce, such as butter, eggs, vegetables, and fruit.

The parcels post rates will be, of course, very materially lower than the prevailing express rates on parcels of corresponding size.

Is U. S. System Top Heavy?

Canadian Post Office officials who are pushing forward our new parcel post system had better beware lest it become a millstone about their necks.

Nothing could have been more or better advertised than the system which our friends in the United States adopted a little over a year ago. It came in with a flourish of trumpets, so to speak, and during 1913 a C.O.D. system was added and advances in weight limits were made with the recklessness of a woodsman when he reaches the city in the spring. Now the Post Office Department at Washington is faced with a likely deficit.

Without Thought of Expense.

A writer on the subject in a United States trade newspaper states that "evidence continues to accumulate that the parcel post system was installed without thought as to its expense to the people at large or its injury to private enterprise, and that a deficit of unknown proportions may yet be faced by the Post Office Department to keep the system going, and that this deficit will be an annual and growing one." In his report just made public, the Postmaster-General of the United States claimed that there was a surplus of $4,510,650 in the running of the Post Office Department. Notwithstanding this, on December 19 last he asked Congress for an emergency appropriation of $1,000,000 to keep the system running until June 30, 1914, the end of the fiscal year. Congress has already granted an emergency appropriation of $600,000 to support the system, and it is a matter of conjecture how many emergency appropriations will be necessary before Congress has information as to just what the system is costing, and paying.

Railroads to Be Paid Yet.

"While the department," adds the writer, "isn't accused of a deliberate desire to mislead the public in regard to the exact status of the matter, nevertheless all of its reports and comments give that impression. Postmaster-General Burleson's report is based on the fiscal year which ended June 30, last, and yet it is admitted that from January 1st, the

(Continued on page 57.)

Hardwaremen Can Increase Sales of Glass

Farmers Should Buy More Glass—Many Farm Buildings Are Not Sufficiently Lighted—Advantage of Light in Barns—More Sales, More Profits.

GLASS is a commodity you will find for sale in almost every hardware store.

There is always a regular and steady demand for glass. Sometimes, when a town or city experiences a building boom the demand for glass is stimulated; storms often cause considerable damage, which results in the demand for glass being more pronounced.

Taken on the whole, however, there is no very great apparent effort on the part of hardware merchants to educate the public, especially farmers to the advantages of using more glass.

Along this line there is great room for missionary work (especially in country districts), which will be mutually beneficial to merchants and glass-purchasers alike.

In this article we will deal with farmers particularly, and show why the farmer should purchase more glass than he generally does.

It is true that we often see a convenient, well-built barn, with the most up-to-date fixtures, shut almost in darkness. Three times the number of windows that have been installed could quite easily have been put in, giving the barn a better appearance, improving the health of the live stock, and increasing the pleasure of those working inside.



A well-built, convenient barn, almost shut in darkness.

The value of light is inestimable, and plenty of light is one of the first essentials in satisfactory stabling.

Light is essential to cleanliness and good health on the part of attendants and live stock.

Dirt and disease lurk in the dark corners of buildings or stables, and a generous supply of sunlight entering a building is of inestimable value to the stock stabled therein.

Proper sanitation is absolutely necessary in any building used for stabling live stock. An authority on matters of this kind recently stated:—

"To let in the sunlight generously is a long step towards proper sanitary conditions. Without touching the question of germ-destroying, the dirt of litter, manure, fodder, and floating dust accumulating in cobwebs, will certainly escape notice in the corners and crannies of a dark stable. A periodical housecleaning in the cattle or horse stable is no substitute for a daily cleaning, which is most likely to be done when the light is turned on. The second point in favor of good lighting is that it saves labor, a great deal of vexation and, of course, time. With one man trying vainly to do two men's work, as is the case on thousands of Canadian farms, all needless and wasteful steps and efforts must be eliminated. Efficient work cannot be accomplished in dark stables which tend to waste feed and lessen gains in meat as well as in milk production. Therefore, we say, in planning to remodel the old stabling during the coming season, provide something entirely new—make sure that there are plenty of convenient windows. The light will flow in if given a chance. Do not keep it out. It is one of the stockman's best friends."

Government publications, farm journals, etc., are going thoroughly into this matter at the present time, advising farmers, when building new barns, or when re-modeling old ones, to make ample provision for an abundant supply of sunlight for the interior of their buildings.

The advantage of using plenty of glass are being pointed out to a more marked extent than ever before.

The subject is a live one at the present time, and it appears as though the present would be a good time for hardware merchants to take a hand in the matter.

If a general movement can be started among the farmers, whereby they will re-model their insufficiently lighted barns, in order to admit more light, there will be a decided increase in the sales of glass, made by retail hardware merchants.

Hardware merchants should advocate the use of large quantities of glass in all kinds of buildings. That large firms recognize the value of the sunlight is evidenced by the many large new buildings which we see on every hand, into the construction of which glass has largely entered.

If you inspect the premises of any successful breeder of live stock, who goes into the business on a large scale, you will find that in the construction of the buildings, an abundance of glass has been used.

There is a splendid opportunity presenting itself at the present time, which if taken advantage of, will reap a harvest of glass sales for hardware merchants, especially those located in farming districts.

The season of the year is rapidly approaching when many new barns and stables will be erected, or old ones remodeled. Why not get after the prospective builders and endeavor to get them to use sufficient glass to ensure an abundance of light for the interior of their buildings.

Supposing through a little effort on your part, you could double your sales of glass to farmers this year, would it not be worth while?

MANUFACTURING METAL COILS.

The Canada Metal Co., Ltd., have recently installed 5 new additional rollers to be operated in the manufacture of several kinds of foils, viz., tinfoil, leadfoil, tea lead and electrotypers' solder, this will mean they have also to increase their motive power to the extent of 200 horse power.

It is claimed the new addition to their plant will enable them to execute all demands made upon them for this material.

HARDWARE AND METAL

VOL. XXVI. No. 5 Toronto, Canada, January 31, 1914 Two Dollars per Year

Take Advantage of New Rates

MENTION was made in the last issue of important reductions in express rates which had been announced through an order of the Railway Commission. It is highly important that merchants should familiarize themselves with the new rates, which become operative on February 1. For the benefit of readers, the new rates will be recapitulated:

In cases where the rates per 100 pounds are 90 cents, the reductions in the present minimum charges are: 2 pound parcels, 5 cents; 3 pounds, 15 cents; 4 pounds, 20 cents; 5 pounds, 15 cents; 6 and 7 pounds, 25 cents.

Where the rate per 100 is a dollar, the reductions in the minimum are: 2 pounds, 5 cents; 4 pounds, 15 cents; 5 pounds, 10 cents; 6 and 7 pounds, 20 cents.

Where the rate is $1.25 per 100 the reductions in the minimum are: 2 pounds, 5 cents; 3 pounds, 10 cents; 4 pounds, 15 cents; 5 pounds, 10 cents; 6 and 7 pounds, 15 cents.

In cases where the rates are $1.50 per 100 the reductions are: 2 pounds, 5 cents; 3 and 4 pounds, 10 cents; 5 pounds, 5 cents; 6 and 7 pounds, 10 cents.

Where the through rate is $1.75 per 100 there is in the case of 2, 3, 4, 6, and 7 pound shipments a reduction of 5 cents in the minimum charge.

The Business Outlook

IT will perhaps be in order to briefly review some figures relating to the year 1913—figures which go far to prove that conditions were not so bad for all and, what is more to the point, which point with unmistakable directness to the bright prospects ahead.

"The financial stringency," says a writer in a current periodical, "appears to be preparing for departure." He is not over-stating the facts. The stringency has gone. Money has "eased up" very considerably. The prices of securities are going up. There is a more generally active tone on the money market and even the stock exchanges are beginning to show signs of activity, a sure sign of a more free circulation of the medium of barter. And business is showing the same hopeful signs. An improvement, slow but sure, has set in. By the middle of the summer, business will be headed toward a new plane of activity.

A few figures will demonstrate how fundamentally sound conditions were under 1913. Dairy products of the prairie provinces brought in about $5,000,000, or nearly $2,000,000 more than in 1912. Live stock in the same section approximated $23,000,000, or an increase of nearly $8,000,000 over the preceding year.

The output of the iron and steel trades showed an increase of 10%. The earnings of the railways showed advances ranging from 4½% to 12½%—a significant indication of national growth. Canada's cereal milling capacity increased to 121,000 barrels per day, which is about 10,000 barrels more than the 1912 capacity.

Approximately speaking, Canada's external trade was $200,000,000 greater during 1913 than for the preceding year and this, so the statisticians tell us, is the greatest increase in any one year in the history of the Dominion.

A few other facts will serve to prove the fact that 1913, though a year of uncertainty and of hampering financial tightness, was nevertheless a year of industrial activity. Some 4,000 miles of new track was laid. The population increased by nearly half a million, the immigration figures showing a total influx of 48,812 during the year. The crop figures showed very large increases. Building permits were large in most centres. Bank clearings were large. In Winnipeg alone they reached a total of $1,634,977,237.

The present year is opening with splendid promise. The gradual improvement in conditions, which was predicted, is being felt. Each week sees a brightening of the business horizon and a larger volume of trade. That this gradual process of development will continue for several months is the general belief; and after that, there will be no limit to the measure of the prosperity that will be felt.

From the standpoint of the grocery and allied trades, business prospects continue bright. Wholesalers in provisions, fruits and fish and millers are invariably inclined to take a more hopeful view and there appears to be every reason for an average winter and a good spring trade. The majority of the large food-stuff manufacturers certainly had a good year in 1913, despite the fact that many retailers adopted a policy of retrenchment from a buying standpoint, preferring to get rid of the stocks on hand rather than add greatly to them. Now, however, these dealers are in the market again, and it is probably this that accounts mostly for the extent of the passing trade.

Parcel Post At Last

THE official announcement was made in Ottawa on Wednesday of the present week that arrangements for the Parcels Post system had been completed, and that it was hoped to have the system inaugurated by the tenth of February. Complete details of the rates were given out.

The most satisfactory feature is the fact that the promise of a local zone has been fulfilled. A low rate will apply on all goods shipped from any postoffice to a point within a radius of twenty miles. The rate within this local zone is on practically the same basis as that adopted for the first zone in the United States. The next step in the system is the establishment of provincial zones. In other words, one rate will apply on all goods shipped to any point in each province beyond the 20-mile radius of the local zone. Thus it will be possible to ship goods from Toronto to Sault Ste. Marie for the same rate that would apply if the shipment were made to Hamilton. Charges will be made in proportion to the zones traversed. The local zone will be maintained irrespective of the bounds of the provincial zones, however. Thus it will be possible to send from Ottawa over the provincial lines into Quebec at the local rate for all territory within the twenty-mile radius.

The rates are explained elsewhere in this issue. Whether the advantage of the local zone will prove sufficint protection to the local merchant against the mail order houses is a matter which time alone will tell. That the local zone will enable the merchant to give his customers a better service is obvious, however. If this advantage is energetically followed up, it would seem possible for the retailers to hold their own. That the new system will serve as a stimulus to mail order buying is certain, however, and the retail body will have to be thoroughly wide-awake if the balance is to be maintained.

The interest of the retail merchant would suggest, therefore, that immediate steps be taken, to find the means of utilizing the lower rate on the local zone. To get in touch with outside customers is now the most pressing duty of the merchant.

Get them interested in the service YOU can give them via Parcels Post.

Everything Ready For Hardware Week

WHEN it became known last week that Howick Hall in Ottawa, where the hardware convention and exhibition were to be held, has been badly damaged, some uneasiness was felt as to the possibility of suitable arrangements being made at so late a date for a new hall. This fear was allayed by the information given in last week's issue of Hardware and Metal. With commendable despatch the officers visited Ottawa at once and completed arrangements for new quarters. Secretary Tobin has sent out notices of the complete rearrangement of the plans, and is able to promise that everything will proceed as smoothly as if nothing had occurred to make the change of location necessary. Machinery Hall has been secured and provision made for the satisfactory heating of same. A new plan of the booths has been drawn up, which give the exhibiting manufacturers practically the same locations as previously allotted to them. Satisfactory arrangements have been made for the holding of the convention. Altogether the utmost credit is due for the rapid manner in which the plans for "Hardware Week" have been reconstructed to allow for the change of hall.

The programme for the convention and exhibition as announced in Hardware and Metal, will be adhered to in its entirety, and the visiting hardwaremen will have the most instructive and entertaining week yet provided. The officers report that they are receiving evidences on every hand of the interest that is being shown in the trade and they are anticipating a large attendance. Word comes from Quebec and the East that a large representation will be on hand. The proceedings will thus have a double interest through the meeting of hardwaremen from Ontario and the East.

Members of the Ontario association who have not yet decided to take in the trip should make up their minds at once. Every hardwareman should be on hand, as the trip will prove a profitable one from every standpoint. The invitation to attend is extended just as cordially to merchants who do not yet belong to the Ontario Retail Hardware and Stove Dealers' Association.

Editorial Briefs

NO TIME was lost in making new arrangements for Hardware Week at Ottawa.

* * *

GOOD SALESMEN should remember that there are comparative and superlative forms——better salesmen, best salesmen.

* * *

WHAT WE need is not more things, but more thoughts, says Mike Kinney, the sage philosopher of the hardware trade. Guess Mike is right at that.

* * *

THE CHANCE to visit the capital city with its countless points of interest and its historic associations, at the low rate obtainable during hardware week, is too good an opportunity to miss.

THE FIGURES quoted in the business outlook lead one to think that 1913 couldn't have been such a bad sort of a year after all.

* * *

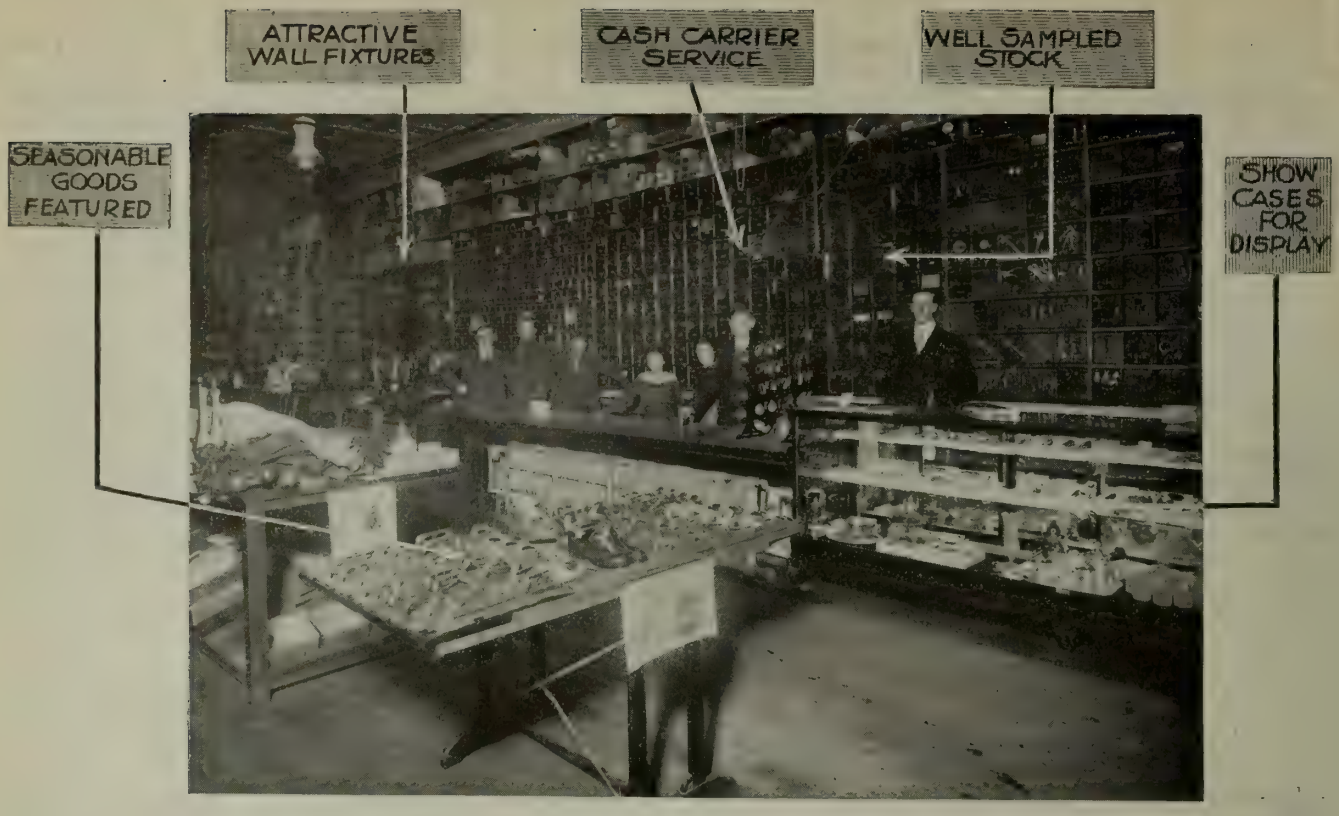
IT IS now time to advertise the new facilities for shipment by mail within the local zone. Take advantage of Parcels Post.

* * *

PARCELS POST at last! Let us trust that like many other dreaded things it proves less dangerous in reality than in anticipation.

* * *

IN THE meantime those city and country town dealers who have been preparing for the coming of the new system, should go ahead with their plans.



Interior view of Christie Bros.' store.

Progressive Principles of Northern Store

A Brief Summary of the Merchandising Methods of Christie Bros., Owen Sound—Quality is the Main Plank of Their Policy in Selling Tools—Complete Shaving Supplies Carried—Outside Salesmanship Found a Profitable Venture.

WHY is it that the store with the best location and the best facilities for trade does not always command the biggest share of the trade? It is because there is something needed besides a good location and the best facilities—something that is found in the proprietor himself and in the personnel of his staff.

A hardwareman doing business in a city of about 25,000 population worked up a magnificent business in a stand on a side street; and a rather dingy old place it was. It is not intended to imply that strategic location and attractiveness of store are not necessary to building up a good business. They are of the utmost importance. The hardwareman in question would have doubled his turnover undoubtedly if he had moved out of his dingy premises to a store better suited to his requirements and more likely to attract trade. The fact that he was able to do a large business under the hampering conditions of a poor stand was proof that he possessed certain other assets. He was, as a matter of fact, a particularly keen buyer and he insisted on his clerks being thoroughly informed with reference to the goods handled. He advertised well. In every respect he was a live and aggressive merchandising man with the one exception—his failure to perceive the necessity for an attractive, spacious and central stand. This failing, it may be explained was due to a disinclination to leave a stand where he had "made good." He was a little sentimental about it, perhaps a little superstitious. He was afraid his "luck would change."

However, the fact desired to be pointed out is the very important one that success in business depends primarily on the adoption and maintenance of proper principles and the thorough understanding of the merchandising possibilities of the stock.

All this by way of introduction of something about a store where good ideas have been worked out and maintained—merchandising ideas of the most practical order. Two views of the store are presented herewith and it may be explained by way of further introduction that it is an attractive-looking establishment; occupying a good location on the main street.

Christie Bros., of Owen Sound, are live hardwaremen and occasion has been taken in the past to refer in Hardware and Metal to some of the aggressive methods they have adopted. A strong plank in their merchandising policy is their energetic exploitation of the principle of outside salesmanship. They have for some years past followed the idea of having members of their staff call on customers in the country sections, keeping in touch with them in regard to their needs in hardware lines. The farmer is a busy man, and does not always find it possible to get into town when he discovers that he needs a new axe or some repair for his instruments. The salesman who cultivates the habit of dropping around to see a number of agricultural customers at intervals is certain not only to book a good share of immediate business but to get into line for future orders as well.

However, it is not necessary to enter into a defence of outside salesmanship. Suffice it to say that Christie Bros. have found the plan an eminently successful one; a fact which was developed at greater length some time ago in the columns of Hardware and Metal.

The first illustration of the store shows the shelf hardware and tool department, with a partial view of the central portion. D. A. Christie, W. L. Brown and part of the staff are shown in this view.

Particular attention is paid to the tool department which is not only a profit-

able line for every hardwareman, but is, or should be, one of the bright spots in every hardware store. Christie Bros. believe that it is one of the lines where quality should be used as a selling point, first, last and always. They carry quality lines and in every case endeavor to convince customers that a quality tool is the cheapest purchase that could be made. Another feature of their policy in this regard is that they have been ready to cheerfully make good any tool which proves defective. The word "cheerfully" used in this connection is of sufficient importance to merit a little study on its own account. It is all very well for a merchant to advertise "money back," but if he accepts returned goods with a bad grace and hands over the money with the cheerful courtesy of a miser paying his income tax, he is certain to antagonize the customer almost as much as if he had refused to refund the purchase price. Nothing is more liable to turn a customer into a regular friend and visitor than the acceptance of a returned article with complete cordiality. The customer feels a strong inclination to return. He realizes that he can always count upon the fairest of treatment in that store.

It is interesting to note that some of the drawers in this section which are of galvanized iron with wooden ends were made by the boys in the shop during a quiet season, the wooden ends being purchased from a fixture factory. There is a tool case in the store which was built by one of the clerks.

Before passing to the second view of the store, attention should be called to the good use made of the central portion. Tables and racks are placed across the entrance for the display of seasonable goods. Prices are quoted and the goods are changed often so that the lines displayed in this way attract much attention. Sales are made in this way in very satisfactory bulk.

The second view of the store shows the cutlery, sporting goods and paint departments. The "quality" idea is also firmly imbedded into the merchandising policy of these departments. The motto "Everything for the man who shaves himself," has been adopted and a pretty complete assortment of razors, safety razors and strops is carried. In addition shaving soaps, powders and sticks are carried in stock. The motto is always given a prominent place in store advertisements and in window trims where razors and shaving accessories are shown. The result has been felt in a very large trade in these lines.

The sporting goods department is conducted on a basis of close co-operation with the athletic interests of the town. J. B. Morrison, who is shown in this picture and who has been with the firm for the past seven years, has charge of the department. He keeps closely in touch with the athletic and sporting organizations and is persona grata with the buyers of supplies. The store has made a specialty of supplying sporting organizations with outfits complete, including uniforms. The stock carried is very complete and includes a bicycle agency.

Christie Bros. do a large business in mixed paints. They have found it pays to push paints, and are installing a paint counter which will be entirely separate from the other counters and will be equipped with racks for holding paint brushes, color-cards, etc.

Finally, they are firm believers in advertising. They use large space and brighten up their copy by the use of plenty of illustrations.

RETAIL MERCHANTS ORGANIZE.

A branch of the Dominion Retail Merchants' Association was recently organized in Cornwall, Ont., with the following officers:—President, Thomas J. Donihee; First Vice-President, R. G. Relyea; Second Vice-President, S. W. Jacobs; Secretary, W. Hawthorne, Treasurer, Chas. W. Kyte.

R. C. Doyle of Ottawa and T. J. Maher of Toronto were present and explained the advantages to be derived from organization.

The association proposes to ask for legislation allowing municipalities to pass by-laws imposing a business tax on mail order houses in the larger cities which do business in places other than their headquarters.



Sporting goods and cutlery department in Christie Bros.' store.

Retail Hardware Advertising Methods

There is a Marked Tendency Toward the Use of Illustrations—Retail Hardware Ads. Are Improving — Methods Adopted by Various Hardware Firms.

HARDWARE and Metal has for a long time been advocating the use of illustrations, by hardwaremen, in preparing their newspaper advertisements.

Many special articles have appeared in Hardware and Metal, pointing out the advantages of using illustrations, and giving the experiences of merchants who have made a success of their advertising in newspapers.

Advertising suggestions have also appeared in Hardware and Metal. These suggestions have been gotten up in such a manner that the hardware merchant, simply had to clip the suggestions, and after making a few minor changes in the price quotations, turn the copy over to his printer to run in the local newspaper.

Canadian hardware merchants have not been slow in taking advantage of this service, and advertisements suggested by Hardware and Metal have been run in daily newspapers in all parts of the country.

It is indeed very interesting and pleasing to see the way in which hardware merchants have taken up the advertising methods suggested by Hardware and Metal.

Reproductions and criticisms of advertisements, many of which have appeared in this paper, have also been a great help to merchants in solving their advertising problems.

One of our most successful hardware merchants who advertises extensively stated as follows:—

"The illustrations are the life of the advertisement. Have good illustrations and the people will not overlook the reading matter."

In this article we give the names of some hardware firms, using illustrations extensively in their newspaper advertising. There is at present a strong tendency in this direction.

On the opposite page is shown three recent advertisements of Canadian hardware firms. Two of these advertisements occupied a large space in the newspaper, although the firms are located in small towns.

Glover's Hardware is located in the town of Aylmer, which has a population of approximately 2,500 people. In this advertisement several illustrations are used. The heading "Saturday Savings at Glover's Hardware," is similar to headings used by several other Canadian hardware firms. The main idea is to secure a large share of business on Saturday, which is the chief market day in many of our towns and cities.

A better balance could have been obtained by placing the larger cuts near the bottom of the ad, and having the lighter reading matter at the top.

A better description of some of the articles listed, would also have made the ad more interesting. Too many styles of type have been used, it would have been much better to use a uniform style of type throughout.

The advertisement has many good points, ad is a very creditable ad for a hardware firm in a town the size of Aylmer. The quoting of prices is also a good feature in Glover's ad.

Brace, McKay & Co., are located in Summerside, P.E.I., a town with a population of approximately 3,000. This ad occupied a space 7 x 15 inches, and stood out prominently among the other ads in the newspaper.

DEFINITION OF ADVERTISING.

"Advertising is intentional publicity. Good advertising is intentional publicity that is striking, attractive and convincing; for if not striking, it will not be noticed; if not attractive it will not interest; if not convincing it will not sell the goods—and if it does not sell the goods it is not good advertising."—W. H. Hate.

In this ad, tools are chiefly featured, prices are quoted and illustrations are used.

A rearrangement of the cuts and reading matter would give the ad a more even balance. In this ad, there is a big difference in the styles of type used. A more uniform style throughout would have been better.

The ad would no doubt bring results for the firm. It was the most noticeable ad. in the paper in which it appeared, and any person interested in any of the lines illustrated would study the reading matter.

This advertisement also goes to show the tendency which exists to use illustrations in advertising in the newspaper.

McGee & Lagrow are located in Sterling, Ont., a town of about 900 population. This advertisement is featuring one line, horse blankets. The illustration used here adds greatly to the value of the advertisement. The quoting of prices is also to be commended.

The first paragraph of reading matter could have been made more attractive and effective, by placing it at the top of the ad, and having the word "hardware" below the firm name. Although horse blankets are being specially featured, the word "hardware" is the most prominent in the ad.

There are many other hardware firms using illustrations in their newspaper advertisements, such as:—

Bridge Bros., of Thessalon, Ont., a town with 1,500 population, are running weekly ads under the heading of "Hardware News." These ads always show illustrations, with descriptions and prices of goods.

Purdom Hardware Co., London, Ont., run a weekly ad under the heading "Saturday Savings at Purdom's Hardware." This ad usually appears in Friday's paper and features goods for Saturday selling. Large numbers of illustrations are used, description of the goods are given and prices are always quoted.

Russill Hardware Co., Toronto, is one of the pioneer firms, in extensive retail hardware advertising. All Russill ads are noticeable by the large number of illustrations used.

Many other retail hardware firms are using illustrations extensively and there is a decided tendency in this direction.

TO CONSIDER BULK SALES ACT.

There will be an important meeting held on Monday evening next in Toronto, between representatives of the Canadian Credit Men's Association and of the retail trade, to discuss the merits of the proposed Bulk Sales Act, which will likely be introduced again into the Ontario Legislature this coming session. It will be remembered this bill was introduced last session by Mr. McMaster, M.P., but did not go through on account of objections from the R.M.A. The meeting is being held on Monday night with a view to coming, if possible, to a common understanding regarding the terms. Many retailers favor the principle of the bill, but want to be carefully protected from the standpoint of the terms.

Recent Retail Hardware Advertisements

BRACE, McKAY & CO., Limited

We buy right, reliable, Hardware in large quantities. We Sell close. Let's get together.

Tools Of Quality

Price is a good salesman; quality is better. We have both.

Circular Saws



These we can supply in either the famous Simmonds Process (Gold Coin) or Diston's from 8 to 50 in., in rip or Cross Cut, any guage and any speed or kind of power to suit your peculiar requirements. Get our prices.

Good Chopping Axes

A good axe is not a common article, but here is one that we not only recommend but warrant. It is made half wedge—the favorite Island pattern it balances right and you will find it the nicest axe you ever worked with.



Fowler's Special (as cut), warranted..... 75c

Smart's half wedge.... 75c

Crown Jewel, same pattern and a splendid axe for the money..... 60c

Boys' Axes (handled) just the thing for kindling.. 60c

Hunter's Axes, a very handy 55c

Axe Handles, single and double bitted, right quality, right pattern..... 10c to c

Cross Cut Saw

4½ ft., as cut, warranted

$1.15

5 ft no.

$1.25

Many other kinds and sizes in Plain and Great American Tooth (including the famous narrow lance saw for felling trees and preferred by many for regular sawing.)

$1.35 to $2.50

Patent, adjustable and removeable handles, will fit any saw, per pair

20 cen

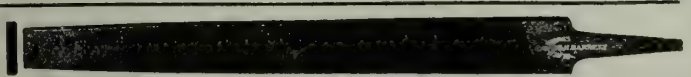
Wood or Buck Saws

High quality blade with good strong frame.

45 cents

Others in plain and Great American T...

50 o 95 cents



"Arcade" Mill Saw Files

We carry a full line of these high grade American Files—the kind that cuts fast and clean, and gives long service, are made in several shapes and sizes so as to meet every requirement..... **5 to 75c**

Columbia Batteries



These batteries are recognized as the best dry cell batteries made. They give good long service at a very small cost. We have lately reduced the price to..... 25c

Battery Testers..... $1.50 to $2.00

Cup Grease, Cylinder Oil, Spark Plugs, Ignition Wire, High grade American Rubber Belting, etc.

Use "Perfection" Gasoline and avoid engine troubles.

—Packing of all kinds
—Belt Lacing (Greenhide or Wire)
—Belt Punches
—Saw Sets
—Belt Hooks
—Guages
—Emery Wheels
—Babbitt Metal

We always endeavor to give more real hardware value for a dollar than a dollar buys elsewhere, Send or bring your order to us and join the many who have found this to be

The Store That Saves You Money

--HARDWARE--



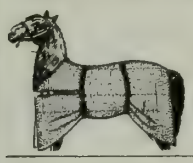
No Excuse For You to Have A Cold HORSE!

Our Blankets will keep him Warm, Prices $1, 1.50, 2, 2.50, 3. 3.50

McGEE & LAGROW

Saturday Savings at Glover's Hardware

Prompt Attention to Phone Orders — Open Saturday Until 11.30 p. m.



Horse Blankets

Good heavy twilled, full lined jute blankets, fancy stripes, shaped and strapped with double leather lining. This blanket is strong and serviceable. Price

$1.20 to $1.75



Clark Heaters

will not bend or break

Price $1.75

Yellow, Blue, Red Colored

Wool Blankets

Bound to give Satisfaction

$2.25 to $3.00



$1.20

Gloves and Mitts

Men and Boys Lined Mitts and Gloves Prices from 25c to $2.00



X Cut Saws

Price $2.00 to $4.00

Keen Kutter Axes Handled $1.75

Handled Axes 75c to $1.50

Our Saws and Axes are fully guaranteed.

Cant Hooks $1.25 up

Logging Chains

We carry complete sizes.

Robes

"Beaver Brand"

Price $6.00 up

These Robes are made of imitation Buffalo cloth, lined with handsome Astrachan and interlined with rubber, 54 x 62.

Snow Shovels

While they last 25c

Hockey Skates



Get ready for the Ice Rink

Ladies Hockey Skates 75c, to $1.75

Auto Hockeys $1.25 to $4.50

Hockeys 10c to 75c

Hockey Pucks 10c to 25c

Skate Straps 15c to 20c

Ankle Supports 95c up

See our Big Stock before buying.



Bells

Victoria Chimes 4 Bells on Strap

$1.50

Swiss Team Bells 20c, 30, 40c

Shaft Chimes 75c to $1.75

Body Strap Bells $1.95

Nickel plated or brass.

Thermometers 20c to $1.00

Perfection Oil Heaters $4.50
Smokeless and Odorless

American Coal Oil 15c Gallon
Any Quantity

Horse Clippers
$1.25, $1.50, $1.75

Stewarts Power Clippers
Price $8.00 Singers 30c

SPECIAL FOR SATURDAY

Oyster Shell 17 lbs. for 25c — Sulphur 12 lbs. for 25c — Salts 15 lbs. for 25c

See our Bargains in Whips on Saturday

Glover's Hardware

Bell Phone 83a — We deliver promptly. — Rural 71

Never Slip Shoes

Advertisements by Canadian retail hardware firms appearing in recent issues of local newspapers. The tendency toward using electros is growing rapidly.

Instructions For Hardwaremen Attending Exhibition and Convention

Exhibition and Convention to be Held in Machinery Hall — Special Rates on Railways and at Hotels—Plan of Exhibition and Convention Headquarters.

THE officers of the Canadian Hardware Manufacturers' Exhibitors' Association and the Ontario Retail Hardware and Stove Dealers' Association have completed arrangements for the Exhibition and Convention to be held at Ottawa, February 16 to 21.

The Exhibition Building has been secured instead of Howick Hall, the latter building having been badly damaged by the recent explosion.

Machinery Hall, a floor plan of which is here shown, measures 400 ft. x 140 ft. A section has been separated in the north end of the hall for the use of Convention meetings.

A lunch counter will be provided near the entrance, where a good service will be provided. Shipments of exhibits will be received one week before the Exhibition opens.

Instructions for Visitors.

The Canadian Hardware Manufacturers' Exhibitors have issued the following instructions for hardwaremen attending the Exhibition and Convention:

Purchase single fare ticket on the certificate plan from your station to Ottawa, and if you wish to travel on the Hardware Special, see that it reads via G. T. R. from Toronto or Montreal if coming from points beyond either of these cities.

A railroad representative will be on hand at Ottawa, by whom your certificate will be vised, entitling you to a first-class return ticket.

For hardware men, exhibitors, guests and ladies who attend the Convention and Exhibition, a special rate has been secured at the two leading hotels at Ottawa—The Chateau Laurier and The New Russell. The rate is $1 without bath, and $1.50 per day with bath for five days.

The rooms are expected to accommodate from two to five persons, according to size. If you reserve a room that is expected to accommodate three persons, the charge will be for the whole room—$3 without bath, or $4.50 with bath.

A deposit of $5 must be sent with your application. Send money orders, checks without exchange added will not be accepted. For the $5 deposited reservation will be made for you, from February 16th to 21st, at either of the hotels mentioned. The committee reserves the right to assign to either hotel mentioned.

These rates can only be secured by obtaining coupon from either F. M. Tobin, secretary Exhibitors' Association, Woodstock, Ont.; J. A. Beaudry, secretary, Quebec Retail Merchants' Association, Montreal; Weston Wrigley, secretary, Ontario Retail Hardware Association, Toronto.

After committee assign you to hotel, deliver the hotel accommodation coupon or receipt for the $5 to the hotel when you register; this will be credited to your account, either in full or on account, according to accommodations you select, and this assures you the special rate engaged for you.

Special hardware trains will leave Toronto and Montreal on the 16th, and return from Ottawa on 21st. Hardware men and hardware representatives and their ladies only will ride on these trains.

Special one way fare for the round

ARRANGEMENTS COMPLETED.

Hardware and Metal, just before going to press, received a letter from F. M. Tobin, Secy.-Treas. of the Canadian Hardware Manufacturers Exhibitors' Association, stating that Machinery Hall, the new building secured for the Hardware Convention and Exhibition, will permit more space for exhibits than would have been available in Howick Hall.

All exhibit spaces have been taken up, and a record attendance is expected at the Exhibition and Convention. The building will be heated by twenty furnaces, ensuring comfort for those in attendance. A Ladies' Committee of entertainment has been formed among the manufacturers' wives at Ottawa, and the lady guests will be well taken care of.

The special train from Toronto will leave at 1.30 P.M., Monday, Feb. 16.



Floor plan of machinery Hall, Ottawa, showing loc ation of booths and Convention Hall.

trip to Ottawa, from all points in Canada, can be purchased on the certificate plan.

Features at Convention.

During the Convention a number of short talks will be given by members of the Canadian Hardware Manufacturers' Exhibitors' Association, the Ontario Retail Hardware and Stove Dealers' Association and the Quebec Retail Merchants' Association pertaining to matters of importance to the trade.

The speakers will be selected from the best authorities on the subjects chosen for discussion. These talks will no doubt be very interesting and educative, and will concern matters in which the whole trade is interested.

During the retailers' meetings a number of short talks will be given by officers of the Ontario Retail Hardware and Stove Dealers' Association.

Following are the names of the officers and the subjects on which they will speak:—

W. J. Carter, Picton, Ont., "Special Sales Plans."

C. C. Lee, Goderich, "Uniform Half Holidays."

W. F. Macpherson, Prescott, "Trade Agreements."

E. J. Creeper, Owen Sound, "Retail Advertising."

C. W. Conn, Tillsonburg, "Tinshop Costs."

Jas. McGregor, Oakville, "Cost of Delivering Goods."

Question Box Sessions.

The Question Box Sessions will be open to all attending the Exhibition and Convention. A number of questions for discussion have already been sent in.

Meeting in Ottawa.

An enthusiastic meeting of the local committee was held in Ottawa recently, and sub-committees were formed to look after the various forms of entertainment.

The committee is composed of T. D. MacFarlane (chairman), MacFarlane-Douglas Co., Ltd.; W. M. Connor, J. H. Connor & Son, Ltd.; Chas. Connor, Butterworth Foundry, Ltd.; Geo. W. Green, Dustbane Mfg. Co., Ltd.; W. J. Wellwood, Dustbane Mfg. Co., Ltd.; S. S. Holden, Grant, Holden & Graham; D. P. Cruikshanks, Steel Equipment Company; John F. Taylor, E. B. Eddy Co., Ltd.; Chas. Hickman, Ottawa Paint Works; Ernest G. Browne, Smart-Woods Mfg. Co.

IMPROVING BUSINESS IN THE METAL TRADE.

After the recent large purchases by consumers for future deliveries in nearly all metals, especially tin and spelter, the market is inclined to be quiet, but there is a very good tone. Some disappointment is expressed that spot demand and the small jobbing trade does not improve more rapidly, but considering the late acute pessimism and stagnation in business the metal trade is doing well. In fact we think when the past three weeks are examined, it will be acknowledged that this trade has been a leader in pointing the way to the revival in business that is now generally recognized as having begun, being a week or more ahead of the iron and steel trade in this particular. Even in copper an excellent showing has been made. If there had not been confidence in the future, and an improving situation, the copper statistics of two weeks ago would have been followed by a very different story in copper than has since been the case.

If recovery to normal business conditions is to proceed slowly it will be all the more sure. This is not the day of miracles in business. It is quite likely a reaction may come in Wall Street, in fact it is overdue after the remarkable continuous advances. But we are in an expanding business situation, and the future is all right. There may be some setbacks and dull days, but the movement to better things has begun, and each week will find us further along the road to complete recovery. —American Metal Market Report.

PROGRAMME FOR OTTAWA CONVENTION.

Monday, February 16.

1.30 P.M.—Special train leaves Toronto.
5.30 P.M.—Special train leaves Montreal.
9.00 P.M.—Informal reception at Chateau Laurier.

Tuesday, February 17.

9.00 A.M.—Official opening. Exhibition open to hardwaremen only.
10.00 A.M.—Committee meeting.
12.00 A.M.—Luncheon and address.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
4.00 P.M.—Adjourn to Exhibition Hall.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.30 P.M.—Visit to House of Commons—all galleries reserved.
10.30 P.M.—Collation at Chateau Laurier.

Wednesday, February 18.

9.00 A.M.—Hardware Exhibition open to hardwaremen only.
12.00 P.M.—Luncheon and address.
2.00 P.M.—Retail Convention.
3.30 P.M.—Adjourn to Hardware Exhibition.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party for ladies.
8.00 P.M.—Retailers meet in banquet hall, Chateau Laurier.
8.00 P.M.—Exhibitors meet in room, Chateau Laurier.
10.30 P.M.—Moving picture show, Chateau Laurier.

Thursday, February 19.

9.00 to 10.00 A.M.—Retail Convention.
10.00 A.M.—Hardware Exhibition open to Hardwaremen only.
12.00 P.M.—Luncheon and address.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party as guests of Exhibitors.

Friday, February 20.

9.00 to 10.00 A.M.—Retail Convention.
10.00 A.M.—Hardware Exhibition open to Hardwaremen.
12.00 P.M.—Luncheon and address.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
8.00 P.M.—To be announced later.

Saturday, February 21.

8.00 A.M.—Special trains to Toronto and Montreal.

The Retail Merchant and the Figure "Bogie"

Figures Frighten Some Dealers—They Cannot Take in the Many Things That Totals Tell—A Few Simple Rules for the Financing of a Retail Store.

Second of Series Written for Hardware and Metal by Wm. Cambel

A MERCHANT who had called me in to "doctor up" his business—it was in a decidedly sickly condition—confessed to me: "I can't master figures. They make me feel——addle-headed. I can tell when I am making money or when I am losing it, but how, why or to what degree, I simply can't figure out."

His knowledge of accounting was very meagre. His books indeed were a joke. At least I thought them a joke when I started the work of untangling them. Before I got through I decided they were a tragedy. He had not taken stock properly in five years and I found stock listed at the price he had paid for it when it was new, but which through long acquaintance with the store shelves had deteriorated in value. He had reckoned that he was carrying a stock valued at a certain figure. I discovered that the actual value was nearly two thousand dollars less. The book accounts were in very bad shape.

Underestimated the Stock Carried.

I really do not think that this merchant was very much more lax in his methods than a great many others in the retail trade. It is surprising how many merchants, reckoned prosperous and progressive, conduct the business end of their stores with a carelessness and lack of knowledge that reeks of the amateur. I remember a case not so long ago where I was called in by a dealer, who was negotiating the sale of his business, to give a full statement of the standing and stock. This store was a big one, doing a splendid trade. The owner was mayor of the town, a fairly wealthy man as wealth goes nowadays. He was accounted an eminently successful business man and I looked to find things in the store in a number one shape. The store was being operated under a system—a system with several bad faults. I went into the books and thoroughly appraised the stock, making the discovery that this merchant was carrying $4,000 more goods than he had himself reckoned. Accustomed to finding the shoe on the other foot, I could hardly believe it, but at the same time I knew I was right. Will you believe it, that man was hopping mad when I told him of his mistake? He refused to credit it at first and said that his system was too thorough to make such a mistake possible. He gave in finally.



"The man was hopping mad on discovering his mistake."

It just goes to show that you can never be sure. In some of the largest stores in the country, the system employed is inefficient and literally full of leaks.

Questions to Ask Oneself.

Here are a few questions that should be placed before every merchant:

What is your net profit? Are you absolutely sure on that all-important point? Do your half-yearly or yearly stock-taking and your balance sheet show it? Is your surplus item growing as fast as you expected? If not, perhaps this article will throw some light on the subject and be the means of that surplus growing beyond the infant stage.

Calculate All Expenses.

In the first place, it is absolutely necessary that you put down and calculate for all expenses. They will be there all the same whether you calculate for them or not, so be sure you get them or they will surely get you.

Put down a salary for yourself. Also put down wages for members of your family who help in the business just as if they were hired at a certain wage. This should be fixed on the one feasible basis: the value of the help to you, reckoning on what you would have to pay an outsider to do the same work.

If you own the store yourself, the business must pay a rent; the same rent you would get if you let the premises to someone else.



"Figures made him addleheaded."

Proving Your Figures.

Now let's get down to cases. Supposing your total expenses equal 20% of your turnover, which is, say, $2,000 per month. What percentage of profit will you require to mark on cost to leave you 10% net profit? The answer in round figures is 43%. For example:—An article costing $10 would require to be priced at $14.30. Prove it by taking off 20%, which is $2.86. This leaves $11.44. Then take off 10%, your net profit, which is $1.43, and you are down to $10, your cost, proving that it requires 43% on cost to allow 20% expenses and leave 10% net profit.

Or again, on $2,000, your turnover for the month, your expenses at 20% are $400, and your net profit of 10%, $200. This leaves $1,400 as your cost. Take 43% of this and you get $602, which equals, as nearly as possible, your expenses and profit combined, or added to your cost of $1,400, gives you $2,002, your turnover.

The Danger of Discounts.

Then there is another danger to guard against, viz:—Taking discounts off for sale purposes or otherwise. Here is an example:—A man wishing to make a large purchase of goods for a charitable institution got the head of a general store to give him a special discount of 15% off marked prices. When the head was spoken to on the subject by the accountant, he replied: "Why those goods were marked at 40% on and I guess we will come out all right." Now the expenses of the store worked out at 18% and this is how it worked out on goods costing $100, and selling at $140. Less the 15%, ($21.00) equals sale of $119. Expenses on this at 18% equal $21.42, so the sale resulted in a loss of

(Continued on page 49.)

Increased Business $1,000.00 a Month

Merchant in a Small Town Achieved This Result by Starting to Advertise in the Local Papers—Grave Difficulties Were Overcome by the Adoption of a Policy of Aggressive Publicity.

THE problem that confronts the average merchant doing business in a small town within easy distance of a large city is how to create and maintain an interest in his store against the persistent efforts of the larger people to draw business from the territory that is legitimately his.

This problem is made the more serious when the territory is traversed by a trolley line giving an hourly service with the city, when the roads leading thereto are among the best in the country and when the local merchant's customers are well-to-do fruit growers, many of whom have their own motors, and can whisk into the city and back again at little or no inconvenience.

Merchants in distant towns where there are only two or three trains daily with the larger cities and their departmental stores, will admit that the man who has to contend with the conditions described, is at a much greater disadvantage than they are, and that he must avoid the rut if he would continue in business.

The following is the story of a retail merchant in an Ontario town, doing business under the conditions outlined above, who managed to increase his turnover by $1,000 a month.

How did he manage to do this?

Apart from the advantages of a simple but thorough system, which takes care of important details and the appreciation of conditions peculiar to the district, the bulk of the explanation is found in the two words "aggressive advertising."

Merchants of that locality draw business from a very rich territory within a radius of five miles south, east and west. Bad accounts are scarce. Notes are taken on large purchases, and this dealer states that his loss on these has been negligible. Besides it is a method which has a tendency to direct business to the local merchant, whereas if a hard and fast cash rule were enforced, the result would undoubtedly be a larger patronage for the city stores at those times when ready money is more plentiful than others. On such accounts the merchants may be confident of a settlement once a year.

This five-mile radius, so easily travelled, is a rich prospecting field for the city stores.

"The country was being flooded with the advertising of the Hamilton and Toronto stores,' said this aggressive merchant, "and about nine months ago, I realized that I would have to do something more than use a small regular space in the local paper. I accordingly got in touch with a concern supplying a good advt. service—layouts, seasonable paragraphs, cuts, and all necessary material for an interesting campaign. Then I arranged my advertising contract with the weekly newspaper so that I would have a monthly service of one page and eleven halves to be used as desired. Frequently, I would have the printer strike off 5,000 copies of this full page advt. Then, with my runabout and two boys we would go over our five-mile radius thoroughly, distributing those circulars where we thought they would do the most good. For special occasions, our advts. would be exceptionally appropriate and never failed to bring results. Our Christmas advertising is an example. We secured through the syndicate, a four-page sheet bordered in color with holly and mistletoe with a head of Santa set in the border on the front page. I immediately made an arrangement with the newspaper to use this two-sheet supplement as the front and back of the regular issue. In a panel on the front page the editor ran a seasonable message to his subscribers, used the inside for reading matter, while I had the front and back for advertising. I was able to do this at a fair price by co-operating with the publisher, and the result was an exceptionally fine Christmas display and one that was very effective. By watching opportunities such as these, we have kept our customers interested and have developed the business from sections which were formerly more or less prospective. Then, too, the loyalty of the staff both in and out of office hours has assisted materially."

This increase in turnover is a most remarkable demonstration of the value of advertising. With the merchant in the small town the question of advertising frequently does not come in for much attention. He feels that he has not the same facilities as the merchant located in the city where the daily paper serves as the medium.

The experience in question shows, however, that the advertiser in the weekly paper can secure results just as surely as the advertiser in the daily.

RETAIL MERCHANTS OF NAPANEE UNITE.

At a well attended meeting of the retail merchants of Napanee, Ont., held in the council chambers on Wednesday night, of last week, it was unanimously decided to form a branch of the Retail Merchants' Association of Canada, and the following officers were elected:—

President, Reeve S. C. Denison, grocer; first vice-president, A. E. Paul, stationer; second vice-president, A Chinneck, jeweler; treasurer, W. H. Boyle, hardware; secretary, Councillor Mark Graham, men's wear. Among the different subjects discussed were:—The proposed Fire Marshall Bill; the proposed Workmens' Compensation Bill; the inspections of weights and measures; the making of false advertising a criminal offence; the Business Assessment Act; freight cartage charges and also the credit reporting department of the association. The meetings lasted till 11 p.m. The merchants think that with a live man like S. C. Denison as president, the success of the association is already assured.

THE RETAIL MERCHANT AND THE FIGURE "BOGIE."

(Continued from page 48.)

over 2%. When the head got these facts into his system he was more than surprised and you may be sure that he will not do it again.

It will be noted that in the foregoing, all reckoning has been done on the selling price. There are merchants who object to reckoning overhead expense and profits on the selling price, but there are no valid reasons for this stand. It is customary, in fact it is obligatory to reckon on the selling price in other matters. The percentage for overhead expense is reckoned on the selling price; it could not be reckoned in any other way. When a salesman is paid on the percentage basis, the reckoning is done on the selling price, not the cost price, of the goods he has sold. He reverses the process in reckoning profits?

Finally, I would propound this advice: Get to be sure of the percentage of gain gross profits; secondly, of your expenses, and then prove them by taking stock at regular intervals, when your trading account will show you whether your net profit works out right or not. Do this and you are on the right way to make your business a success.

Scientific Analysis of the Retail Buying Public

An Investigation Carried on by One Store Into Reasons People Had for Shopping at Other Stores in District — Tactful Adjuster Followed Up Each Complaint — Points of Weakness.

DEPARTMENT stores of the older type used to feel that they were so distinctly in a class by themselves that it would be impossible for anyone outside their own domain to give any information that would help solve their individual problems, writes M. L. Anthony in The Efficiency Magazine. What does a woman want to buy? Where does she prefer to shop? What advertising argument appeals most to her?

It, therefore, revolutionized things when an advertising man who had been successful in the manufacturing field, asked his new employer, a retail merchant, for more concrete data.

He had before him all the usual "shoppers' comparative reports." He knew from these what each store in the city was carrying, and how prices compared with those of the same line of goods in his own store. He had criticisms on window decorations and displays. He had time-sheets showing the drawing power of every big "Special Sale" his competitors had, even down to just how many customers "looked" and how many purchased, between ten and eleven, eleven and twelve o'clock and so on.

"Yes," he said, "this is fine. It is invaluable. But what I want as well is concrete information direct from the people who don't come to the store. Why does Mrs. Jones go to Brown Bros. for shoes when we carry the same line? Why does she go there for china and come here for linen and furniture? Our comparative reports show that our line is as good as any in the city."

The merchant demurred for a time, but finally the advertising man won his point and a campaign was started to get the unusual data. This demanded that investigation be made not only in the city proper, but also in a group of towns within a radius of thirty miles of the store.

Each investigator was required to give detailed information on a list of questions.

(1) Consumer's name?

(2) Address?

(3) Number in family: Men, Women, Children (sex)?

(4) Which store do you prefer for general shopping? Why?

(5) Which store do you patronize for special articles?

(6) Which days of the week are most convenient for you to shop?

(7) Which store has the best delivery service in this town?

DISCOVERIES.

Adjuster followed up each complaint at once.

One lady had to tell condescending clerk she was buying cheap furs for her cook.

Parcels delivered at different times.

Exaggeration in reducing prices.

(8) About what is the average amount you spend on your shopping trips?

In addition, the investigators were required to make notes on surroundings, character of household equipment, furnishings, etc.

There were many and varied reasons. "Because I have always bought there," was a familiar reply to the second part of question number four. When asked why they had always bought there they would admit that they had no particular reason.

It was found that one store had built an exceptionally great amount of goodwill through its superior adjustment methods. Instead of permitting the customer to follow up her complaint by repeated letters and telephone calls until she had the annonyance deeply impressed on her mind, the store took a different course. As soon as a complaint was made, a tactful adjuster took the matter in hand, and by personal call and follow-up not only straightened out all tangles and adjusted the matter satisfactorily, but saw to it that the customer was impressed with the store service and left in a wholly favorable attitude of mind. This sort of personal effort left its impression and resulted in a general feeling among a large group of women that that one particular store was strong on "personal service."

Another important item in the investigation was the delivery system. One store would deliver within twenty-four hours; another store only two or three times a week. In one case the men on the wagons were always courteous, while the other men seemed indifferent and often impertinent. One firm delivered everything at one time; another came straggling along with the little bundles in spasms from six to twenty-four hours late.

Another item of interest which the investigation disclosed was the attitude of the club women and the women of the better class toward comparative values in advertising. There was a great deal of criticism of one house in particular, a house that had always had good standing in the community, but which clung to the comparative values in its advertising. The women seemed to feel that they were not getting a square deal. They read the advertisements and went to the store on account of the old-established reputation. They found that $75 suits at $39 were misquoted values. The suits were probably good value and had orig-

(Continued on page 51.)



The semaphore is a new line in store display, but "it is a winner," according to a proprietor of a Los Angeles store where it was installed. In regard to this device, "Popular Electricity" quotes him as saying:—"Many a customer has stopped at the unfamiliar sight of a semaphore on a store front, and entered to ask questions, usually making a purchase before leaving. Others watch the flashing light, the rising and falling arm, and then drop in with such a remark as 'Well, I saw your stop signal, and followed it.' It is inexpensive to install. One of my clerks originated the idea and constructed the upright and arm from pine boards, and a sign painter did the lettering at small cost. The operation of a small motor keeps the arm in motion and the cost of power behind the colored panes is very slight, compared to the results."

Problems For Sheet Metal Workers

IN this issue we intend showing in a simple way, how the pattern of a funnel should be developed.

In the first place the size should be determined; suppose the body needs to be 6 inches wide at the top, see A in Fig. 1, and at B it is required to be 1 in.

Then at C it needs to be, say ½ an inch, the best course to follow is to draw a sketch those sizes first by drawing a vertical line as shown at A, E in Fig. 2.

We will now develop the actual working pattern, erect vertical line A, E, then intersect it at D, C, and B. Mark off with compass the actual size required. Then draw lines D, C down on each side until vertical line A, E, is intersected at F. Then place compasses at F, open up to D, and develop arc. DD. Next place compass at centre line G, and make semi-circle, being half the actual diameter of funnel. Divide off in equal parts, viz.: 1, 2, 3, 4, 5, 6, 7, which is the stretchout for pattern at top. Then transfer twice that number as shown at DD on arc.

Next make the semi-circle H, by placing the compass at centre formed by line C intersecting A, E, and divide again same as was required for top of funnel, again placing compass at F, so as to make stretchout arc.

To develope spout, follow out the same rule exactly as was required when developing body, except that the compasses need to be placed at A, to form the necessary arc, the same stretchout of course will do for the big end of spout that was used for lower part of funnel body, and once this has been made again mark off twice the number, then draw lines CB, CB.

The dotted lines are necessary to allow for seams and wire edge at top.

A very simple yet effective way to prevent a funnel from spluttering when in use, is to solder a small piece of brass pipe inside the funnel from a point down to the bottom of spout at C, Fig. 1 to A. This allows the air to escape from the vessel being filled. Some such means are necessary when filling an automobile tank, because the spilling of gasoline is not only a waste but is also dangerous. There are of course, funnels with a fluted spout, but not on large sizes, such as is used for the purpose named.



It may be a disgrace to die rich, but it is a form of disgrace towards which a great many men appear to be contentedly moving.

ANALYSIS OF RETAIL BUYING PUBLIC.

(Continued from page 50.)

inally sold at $45 or $50, but they were not worth $75 and never had been sold at that figure.

Another store, in many departments, had lofty clerks, who became quite condescending if a customer wanted to make a modest purchase. One well-to-do woman said she had closed her account with this store because of an exaggerated case of hauteur of one of the clerks. She asked to see furs such as she supposed would be satisfactory to the woman for whom she was purchasing them. When asked if they hadn't something at a lower price than those which she showed, the clerk became unsufferably rude, until the customer said: "I want a set of warm furs for my cook." Presto! The clerk was as subservient as possible. But an unpleasant impression was made and fatigue had caused the woman to make her purchase in that store, and she never went there again. This same sort of complaint came up in a number of cases and it was evident that that particular store was losing trade daily.

The data obtained by personal investigation of this sort supplied the advertising man with an excellent basis for determining:

(1) The kind of arguments that appealed to department store patrons.

(2) Days when it was most convenient to shop for most women.

(3) Average buying power of patrons.

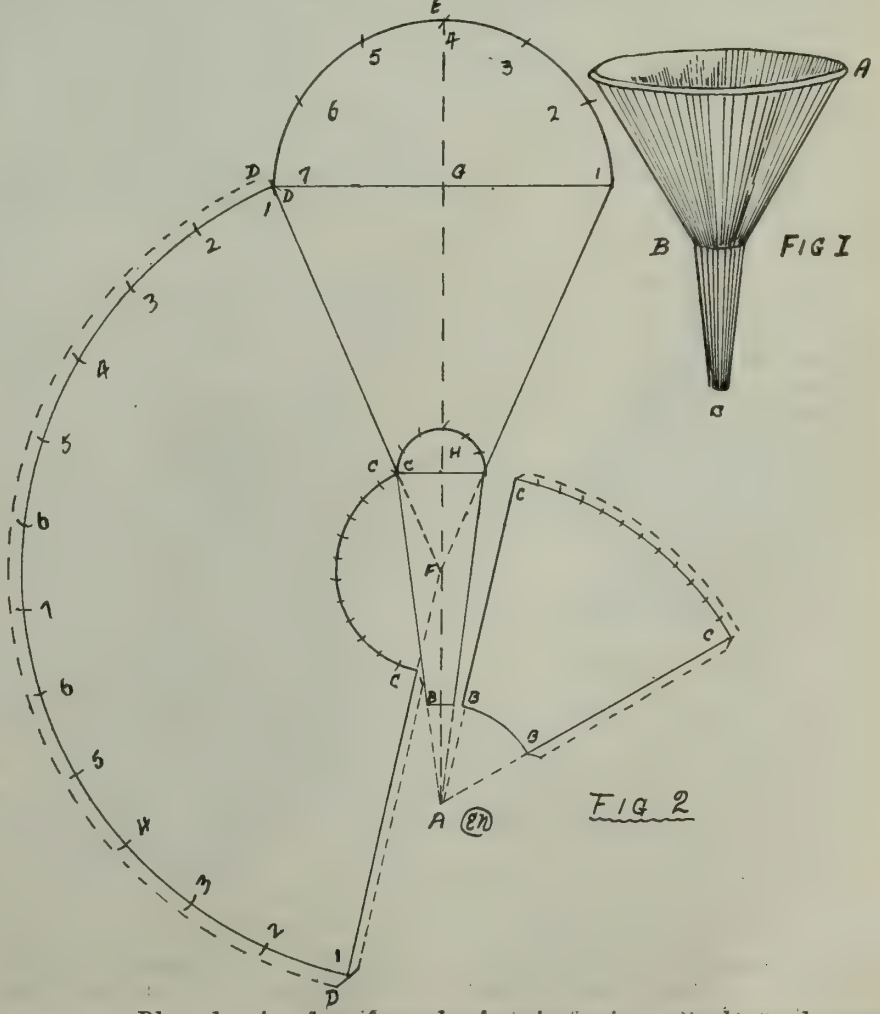
In addition, it gave the most concrete material for meeting points of competition hitherto unfelt and improving store service at the weakest spots. When the reports were tabulated it was possible to graphically show:

(1) Proportion of population served by the store and each competitor.

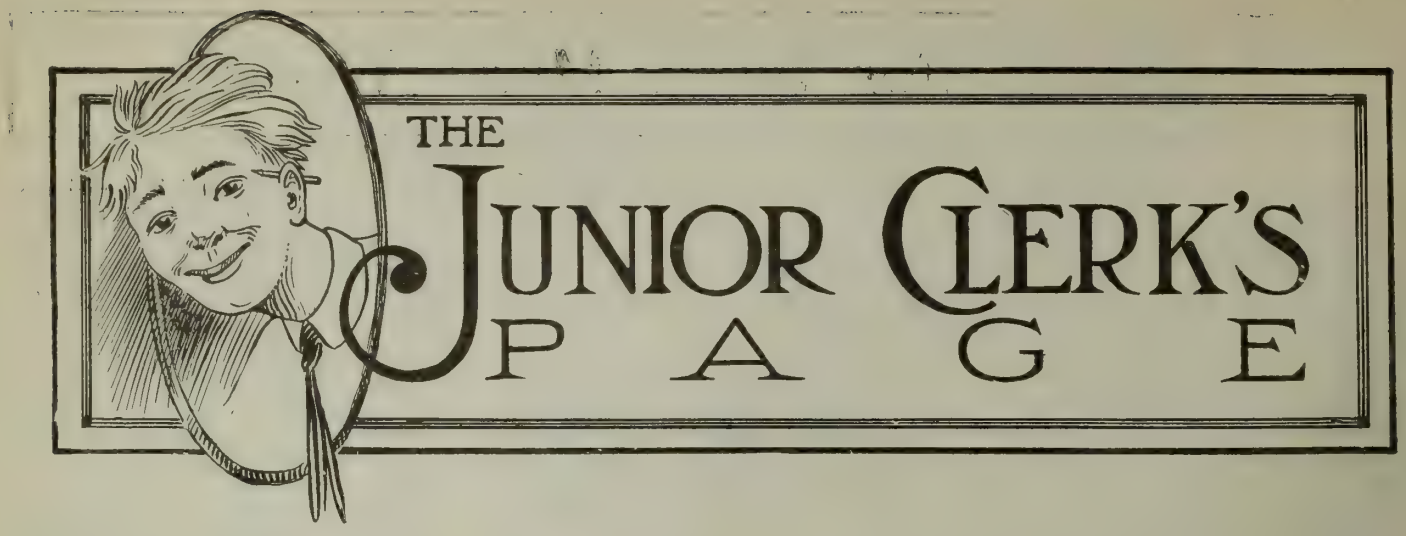
(2) Proportion of surban population served.

(3) Comparative strength of various departments of all stores from the consiumers' viewpoint.

(4) Total possible sales to be made in any department.



Plan showing how funnels of various sizes may be made.



Service the Keynote of Salesmanship

Written For Hardware and Metal By William Edward Park

THE successful salesman invariably gives the customer the impression of eagerness to be of service. This, indeed, is the keynote of successful salesmanship. The prompt showing of articles asked for or even hinted at, the proferred demonstration wherever the goods are demonstrable, the suggestion of other lines of timely interest, the offer to order goods not in stock—these and a host of similar items enter into the make-up of the young fellow who sets out to sell things instead of merely serving as an order-taker.

Good salesmanship is often revealed by contrast. The other day a lady entered a hardware store.

"I would like to see your food-choppers," she remarked.

"We don't carry any food-chopper except the Blank," returned the clerk.

The chopper he named was equal to most of those on the market and a trifle superior to one or two makes—but the clerk's tone implied nothing so optimistic. In fact, it seemed a hint that the Blank chopper was something he preferred not to talk about.

"Then you don't carry any other makes?" returned the young lady, disappointedly.

"No—nothing else, miss."

"Is it—is it all right? Does it work as well as the other makes?"

"I guess so."

"Would it be too much trouble to show me how it works? It might suit, you know," commented the lady dubiously.

The clerk reluctantly, as if doubting whether the trouble were worth while, produced a food chopper, which he laid upon the counter. Then, as if the thought had for the first time occurred to him, he explained in a grudging sort of way how the contrivance worked. By dint of persistent questioning the lady in time elicited a pretty fair description of the article.

"Would you mind sending this up on trial for a couple of days? It looks all right to me, but——"

Eventually, after consulting the proprietor, the clerk agreed to send the article on trial. Eventually the lady purchased and paid for it.

But who made the sale? Was it the clerk? Or was it the customer?

The live, aggressive salesman never gives the impression that this particular clerk—perhaps unconsciously and unintentionally—gave. The live, aggressive salesman more or less consciously studies human nature, and takes some account of the effect upon the customer of his own words and manner. Here, the clerk created in the customer's mind two distinct impressions, both unfavorable to the making of a sale—the impression that the article in stock was possibly inferior, and the impression that the selling staff of that particular store wasn't in the least degree anxious to be of service.

An aggressive clerk would have handled the same sale in a very different manner. The customer's first mention of a food chopper would have been the signal for producing one of the three different sizes which practically every hardware store carries in stock. Coupled with this would be the assurance, in words and manner, that the article was up to standard in every way.

"I'll be very pleased to show you, madam. We have an article here that has given exceptional satisfaction to our customers — the best and most convenient thing of its kind that's manufactured."

And then, to clinch the argument, a rapid-fire demonstration of the article by fastening it to the ledge of the counter, turning the handle, changing the grinders or at least showing and explaining the uses of the different grinders, and pointing out how easily, after it has been in use, the chopper can be washed clean by "slushing" with boiling water. Demonstrate one of the three sizes; then point out that you have two alternative sizes in stock.

"But," you say, "what's the use of all that trouble, when the salesman who didn't handle the customer the right way sold the chopper just the same?"

But did he actually sell the chopper? Or, as I asked before, was it the customer who pushed the sale up to the point of taking the contraption on trial—after which stage the chopper sold itself? And how many customers would, in the face of so chilly and indifferent a reception, have lingered long enough in that particular store when there were perhaps a half dozen other stores in town with clerks eager and anxious to show the goods, and to explain how to handle them?

The good salesman invariably gives that pleasant impression of being eager to serve, which instantly makes the customer feel perfectly at home and induces that friendly frame of mind so congenial to buying.

REMARKS OF THE JUNIOR CLERK.

Most people have good judgement but they often fail to consult it until after the mischief is done.

• • •

Every man is the architect of his own fortune; but some of us get no higher than planning castles in the air.

New Goods Offered Canadian Hardwaremen

AUTOMATIC DISC GRINDER.

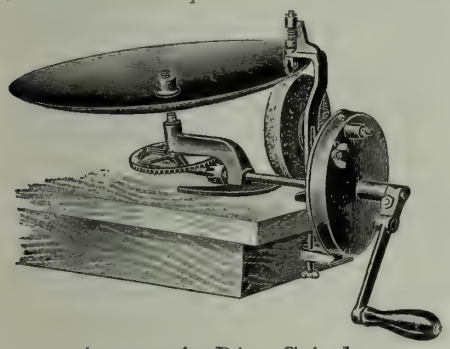
The Western Hardware Manufacturing Co., Milwaukee, are offering the trade a new automatic disc grinder.

The grinder is a combination of a tool grinder and disc grinder. The tool grinder represents a standard machine of the cut gear design. It can be easily converted into a disc grinder or tool grinder, by merely removing the disc grinder mechanism.

The parts are all interchangeable so that the operator can grind either a 12-inch disc or a 24-inch disc or coulter blade. The discs can be either concave or flat, adjustments for which are also taken care of on the vertical spindle.

The grinding wheel is beveled affording the grinding of a very clean edge on the discs.

The cone carrying the disc is made so it will accept and hold any disc no matter what size the mandril hole is. It can be either a square hole or round hole



Automatic Disc Grinder.

and of any diameter. This again is adjustable on the vertical disc as mentioned before to take care of a flat coulter blade or a concave disc.

The disc is held to the grinding wheel by means of an adjustable screw roller. The pressure of the grinding wheel is controlled by a spring and sliding spindle as shown on the cut.

The disc revolves automatically and it revolves in the opposite direction of the grinding wheel. All the operator has to do is turn the crank and it is claimed the machine will take care of the rest.

AMCO LANTERN.

The Alexander Millburn Co., Baltimore, Md., and Montreal, Que., are offering the trade the Amco lantern here illustrated.

The makers claim that it is a high power dependable lantern, giving a bright, steady light, which is not affected by wind or weather. It is also claimed that it cannot be extinguished by a sudden movement, and does not smoke the globe.

The generation of gas is controlled by



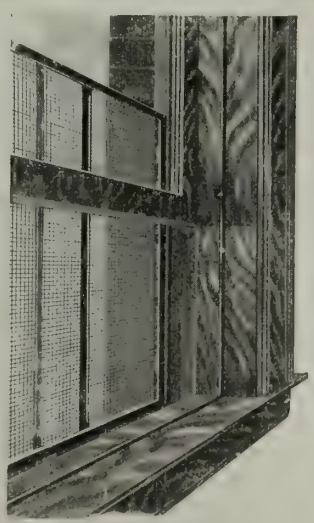
Amco Lantern.

the thumb screw, and the flame is then automatically regulated. The construction of the light prevents overgeneration or leakage of gas. The lantern is made of heavy spun brass, highly finished, and has a strong wire globe guard. The lantern is easily converted into a table lamp by removing the top and replacing it with a 10-inch opalescent shade and bracket. In this form it makes an excellent reading light and is ideal for all indoor purposes.

The dimensions are:—Height, 14½ inches; diameter of base, 6⅛ inches; weight empty, 4½ lbs.; weight charged, 6½ lbs.; carbide charge, 8 oz.; burns 6 hours.

SHERWOOD METAL SCREENS.

The Sherwood Metal Screen here illustrated is being offered to the Canadian hardware trade by the Continental Co., Detroit, Mich. The Sherwood screen has an all-metal frame made of pressed steel. The wire cloth is drawn tightly and locked securely in the frame. This metal frame screen operates easily in all kinds of weather. It is claimed that it will not stick, warp nor bind; moves freely, and is easy to handle. The best black japan is used, which renders the screen impervious to moisture.



Sherwood Metal Screens

The screen can be used as a permanent outside screen.

The screen can also be used under the sash in the usual way.

The screens are made in several adjustable sizes.

The firm also manufactures window screen frames, which enable a customer to fit odd-sized windows.

ATLAS FLY SWATTERS.

The Atlas Mfg. Co., New Haven, Conn., are offering the trade a new No.



Atlas Fly Swatter.

A1. fly swatter, which they are just placing on the market.

The swatter has a 10-inch handle. It is neatly and securely bound with soft green felt and it is claimed that it can be used for parlor or drawing room without marring the finest furniture.

They are also making size A, which has a coppered wire handle 8 inches long, high grade wire cloth and is said to be flexible and strong.

Current News of the Hardware Trade

Business Changes.

Candahar, Sask.—Einarson & Goodman, hardware merchants, are reported having sold out.

Hamilton, Ont.—W. Chappel, tinsmith, etc., has been succeeded by W. H. Ruberry & Son.

Toronto, Ont.—W. H. C. Moore has disposed of his hardware business at 862 Kingston Road, to J. W. Merrill.

Keddleston, Sask.—W. & V. Thompson, dealers in hardware, have been succeeded by George Thompson.

Creelman, Sask.—Wright & Laberge, hardware dealers, have dissolved partnership. J. E. Wright is continuing the business.

Elbow, Sask.—J. J. Fallis, of the J. J. Fallis Hardware Co., is arranging to buy the interests of other members of the firm.

Owen Sound, Ont.—R. McKeen has taken Cecil Johns into partnership, and the firm is now known as McKeen & Johns.

Montreal, Que.—Alfred Field & Co., of Sheffield, have formed a limited company dating from January 1. To the new company they have added the business of Stacey Brothers, Sheffield, manufacturers of cutlery. The title of the new firm will be Alfred Field & Co. (Sheffield), Ltd. Frank Dawes, who has been visiting Canada in the interests of this firm for some years, is now on his way to Montreal, and will call on the trade with a representative of the J. H. Roper Company, who have been appointed resident agents.

New Firms.

Blaine Lake, Sask.—The Blaine Lake Hardware Co. has started business.

Manor, Sask.—M. F. Thornton is starting a hardware business.

Portage La Prairie, Man.—The Farmers' Harness and Hardware Co. is starting business.

Winnipeg, Man. — The Winnipeg Metal and Heating Co. has started business.

Vonda, Eask.—Panar & Co., general storekeepers are adding a line of hardware.

Weyburn, Sask.—W. R. Mitchell who has been with the Weyburn Hardware & Furniture Co. for the past six years has purchased a hardware business in Conquest, Sask. His brother, T. H. Mitchell has taken an interest in the business, and the firm will be known as Mitchell Bros.

Proposed Addition.

Hamilton, Ont.—The Tallman Brass Co. propose to make additions to their factory at a cost of about $15,000.

Changing Location.

Saskatoon, Sask. — The Saskatoon Hardware Co. have secured a five-year lease of a building on 2nd avenue, and will move about Feb. 1.

Weyburn, Sask.—The Hoshal, Carmichael Co., Ltd., will move their stock to the McKinnon Block across the road from their present place of business.

Hardware Team Wins.

Melfort, Sask.—In a hard fought game of hockey the Hardware hockey team defeated the All Stars by a score of 5—3.

British Columbia Items.

W. C. Smith & Son, who handle hardware at Notch Hill, have been appointed postmasters for that town. To accommodate the new department, an addition was built to the store.

McLennan, McFeely & Company gave each married man on their staff the present of a turkey at Christmas, and those not married received a cheque for $5. This firm has a large number of employees, which makes this generosity more marked.

T. J. Trapp, the veteran hardware man of New Westminster, was elected school trustee for 1914 at the head of the poll. He was 207 votes ahead of the next successful candidate, indicating the esteem in which he is held in the Royal City.

The Kelowna Implement Company, successors to Coats, Edwards & Gowan, of Kelowna, have moved into their new two-storey brick building, and now have one of the most complete and up-to-date stores in the Okanagan district. A. Edwards has been retained as manager of the new concern.

Indications are that things are looking good in the Okanagan, for the Morrison-Thompson Hardware Company, of Kelowna, have added twenty feet to their salesroom and also built a two-storey brick warehouse in the rear of their present premises. The cost of the improvements amounted to $25,000. At Penticton, W. R. King & Company propose making a considerable addition to their store to take care of the rapidly growing trade. This town is benefiting from the construction of the Kettle Valley Railway.

To Erect New Factory.

Victoria, B.C.—It is reported that the Canadian Steel Studding and Mfg. Co. will erect a new factory estimated to cost $25,000.

Personals.

O. F. R. Taylor, of Taylor Brothers, Limited, hardware merchants, Carleton Place, and Almonte, was in Montreal during the week.

L. Y. Birnie and E. Birnie, of Birnie Bros., Medicine Hat, have been in Winnipeg for several days on business. They are hopeful of a good season at the Hat.

The friends of Mr. Linton, formerly of the old firm of Linton & Hall, Calgary, Alta., are congratulating him on the arrival of twins, a son and daughter. Mr. Linton comes from Campbellford, Ont., and was buyer for R. R. Casement, Madoc, afterwards buyer for Marks, Clavet, Dobie & Co., Port Arthur, Ont., before starting business in Calgary, Alta.

John Persse, of Tees & Persse, Ltd., Winnipeg, was in Montreal last week, and has left for the West via Toronto.

D. G. Smith, of Smith & Hemenway Co., New York, spent a day in Montreal, last week on his way to Toronto and the West. Mr. Smith will spend three months on his trip which will extend to the Pacific coast.

James A. Coulter, president and general manager of the John Morrow Screw and Nut Co., Ingersoll, Ont., was a candidate for municipal honors at the recent election in Ingersoll. He received the largest vote of any councillor. In 1907-8 he was Mayor of the town.

The following representatives were calling on the Montreal Hardware trade during the week:—

J. Hossick, Lufkin Rule Company, Windsor, Ont.; H. A. Allan, Stevens-Hepner Limited, Port Elgin, Ont.; L. N. Vanstone, Canada Steel Goods, Hamilton, Ont.; Mr. Fay, Stevens Arms Co., Chicopee Falls, Mass.; H. E. James, Shurley — Deitrich, Galt, Ont.; R. H. Hancock, Cleveland Osborne Mfg. Co., New York.; Mr. Marsten, Springer Lock Company, Belleville, Ont.; J. O. Notman, McKinnon Dash Company, St. Catharines, Ont.; J. B. Morse, H. B. Ives Company, New Haven, Conn.; Charles K. Eichler, S. P. Slaymaker & Company, Lancaster, Pa.; Oliver B. North, O. B. North & Company, New Haven, Conn.; F. S. Laythe, Butterfield & Company, Rock Island.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

There is a much brighter outlook in the metal markets. Quotations are firm and advances have taken place on the Toronto market on brass, tin, copper and solder. Merchants are very optimistic regarding the future.

Hardware jobbers report a fair amount of business passing. In the paint line, a good number of orders are coming in, mostly for spring delivery.

The stove trade is rather slack at present as far as orders are concerned, but the outlook for spring is very good. Present indications point to a large demand for gas ranges in the spring.

Conditions appear to be improving in all lines.

MONTREAL.

MONTREAL, January 28.—There has been a decided improvement in the way of orders during the last week and local wholesalers are busy making these up at the present time. The fact that travelers have once more taken to the road is mainly responsible for this fact as their orders are coming in with the usual regularity now. Judging from the size of these orders and also the class of goods being bought there is certainly a much better feeling existing throughout the country than that which was felt before Christmas. Reports from all centres are very encouraging and point to a much better feeling all round. The centres which are still a little tame are in the large cities but even there nothing very unusual is felt. At one time it looked as if it would take quite a time for this country to get back to its former standing but if the present feeling continues for a few months there will certainly be no reason for complaint in any section, as merchants, particularly those in the country, have taken on a very confident air and this is sure to result in "good times."

One of the local firms has changed their price on Canada plates but as they are alone in the move it cannot be taken as a general advance. They are quoting $2.70 for 52 sheets, $2.80 for 60 sheets and $2.90 for 75 sheets. All other firms are up five cents from this list.

Orders have already started to come in for spring lines such as poultry netting, green wire cloth, lawn mowers, screen door hinges and freezers. This only goes to show that many merchants are preparing for a busy summer. At the present time, for immediate shipment, orders are nearly all of a sorting nature although there has been quite a demand from the lumber camps for boot calks, cant hooks, coil chain and a number of repeats for axes and axe handles. Sap spouts, bits and pails are also in good demand at present as dealers are getting in line for the maple business which is quite heavy in this province.

Collections are rounding into very good shape and are much better than they were a few months ago. The West is improving daily while the East is about normal.

The conditions of the metal market are much the same as in previous weeks although there is always more or less movement in practically all lines.

Tin.

The price quoted by London to-day for immediate shipment is £179 5s. or an advance of £6 10s. over the quotation of one week ago while futures are up £5 15s or the present quotation is £180 10s. This is accounted for by the heavy American buying which has taken place during the past week. Tin is pretty high at the present time but at that it would be hard to predict its future course. The New York price has steadily increased during the week until it has reached $39.40 for wholesale lots while $39.50 is quoted for small lots. The local market has not been subject to change during the week.

Spelter.

The spelter market was subject to an increase during the week but dropped back again yesterday to £21 10s., the price which we have quoted for a couple of weeks back. The demand in New York has dropped off during the last couple of days but as it was exceedingly good during the week it is not thought that prices will be affected in any way as the producers can now wait for the demand to start in again after the amount of business they handled during the past few days. The price quoted there to-day is 5.22½ and the market is said to be strong at that figure. Locally conditions are much the same as last week.

Lead.

The lead market is very steady although the price quoted by London this week shows a decrease of 7s. 6d. and is given as £20. The New York quotation is 4.05 and reports from there are to the effect that enquiries being received at present are mostly for future shipments. Locally prices remain unchanged from last week.

Copper.

There has been an increase in the London quotation this week of 17s. 6d. the price being £65 12s. 6d. while futures are quoted at £65 17s. 6d. The New York price is $14.40 and the report from that centre is to the effect that there is a good normal business from both domestic and foreign consumers. Locally the price is unchanged as is also the demand.

QUOTATIONS ON MILK CANS, TRIMMINGS, ETC.

Railroad or Delivery Cans	40%
Milk Cans	35%
Cream Cans	35%
Individual Cream Cans	40%
Hand Delivery Cans	35%
Creamery Cans	35%
Strainer Pails	35%
Milk Pails, Tin	35%
Canada	50%—10%
Imperial	60%—10%
Cream Pails, Dairy Pails	35%
Milk Can Trimmings, Railroad Can Trimmings, Hand Delivery Can Trimmings	20%
Creamery Can Trimmings, Creamery Gauges	72½—15%
Pail Bottoms	72½— 5%

Antimony.

There is no change in the local market while the demand is quite seasonable with the same prices in effect.

Iron.

The London quotation to-day is two-pence over that of last week and is given as £2 10s 9d. The general situation is improving. There is considerable quiet inquiry for foundry iron in the States in fact the demand from all centres is considered very good with a firm and steady market. Locally there has been no change to report in conditions.

The stove and heating business has not been very active for some time and dealers do not look for this change until the demand for gas ranges starts in again.

TORONTO.

TORONTO, Jan. 29. — During the past week trade with the hardware jobbers has been fairly good although orders are not heavy at present.

The unseasonable weather has been responsible for a demand for lines not usually sold at this season of the year.

The metal markets contribute to show improvement and quotations on some lines have been advanced. The stove trade is rather quiet at present although the outlook for future is bright.

Metals.

There have been several advances in price, particularly in alloys which contain pure tin. Tin has advanced 1½ cents per lb., consequently solder is higher. Ingot brass, both yellow and red has also advanced since our last report.

Demand for these lines are if anything a little stronger in spite of the advance in price, which goes to show that industries using this class of raw material must be fairly busy. Several foundries which were closed down or in some cases running short time, are now working full time.

Nails, Screws, Rivets, Etc.

No change is reported in the price of wire nails, which are still being quoted at 2.15 base. Black iron rivets remain unchanged at 75 per cent. off, and the following quotations for screws still hold good:—

Flat head bright.....85-10-7½-10%
Round head bright 80-10-7½-10%
Flat head brass 75-10-7½-10%
Round head brass 70-10-7½-10%

BETTER FEELING IN METAL MARKETS.

There has been a very noticeable improvement in the Toronto metal markets during the past two weeks. More buyers are coming into the market and there is an all-round general improvement. Quite a number of good orders have been placed during the past week. As reported last week, there has been an upward trend in metal prices. During the past few days tin has shown great firmness, and the price has been advanced 1½ cents per lb. The manipulations of the stock markets are again beginning to be felt. Copper has advanced ¼ cent per lb. Lead remains firm. Solder has taken a decided upward movement and quotations on all lines of solder have been advanced. It is very encouraging to metal merchants to see the brighter outlook in the metal trades. The optimism shown is not confined to local dealers, but appears to be general throughout Canada. The American markets also present a much brighter outlook, and considerable optimism is exhibited.

Rope and Twine, Etc.

There is a fair demand for this line. Quotations are as follows:—

Pure Manila rope .....15c base
British Manila rope .....11c base
African hemp .....11c base
Sisal .....10½c base
Lath yarn, single ..... 9¾c lb.
Lath yarn, double .....10¼c lb.

The Stove Business.

On account of the mild spell this line has if anything eased off, although demands are almost normal. It will be remembered with the cold spell some time ago this line boomed for a time. Several changes are to be made by some of the manufacturers in their designs, and some firms are now compiling new catalogues which will show the changes.

Gas Stoves and Ranges.

This has been a very busy season for gas stoves. The smaller towns seem to order farther ahead than dealers in the larger cities.

One manufacturer stated their factory was working overtime to fill their orders. Another stated they were exceptionally busy. Several important changes in design have taken place. The hardwaremen handling this line should look over some of the new features which are being embodied in gas ranges. These changes are not only good selling points, but are actual improvements, which will appeal very strongly to the buyers.

Garbage Burners.

This is a line which hardwaremen would do well to take up. They are about as sanitary a convenience as could be desired, are well built and will last for years. It is a well-known fact that the householder is looking for some sanitary means of finally disposing of garbage, particularly in small towns and villages where there is no regular garbage collection system. This is the season of the year when hardwaremen could do quite a little missionary work in selling this line.

Paris Green.

There is a fair demand at present for Paris green, orders are being placed ahead for later shipments and quotations remain unaltered since our last report which was as follows:—

	Paris Green.	
	C.P.C. Green.	Berger's
600 lb. casks	16¼c lb.	17¾c lb.
250 lb. casks	16½c "	18c "
100 lb. drums	17½c "	19c "
50 lb. drums	17½c "	19c "
25 lb. drums	17¾c "	19¼c "
1 lb. packages	19¾c "	21¼c "
½ lb. packages	21¾c "	23¼c "
1 lb. tins	20¾c "	22¼c "
½ lb. tins		24¼c "

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c	lb.
Brazing Metal	26c	lb.
Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	27 to 29c	lb.
Wiping Solder	24 to 26c	lb.
½ and ½ Solder	25 to 27c	lb.
Pattern Aluminum	23 to 24c	lb.
Ingot Aluminum 99% pure	19½ to 20½c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	15¾ to 17c	lb.
Tin	40½ to 44c	lb.
Lead	$5.65 to $5.85	
Tinkers' Bar Solder	28 to 29c	lb.

Tinners' Trimmings.

Demands are not to be complained of at present, though some time ago the demand was exceptionally heavy.

WINNIPEG.

WINNIPEG, Man., Jan. 21.—The only news in the way of price changes is in Canada plates, full polish, which have advanced, and are now quoted—6 to 7-inch, $4.50; 8-inch, $4.75. For the rest business is very quiet, and it is too early in the season to make predictions.

The building permits are, however, starting off well. All indications point to a banner year. Already building permits have those of last year doubled for the same length of time, and if this is the case under the present financial conditions, it is expected that the spring will see activity unsurpassed in the history of Winnipeg. Already the permits issued up to the present are $299,350 in advance of what they were at this time last year. The total permits issued number 62 for buildings valued at $546,400. This is undoubtedly a good start.

Turning to the business outlook in general, there are many encouraging signs. From the best sources of information I have been able to consult there should be some twelve millions of bushels yet to market of wheat, about one million of flax, and from fifteen to twenty million bushels of oats. The oats are, however, a very uncertain quantity, as with cold weather, as seems probable for the balance of the winter, the consumptive demand may greatly reduce the surplus. In the meantime wheat and flax prices are rising steadily, and what grain is coming to market is giving the farmer a good profit, but for the most part it is firmly held for higher prices, and it looks as though those who have this expectation will see it fulfilled.

It will be easily seen that an increase of 5 cents per bushel on all grain to market aggregates a vast sum, greatly adding to farmers' profits and supplying a very large amount of ready money for circulation.

The Manitoba Provincial Government will expend large sums during the current year in road construction, a line of activity very helpful to the hardware trade. The City of Winnipeg will have to expend some $5,000,000 in improvements outside of its new waterworks plant. It would seem from the above that contractors' tools and builders' supplies will move freely in the spring.

In stoves, the cold snap has brought out a few customers. Paints and oils are quiet. In metals, an advance in full polish Canada plates has been already noted.

ANNOUNCEMENT OF RATES FOR PARCELS POST.

(Continued from page 38.)

date of installation of the system, until June 30, the ending of the fiscal year the railroads of the country did not get one additional cent for the carriage of the 300,000,000 packages carried, and that since July 1, the beginning of the present fiscal year, some of them have received from but 1 to 5 per cent. additional compensation. In addition to this, the Postmaster-General has been compelled to announce that he will make an emergency recommendation to Congress for further compensation to carriers to save them from actual loss in the handling of mail, the recommendation being based on the volume of mail due to parcel post."

The C.O.D. Addition.

In this report of the U.S. Postmaster-General, he makes it clear that the C.O.D. system benefited the mail-order houses. This is self-evident, and it would be to the lasting shame of the merchants of Canada if they ever permitted our postal officials to go so far. Quoting from this section of the report the following is found:

"Collect-on-delivery service was made available to patrons of the parcel post on July 1 last. This facility enables the senders of a mailable parcel on which the postage is fully prepaid to have the price of the article and the charges thereon collected from the addressee on payment of a fee of 10 cents, provided, etc., etc. This feature of the service is believed to have had the effect of stimulating mail order business by making unnecessary in many transactions the payment of money in advance by purchasers or the extension of credit on the part of sellers, and it has become very popular owing to the promptness with which collections are returned to the senders. It is also believed that this service will prove a great convenience to our farming population when they accustom themselves to a larger use of the parcel post."

The Interstate Commerce Commission of the United States in its report just made public, declines to be made responsible for the situation created by the parcel post system, and asks to be relieved from its enforcement. The commission broadly intimates that it will lead to confiscation of express property and business.

This, then, is the actual state of things in the United States. Parcel Post has apparently overspent its allowance nd the question arises as to whether it is going to be a benefit or a detriment. The railways might naturally ask whether the system will show any profit at all when the post office begins to pay for parcel post mail that is still being hauled at the old contract rates.

What Is In Store for Us?

Will the Canadian officials run into the same noose? Are we going to have a white elephant on our hands a year hence in the shape of Parcel Post? Are we to have a system that requires jacking up at frequent intervals with fresh funds from the country's treasury?

The delay that has already occurred shows pretty well which way the wind is blowing at Ottawa. It looks as if our own officials see breakers ahead. Time will tell just how well they have been avoided.

Industrial.

Watsons, Limited, makers of wire screens, expect to open their plant at Bradford, Ont., in February.

Hamilton, Ont.—F. W. Bird & Son, makers of roofing paper and branch of an American firm, are making extensions.



The public is discarding the gloom bogie of the stock speculators.

Methods of Retailing Paints and Varnishes

Paint an All-Year Round Seller

Toronto Dealer Displays Paint in Zero Weather and Makes Many Sales — Making Preparation for Spring Business.

PAINT is no longer a one-season seller. Some years ago it may have been considered as such, but the tendency to-day is to sell paint the whole year round.

It is true that sales are curtailed to some extent during the winter months, but that does not prevent a live dealer from making his paint department a profit-maker during all seasons of the year.

There is a hardware dealer located in the western section of the city of Toronto, who arranged a window display of paints two weeks ago, about the time when the thermometer was hovering around the zero mark.

Did he make a mistake in doing so? I do not think he did. He has made a good many sales of floor paint, floor wax, enamel, varnish stain, wall paint, and brushes as a result of the display.

He says that the paint department must hold up its end during the winter months, the same as all other departments in his store.

He does not believe in relaxing his efforts in the paint department during the winter. Several people remarked that he was trying to start the paint season a little bit too early, but the remarks did not affect him, he simply kept the goods well to the front, and by an attractive display he was securing a nice little share of business on the side.

Do not think that his sales run around the 25 and 50-cent limit. He has made a number of good sales during the past two weeks.

One customer made an enquiry regarding a finish featured as being especially attractive and durable for walls. The customer left the store with a quart of flat wall finish, and a three-inch paint brush. Two days later the customer returned for another quart of the same material. Before he was finished painting, the customer used two gallons of paint, and some thinning material.

This is only one of the many customers who purchased paint as a result of a winter window display.

You cannot expect a big rush for paint during a slack season, but if you sell paint to one or two dozen customers, as a result of a winter window display you are doing good work.

In arranging a winter window make good use of show cards pointing out the fact that certain kinds of work can be done successfully during the winter months.

There are many householders who have plenty of spare time on their hands during the long winter evenings. This time can be devoted to painting and decorating in the home. A large amount of interior painting would doubtless be done by householders during the winter months, providing they knew that work of this nature could be undertaken and carried out successfully.

The example of the Toronto merchant could easily be followed by other hardware merchants. Why not try it out as an experiment?

In addition to making sales during the slack winter season the merchant can also do a great deal of preparation work.

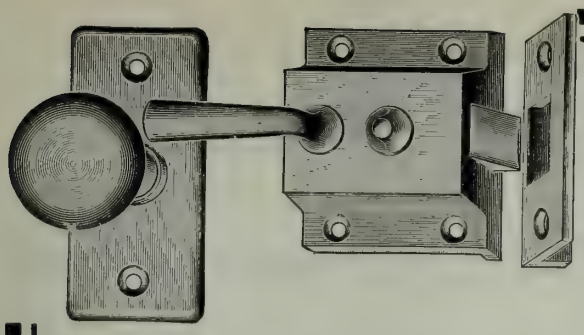
Work such as getting up complete mailing lists, looking up prospects, etc., can easily be done during the slack season.

If this work is left until the busy season sets in, the chances are it will receive scant attention.

In slack seasons prepare for busy seasons. With all preparations made early in the year, the dealer can launch his campaign early, and reap in a large share of profits.



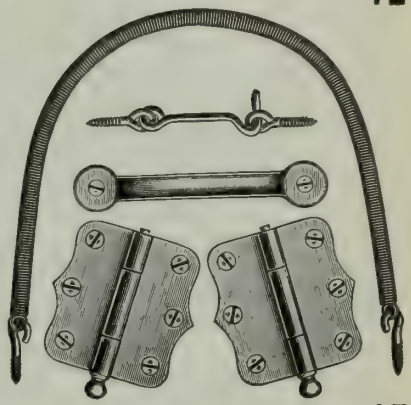
Window display of paints by J. D. Anderson, 753 Broadview Ave., Toronto.



SCREEN DOOR FITTINGS

Are Good Profit-Makers

BUT you must have your stock in good shape to meet the demand when it arrives. It has surely been proven this winter that nothing is so uncertain as the opening up of the different seasons. Screen door weather will come suddenly and unannounced. With it will come the demand for screen door hardware. If you have your stock in shape you will get this business—if not you will lose it. Cinch this business by taking Time by the forelock and getting ready to-day. Our selection of these fittings is large, and we are ready to satisfy your requirements. Lost time means lost money—Don't be a Loser.



The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton



Other Berry Brothers' finishes that have wide popularity among builders and home-owners are:

Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.
Luxeberry Wood Finish—For the finest rubbed or polished finish on interior woodwork.
Luxeberry Spar Varnish—For marine uses and all kinds of exposed outdoor finishing. Never turns white, checks nor cracks.

Use and recommend "Berry Brothers'" varnishes —the kind that make satisfied customers.

Write for interesting literature on the varnish question.

You Can't Hurt Floors

Finished With Liquid Granite

You need never worry about your hardwood floors or linoleums if they are finished with Berry Brothers' Liquid Granite. Hard usage and frequent scrubbings won't injure this superior floor varnish, and its hard, tough surface will keep your floors looking bright and smooth and glossy for a long time.

It's easy to clean such floors, for dirt and grease don't penetrate Liquid Granite, and are quickly washed off with soap and water.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
WALKERVILLE ONT.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, January 28.—During the past week orders have been coming in to the local manufacturers in bunches owing to the fact, that their travelers are once more on the road and doing good business. As stated last week, the quantity of paint ordered by retailers throughout the country goes to show that the feeling which existed during the last half of last year is gradually fading away and conditions to-day are in much better shape than most people expected. The only sign of any depression at all is in the larger centres such as Toronto, Montreal, Winnipeg and Vancouver where retailers are not inclined to follow the steps of practically all country dealers who seem to have rid themselves of the pessimistic attitude. There is practically no immediate business being carried on but this is not noticed when the future business is taken into consideration. Collections are very good and the West is showing vast improvement over the conditions of three or four months ago while the eastern conditions are about normal.

White Lead.

The conditions in this market have improved somewhat over last week and the chance for an advance in lead is not quite so strong. Pig lead has declined on the London market five shillings and is now quoted at £20 2s. 6d. As stated last week, the market for pig has been very strong for some time and the price has gradually increased until it had practically jumped three pounds without affecting the local quotations. Had this condition kept up there could have been nothing to prevent an advance in local quotations but as this price has now receded the possibilities are not so great. However the market is very firm at the following figures:—

Dry White ..... 6¾ cents.

Lead in Oil—

5 ton lots $7.75
1 ton lots 8.05
Less than 1 ton 8.25

Linseed Oil.

Local dealers report a very strong market this week. The demand is very good for this season of the year and the prices quoted are unchanged from last week although there are rumors going around at the present time that higher prices would not be out of order. The majority of firms are quoting 60 and 63 but one house gave a price of one cent cheaper. More than a seasonable demand is passing with the following quotations in effect.

Raw Oil—

1 to 4 barrels ..... 60 per gal.
5 to 9 barrels ..... 59c per gal.
10 to 25 barrels.....58c per gal.

Boiled Oil—

1 to 4 barrels ..... 63 per gal.
5 to 9 barrels ..... 62c per gal
10 to 25 barrels ..... 61c per gal.

With open prices for carload lots.

Prepared Paints.

As far as immediate business is concerned, the market is a dead one but this cannot be said when referring to futures. Spring delivery orders are plentiful. Country dealers are ordering in good healthy quantities and their confidence in the future can easily be judged by these.

Glass.

The market is rather a quiet one at present as this is the "off" season for glass. The demand is very light with the same prices ruling.

Putty.

The demand for putty is much the same as that for glass, rather quiet with the same prices in effect.

Putty quotations as follows:

Bulk, in casks ....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.

With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

Last week we stated that the conditions existing would warrant an increase in the price of turpentine and this has happened during the week. Local dealers are still split as to quotations the lowest being 64 cents for single barrel lots while the highest was 67 cents per gallon with lots of 5 barrels and over five cents cheaper. The situation is still one which might lead to higher prices as the conditions in the south are not too good. The market is very firm at the above quotations.

Gasoline.

The demand is still very good considering the weather conditions with the same prices ruling, namely, 25½ cents per gallon in wood, 22½ cents per gallon in steel or drums while local tank wagon prices is 21 cents per gallon for 100 gallons and over.

Benzine.

The demand is much the same as last week. Barrel lots in wood 23 cents per gallon with 20 cents per gallon in steel or drums while the local tank wagon price is 19 cents for 100 gallons and over.

TORONTO.

TORONTO, Jan. 29.—During the past week, business for immediate delivery was rather quiet, although the outlook for the future is bright.

Towards the end of February there should be a decided improvement in business.

Advance in Turpentine.

Turpentine has advanced 2 cents per gallon and the market is still firm. Sales at Savannah last week were 701 barrels against receipts of 1,000 barrels.

Toronto quotations are now as follows:—

Pure turpentine, 1 bbl. lots per Imp. gal., 70c.; 2 to 4 bbl. lots, 69c.; 5 gal. lots, 77c.

Linseed Oil.

Linseed oil quotations have been revised. Formerly, a difference of one cent per gallon, existed between single barrel quotations and 3 to 5 barrel quotations. There was also a difference of one cent per gallon between the latter quantities, and the prices of 6 to 9 barrels. A difference of two cents per gallon now exists and quotations are as follows:—

Raw linseed oil, 1 to 2 bbls. per 9 lbs., 65c.; 3 to 5 bbls per 9 lbs., 63c.; 6 to 9 bbls. per 9 lbs., 61c; 10 barrels, open. Boiled linseed oil, 1 to 2 bbls per 9 lbs., 68c.; 3 to 5 bbls per 9 lbs., 66c.; 6 to 9 bbls., 64c.; 10 barrels, open.

Oil for less than 1 bbl., 7 cents per gallon additional. 5 gallon cans, 50c.; 10 gallon cans, 75c. each.

White Lead.

The following prices are still being quoted for delivery up to May 15:

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Glass and Putty.

There is no change in glass or puty quotations. The following prices are quoted on standard putty.

Bulk in casks, $2.40 per 100 lbs.
100-lb. drums, $2.60 per 100 lbs.
Bladders in barrels, $2.90 per 100 lbs.
Pure putty, 70c hd. advance.

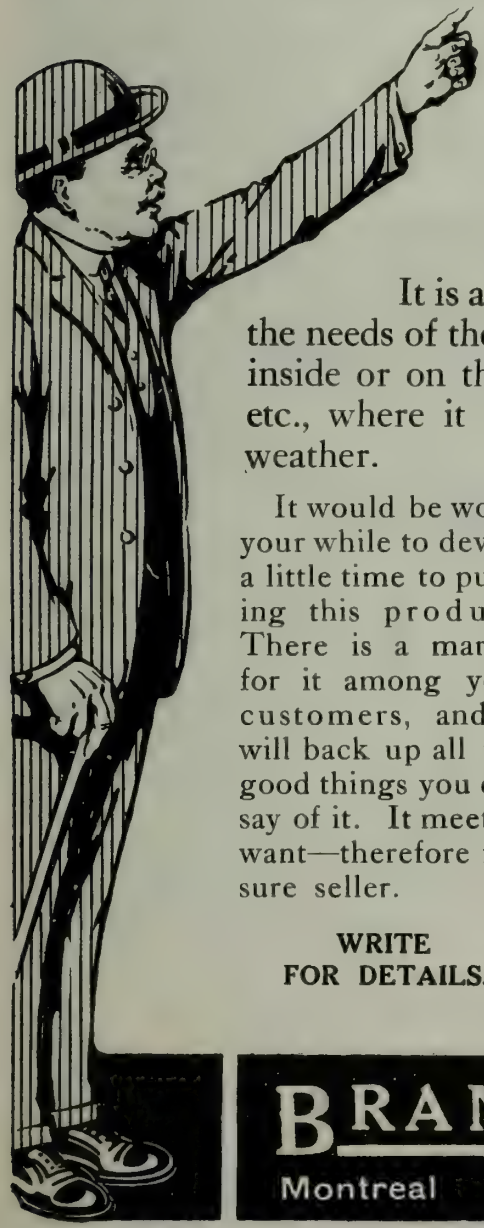
Glass is quoted at 15 per cent. discount from the list prices shown in current market quotations.

Prepared Paints.

Spring booking continues, and so far compares favorably with the corresponding period of last year. There is at the present time a fair demand for inside finishes and the outlook for a good volume of spring business is exceedingly bright.

Owners specify Floorlustre

The fact that Floorlustre is a known and reliable floor finish, of recognized merit, is your guarantee that it is not only a sure seller, but is equally certain to please your customers, hence is a profitable and satisfactory product for you to handle.



It is made in ten attractive colors, dries with a rich lustrous finish, will not crack or peel, and will stand hard usage.

It is a floor enamel, precisely suited to the needs of the householder, and equally good inside or on the floors of porches, verandas, etc., where it is more or less exposed to the weather.



It would be worth your while to devote a little time to pushing this product. There is a market for it among your customers, and it will back up all the good things you can say of it. It meets a want—therefore is a sure seller.

WRITE FOR DETAILS.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3½ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge	0 26
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.

High grade compression work, 50 p.c.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lbs.	
Casting ingot	16 75	16 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1	21 00	21 00
Canadian Foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles, base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 06
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

	Montreal	Toronto
Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00
Galvanized—Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 60
" 60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

STANDARD WROUGHT LAPWELD PIPE.

Buttwelded.

Size.	Black.	Galvanized
¼-⅜ inch	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 03
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapwelded.

Size.	Black.	Galvanized
2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	31 75	44 45
5 inch	37 00	51 80
6 inch	48 00	67 20
7 inch	67 83	94 01
8 inch	71 25	98 75
10 inch	99 75	138 25

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.

Medium and extra heavy fittings, 70 p.c.

Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—48 and 15 p.c.

Hot Water Radiators—45 and 15 p.c.

Steam Radiators—47 and 15 p.c.

Wall Radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11¼	0 11¼
Light copper & bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 45
Imported pig, per 100 lbs.	5 75	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 80
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 and 10 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lbs.	6 25 6 45

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00 7 00
I X, 14x20 base	8 25 8 25
I X X, 14x20 base	9 50 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel— I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	

TINNED GOODS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 85

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

-in. mesh, 19 w.g., 60 per cent. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-inch x 22 ga. x 12-inch, roll	$3 00
½-inch x 22 ga. x 18-inch, roll	4 30
½-inch x 22 ga. x 24-inch, roll	5 65
½-inch x 22 ga. x 30-inch, roll	6 90
½-inch x 22 ga. x 36-inch, roll	8 20
1 inch x 20 ga. x 12-inch, roll	1 50
1 inch x 20 ga. x 18-inch, roll	2 10
1 inch x 20 ga. x 24-inch, roll	2 70
1 inch x 20 ga. x 30-inch, roll	3 25
1 inch x 20 ga. x 36-inch, roll	3 80
1 inch x 20 ga. x 48-inch, roll	5 10

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.

Rustless screen cloth, 7c sq. foot.

Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.

F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	5 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85



You Should Know About the MINERVA 1914 Paint Campaign

It's a real money-maker for aggressive dealers.
Quality goods, well-advertised in direct support of your business.
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PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

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WINNIPEG VANCOUVER LONDON, ENG.

Established in 1834

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MARTIN-SENOUR PAINTS & VARNISHES

A Real Step Forward

When a Hardware Dealer takes the time and trouble to thoroughly investigate the paint question;

when he compares the values of the various brands of Paint, on a basis of their service value to his customers;

when, after thorough investigation, he decides to handle not the cheapest —but the best—then, he is taking a real step forward.

Have us show you how Martin-Senour 100% Pure Paint will cost your customers less and make you more money than any other paint on the market.

Take a real step forward—investigate.

THE MARTIN-SENOUR CO.
LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

HARDWARE AND METAL

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Millo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 85
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney. 0 85
Pitch, Scotch, per 100) 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 9 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 90
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 30
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 80

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 65
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 00

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅝-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅝	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock ..... 18c ft.
Ontario ..... 16c ft.
Faultless ..... 20c ft.
Extra Heavy ..... 28c ft.
Hercules ..... 23c ft.
Decorator ..... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22			2.86
24			3.12
26			3.38
28			3.64
30			3.90
32			4.16
34			5.10
36			5.40
38			5.70
40			6.00
44			7.40

(COMMON SINGLE LADDERS)

8	ft., each	$0 80
10	ft., each	1 00
12	ft., each	1 20
14	ft., each	1 54
16	ft., each	1 76
18	ft., each	1 96
20	ft., each	2 40
22	ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each	$1 50	14 ft., each	$4 20
8 ft., each	2 00	16 ft., each	4 80
10 ft., each	2 50	18 ft., each	5 40
12 ft., each	3 00	20 ft., each	6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 80
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 80
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

"Ready" Roofing and "Black Diamond" Tarred Felt



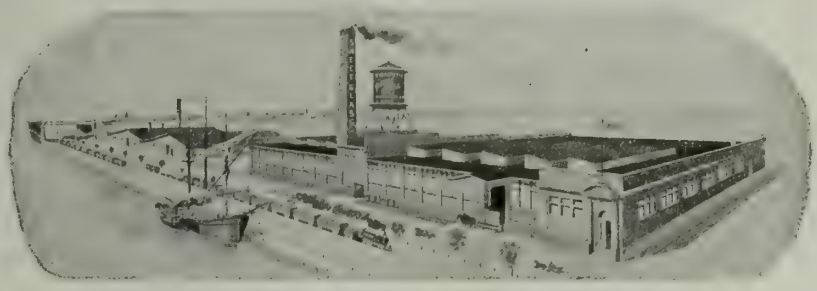
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Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper**, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL
F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH
Trimmer Handle
Tinner Snips



Heinisch Quality

Assures Maximum Service

We manufacture a full line of Tinners' Snips, Tailors' Shears, Scissors, Trimmers, etc.

Your jobber can supply you.

Our firm name, which is stamped on every article, is our guarantee of universal satisfaction.

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.



ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail & Tack Co., Edwin Ave., W. Toronto

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OIL CANS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00

MACHINE OILERS.

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter 13 20	14 65
Henckel's 7 50	20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope 0 10½
Pure Manila rope 0 15
"British" Manila 0 11
African hemp 0 11
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 09¾
Lath yarn, double 0 10¼
Sisal bed cord, 48 feet, per doz.. 0 72
Sisal bed cord, 60 feet, per doz.. 0 90
Sisal bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3ply twine.... 0 26
Wrapping cotton, 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs. 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 3 40
Common, plain 4 25
Common, plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs. 2 35
Solid, 3 to 30 lbs. 1 65

SASH CORD.

No. 9, per lb. 0 50
Sash Chain, No. 2, hd. ft. 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	6 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10 7½	10
"	R.H., bright	80	10 7½	10
"	F.H., brass	75	10 7½	10
"	R.H., brass	70	10 7½	10
"	F.H., bronze	70	10 5	10
"	R.H., bronze	65	10 5	10
Drive screws		65	10 5	10
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.		$5 00		
Bench, iron, per doz.		4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½	45	
Draining tools 60	60		
Scoops .....50 and 5		45 and 5	
Hollow backs and sand shovels 60		45	

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 5 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 60	4 00 5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10 3 60
Hindostan	per lb.	0 06	0 10
" Slip	"	0 15	0 20
" Axe	"	....	0 16
Deer Creek	"	....	0 10
Weerlick	"	....	0 25
" Axe	"	....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 00 7 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 49, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 17½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 00
Challenge 311E 84 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in..		0 70
" " "	34 in..	1 00
" " "	36 in..	1 25
" " neckyokes, 36 in..		1 25
" " doubletrees, 40 in..		0 95
" " lumbermans, 44 in..		0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors', 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $18; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 90
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders, 50 and 5 per cent.
Steel fry pans, 60, 20, 10, and 5 p.c.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	6 60
With rim, 18x28, per doz.	7 20
With rim, 20x30, per doz.	7 80
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 80
Without rim, 20x30, per doz.	5 00

The MOORE way of selling paints adds no cost to the selling price

Mr. Dealer,—

Your customer demands the best paint you can give him at a reasonable price. The money you pay for your paint, is it going in the can, or elsewhere? Every can of Moore's House Colors contains value for money received.

If it is expensive to sell the paint you handle, and you have to pay more for it on that account, then you are not giving your customer value for money received. Why? Because your cost is increased, but your value has not.

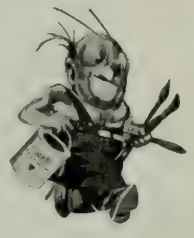
Write for particulars of the MOORE way of selling paints. It will pay you.

BENJAMIN MOORE & CO., LIMITED
2, 4, 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTERET

"SILKSTONE" Flat Wall Colours

(COPYRIGHT)



good in your store for the customers they bring—good for your customers for the service they give.



Silkstone—smooth as silk, hard as stone—is sanitary, washable and better than wall paper. Your customers will be satisfied with it—they'll come again, and the nice profit will make you glad to see them.

We want agents in some places yet. Write.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. **WINNIPEG, CANADA**

Jamieson's "50" FLAT VARNISH

A Varnish that won't show Brush Marks and which gives the rubbed effect to perfection—a most convenient and satisfactory flat finish

R. C. Jamieson & Co.

LIMITED
Established 1858

MONTREAL - VANCOUVER

Owning and Operating P. D. DODS & CO. Ltd.

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90
	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
Litharge, flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

	Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20
	Per lb.
Glue.	
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	
Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.	
XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb.	0 19½
In 50 & 100 lb. drums, per lb.	0 20¾
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts., 100 lb. in cs., lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs., lb.	0 23¼
In ½ lb. pkts., 100 lb. in cs., lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per Gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 85
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	64	66
Linseed Oil, raw, single barrels	59	62
Inseed Oil, 3 to 5 bbls.	56	61
Linseed Oil, 6 to 9 bbls.	55	60
Linseed Oil, boiled—		
single bbls.	60	65
3 to 5 bbls.	59	64
6 to 9 bbls.	58	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Star.	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star.	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Royal Oak, $3.00 dozen.

AUGER BITS.

"Irwin" bits, 45 per cent.; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 point, $1.95 f.o.b. Fort William, $2.30 Winnipeg; Glidden 2 pt., $1.82 Fort William, $2.15 Winnipeg; Baker 2 pt., $1.80 Fort William, $2.12 Winnipeg; Waukegan 2 pt., $1.80 Fort William, $2.12 Winnipeg; Alberta 2 pt., $1.80 Fort William, $2.08 Winnipeg; American special 2 pt., $1.45 Fort William, $1.70 Winnipeg; Plain twist, $2.80 Fort William, $3.20 Winnipeg; Coil spring, No. 9, per 100 lbs., Fort William, $2.20; Winnipeg, $2.60. Price quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; square and hexagon nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet planished copper, 37½c per lb. Tinned, 30c.

CROWBARS.

4½c per lb.

CANADA PLATES.

Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.35; 8 inch, $4.60.

CLEVISES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 70 and 12½ p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

16 gauge, $3.85; 18 gauge, $4; 20 gauge, $4; 22 and 24, $4.10; 26, $4.25; 28, $4.50; 30 or 10¾ oz., $4.75.

	"Queen's Head." "Apollo" and "Fleur de Lis."
10¾ oz. or 28 Eng.	4.75 5.10
28 Am. or 26 Eng.	4.50 4.85
26 Am. or 26 special	4.25 4.60
4 Am. and English	4.10 4.45
22 Am. and English	4.10 4.45
18 and 20 Am. and English	4.00 4.30
6 Am. and English	3.85 4.15

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 11c; Pure Manila, 15½c; British Manila, 11½c; lath yarn, 10¼c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

Full boxes, 25c lb.; less quantities, 26c lb.

SCREWS.

Bright iron round head, 80, 10 and 5 p.c.; flat head, 85, 10 and 5 p.c.; round head, brass, 70, 10 and 5 p.c.; flat head, brass, 75, 10, 5 p.c.; coach, 60 p.c.

STAPLES.

Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 75c.

DRY COLORS.

White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, $6.25 per cwt.

PUTTY.

Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.75.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

Capewell, per box of 25 lbs., No. 3, $16.05; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, $3.00; No. 9 and larger, $2.78.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 60 per cent.

IRON WASHERS.

Full box, 35 p.c.; smaller lots, 30 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70.

LOGGING CHAIN.

5-16 in., $6.25; ⅜ in., $5.25.

LANTERNS.

Cold blast, per doz., $7.25; plain, $2; coppered, dash, $9; plain, $9.25 doz.

POULTRY NETTING.

52½ per cent.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

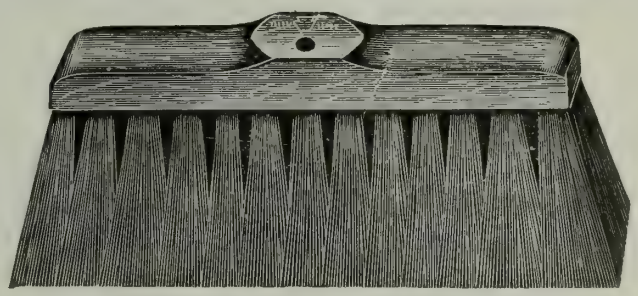
	Name of Brand:
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company

100 William Street, New York, N.Y.



STABLE BROOMS

are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

Stevens-Hepner Company LIMITED

PORT ELGIN ONTARIO

THERE'S MONEY IN THE RIGHT PAINT



If you stock a complete line of **Ramsay's Paints and Varnishes** there's no danger of a customer going to "the other store" because you couldn't fill the bill.

Furthermore, that customer will be **satisfied.** Time and climate won't alter his first good impression of the paint you sold him because Ramsay's Paints have stood the test since 1842, and have built up a reputation for right down durability and unfading qualities in spite of our strenuous weather conditions.

Ramsay's paints sell themselves—stock them, there's money in it for you.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42

Humpty Dumpty Folding Egg Crates

for the farmers, for the poultry dealers, for a dozen and one people who enter your store every day.



Have some "Humpty-Dumpty" crates handy, where they can be seen and make a bid for all the large custom that will go elsewhere, if it doesn't come to you.

The "Humpty-Dumpty" gives splendid service, it protects eggs, preventing their getting broken—saving its users the cost many times over.

And it pays you who handle it a very nice profit, besides the good-will we've already told you about. Write for prices.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

STILL'S Cant Hook AND Peavie Handles

Are the best. Made of the best Hard Maple and Hickory. Nicely finished and carefully graded. All leading jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO



Do You Sell Paint Insurance?

That is what property-owners want when they buy paint from you.

Canada Paint products give this protection, and in selling them to your customers you can depend on it, you are giving them reliable paint insurance. Unless you are familiar with the Canada Paint Co.'s 1914 Agency Proposition you do not know what it would mean to have the Canada Paint Agency in your town. The C. P. Agency goes further than reliability and honest value in a full line of Paints and Varnishes, etc. Realizing that increased paint sales for you is a mutual benefit—a complete and practical plan has been perfected, and is now at your command, to bring more buyers into your store.

We will appreciate your courtesy in allowing our representative to show you the C. P. proposition. A post card will arrange a call whenever convenient for you.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

CP
TRADE MARK

STAINS-ENAMELS
LINSEED OILS

PAINT

TO MAKE GOOD MUST BE MADE GOOD

This fact gives away no secret—but must not be lost sight of when you make your selection for

1914

and is one of the many reasons why you cannot overlook

MAPLE LEAF
Paints and Varnishes

Provided you are seeking to place your paint department on a solid, substantial, profit-producing basis.

Let us see your signature below a sample order for, say, MAPLE LEAF PAINT, ELASTILITE VARNISH, or FLOGLAZE.

We can then prove our argument to your entire satisfaction.

FINISHES THAT ENDURE
M L
QUALITY

Do it now. Write us about the M. L. Proposition and the co-operative advertising our Maple Leaf Decorative Aid Department is prepared to push forward in your interests.



THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER



"WILWEAR" Bath-Room Fittings

the goods that produce an expression of confidence on the face behind the counter. That expression brings sales and profits to the dealer. "WILWEAR" is guaranteed, and has all the good features that make selling a pleasure, namely, quality, weight and finish. No dead stock when handling our patterns. Don't be contented with results from high-priced lines; your customers are entitled to more consideration. Send for catalogue "B."

NOVELTY MFG. CO.
WATERBURY, CONN.

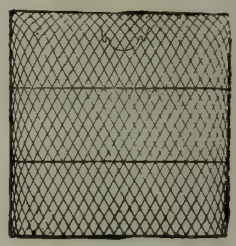
We are headquarters for

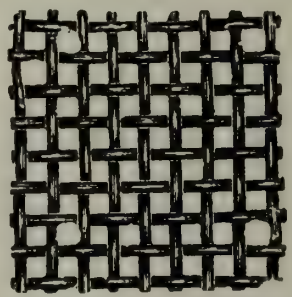
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

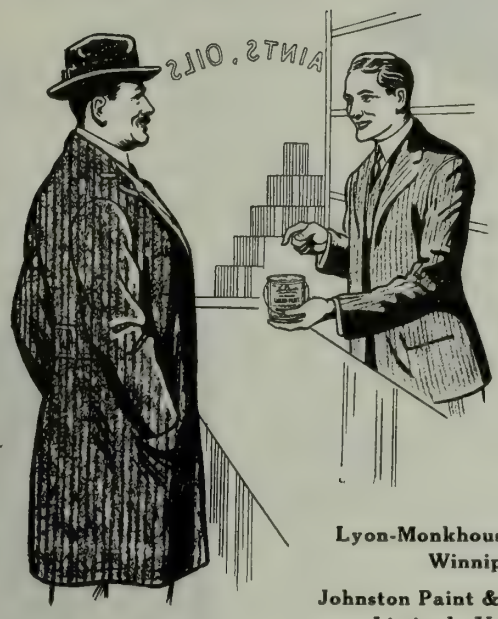
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Satisfied Customers Mean "Big Business"



When you sell Lowe Bros.' High Standard Paint, you are selling years of paint service, years of satisfaction and good-will towards you and your store.

That's because we've put over 50 years of scientific knowledge—two generations of skill, test and refinement into every can you sell.

No need to wonder about the success of your paint department if you and we decide to become partners in the paint business. That's just about what our proposition means—a partnership—so earnest are we in our intent to make money for you and ourselves.

Our proposition certainly is unique. Why not look it over? No obligation. Write.

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Winnipeg

Johnston Paint & Varnish Co., Limited, Vancouver

Lowe Brothers LIMITED
TORONTO

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Makes Steady Customers

The Wall Paper Cleaner

that's used and endorsed by MILLIONS

Sold in tin cans and ready for use.
Makes paper cleaning a pleasure, as it makes no dirt and **takes all dirt** with the greatest ease and at the same time brightens the colorings.
The most delicate colorings are not affected by its use.
It also makes an efficient cleaner for Shades, Kalsomine, Frescoes, etc.
Climax will prove one of the most active sellers in your store, and its profit allowance is good.





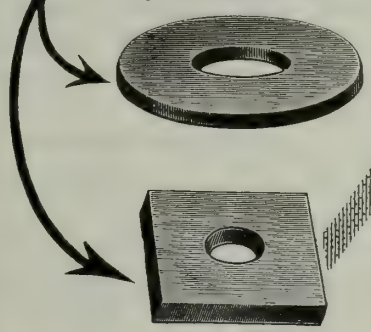
Lay a foundation for more sales by introducing it to your customers now.
Full particulars? Write!

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Distributing Points:
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Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

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Plain or Galvanized

Prompt Shipments

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES



These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

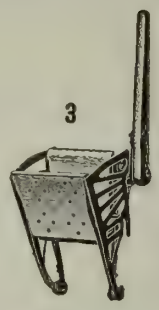
DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and an order blank

HARDWARE & METAL

Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

The WHITE MOP WRINGER



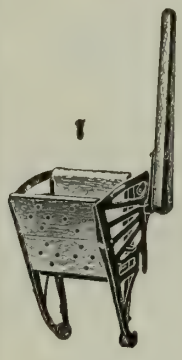
is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

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OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.

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MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR

HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

Some Advertising Advice.

¶ To make your advertising help your business, you must make it your business to help your advertising.

¶ Fancy a salesman calling on a very busy man once a week for a year, and saying exactly the same thing, wearing the same clothes and the same expression. Wouldn't he stand a fat chance of doing business? And yet there are men who will condemn advertising because it can't produce results under conditions which would be absolutely intolerable in the human salesman.

¶ You may not have the artistic ability to plan attractive layouts for your advertisements—few business men have — but you can say something about your line that no other man can say. Something that rings true, something convincing—something that will sell.

¶ Leave the planning of your ad. to our service department. Tell us what you want to say and put it up to our ad-writing department to dress it up for the occasion—effectively.

¶ Our ad-planning-writing service is second to none in Canada, and many of our most successful advertisers are taking advantage of it. Its services are free, and every advertiser or prospective advertiser in this publication is invited to employ its help.

¶ Remember this—cold type and illustration are representing your product — your house—your service. If the illustrations are poor, if your message is weak, the type arrangement unattractive, a poor impression is received by the readers of your advertisement. On the other hand, good illustrations, good copy and a good layout give a good impression.

¶ You can't afford to allow a poor advertisement to represent you, when our Service Department stands ready to help you.

¶ **If you want your advertising to make good, you've got to make it good.**

¶ And it **will** make good in Hardware and Metal if **you'll** do **your** share. **We're** prepared to do **ours.**

HARDWARE AND METAL
143 University Avenue TORONTO

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Any of the following books sent prepaid on receipt of price

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THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 774 illustrations; size 10 x 13 inches. Cloth bound. Price $5.00.

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A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. Price $3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price $3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price $2.50.

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175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price $1.50.

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A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $10 a hundred. Leather bound. Price $1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. Price $1.00.

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By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tinplate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

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METAL WORKER SHOP CARDS.

Made of Manilla Board, 11 x 14 inches; eyeletted for hanging up in the shop. Each, 25 cents; Per set, 60 cents. This set of useful cards now consists of three numbers, as follows: No. 1—Table of the quantity of tin required for roofs. No. 3—Table of the Diameters, Areas and Circumferences of Circles. No. 5—Table of the Capacity of Cylinders in United States Gallons.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

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An old Windmill often marks the Beginning of Things

The old windmill that stood on the mouth of the River Don (since beautified and straightened), marked the beginning of a Queen City and the

Fortunes of the Gooderham Family

There may be such a thing as luck, but most of the modern successes in Business can be traced to quality of mind and muscle. Thrift always follows certain characteristic qualities. The business instinct of the man is often noted in the youth. The way the Gooderham business grew from a small beginning to its large proportions makes an interesting study to the business man.

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Every Canadian should be a subscriber to this national magazine. Send a postcard to Dept. "M" and have your name added to our subscription list.

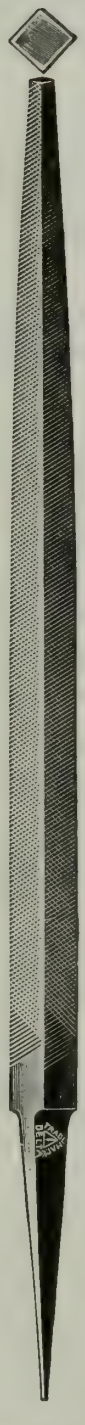
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Taking Chances



On the quality of the goods with which you supply your customers, means taking chances as to whether you are going to build up a bigger, better business through the reputation you get for giving value, or remain as you are, or perhaps, degenerate into a little two-by-four kind of store—the sort that is only patronized when people are in a hurry.

And as regards files—you can't do better than handle clean-cutting, long-lasting, crucible steel.

Delta Files

the sort that will help build your business by the service they give your customers, the sort that bring repeat orders all the time, the sort that you take no chances with in staking your reputation on.

Stock up a few Delta lines, now, and give them a try-out. You'll be surprised at the way your customers come back for more, at the way they get confidence in the things you sell.

Order from your jobber or from us direct, but be sure you get genuine "Delta's" by looking for this mark on the Tang:

TRADE MARK
DELTA

It safeguards the interests of you and your customers everywhere.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

Blue Steel!

You know how good it looks—that blue-purple temper on the best tools, deep blue, changing through all shades of purple, to palest straw?

You know how that coloring somehow connects up in your mind with the idea of quality—with the idea that the tool bearing it is worthily made — will stand up under the service for which it was designed.

Your customer feels the same way about it. He, too, is prejudiced by blue steel; he, too, feels the pressure of the tool's greatest sales-argument.

Insist on **British-American Wax Paper** wrappings on your stock and make sure that your manufacturers and jobber ship you only tools whose greatest sales-asset has not been marred by unsightly rust.

You can't clean rusty blue tools either, because the blue is only skin deep and it will come off with the rust.

So, write them to-day and make your request. When they know how you feel about it, they'll be glad to comply,—for you satisfied, means your orders.

The

British-American Wax Paper Company, Limited

Darling Building, Toronto

BUR-NOR

You Never Can Tell



Just how stronga wooden handle is going to be, but you are sure of uniformity of strength in a Bur-Nor.

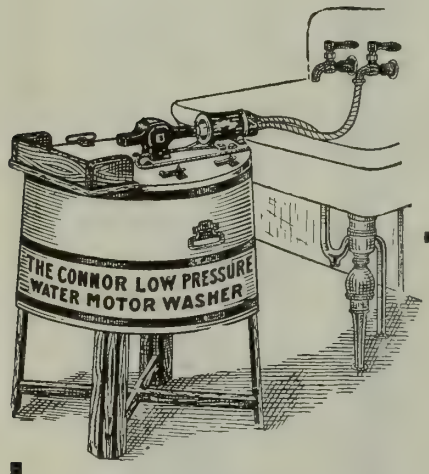
The construction and material of the Handle (Reinforced Steel) precludes any chance of weakness.

Under actual test 50% stronger than wooden-handled hatchets.

Write for Catalogue and Prices to-day.

BURGESS-NORTON MFG. CO.
Geneva, Illinois
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BUR-NOR



Up-to-date Housekeepers Looking For It.

PROVE yourself to be a live, up-to-the-minute hardware man by selling the

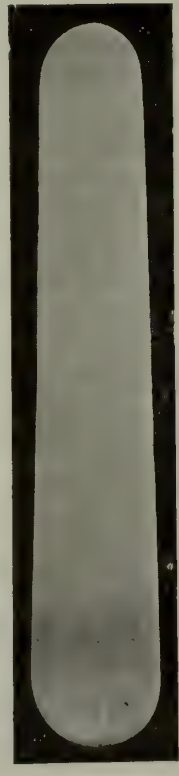
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Every housekeeper in your vicinity will be interested in this washer. Every one of them is a prospective buyer. This washer is NOT stalled when the water pressure is low. In fact it is specially designed to cope with such emergencies. Washes clothes quickly and thoroughly on a 20-lb. pressure. This feature is what will appeal to your "prospects" more than anything else.

Write for full description and our proposition to you.

J. H. CONNOR & SON,
LIMITED

Ottawa, Ontario.



Stratford Ironing Boards

are always steady sellers — no matter what time of year it is. Their long-lasting, non-warping capacities make them good friends among your women-patrons.

Keep some in stock; you can never tell when you'll be asked for an Ironing Board, and you'll want to supply the best.

So let us know where to send prices.

The

Stratford Mfg. Co.
Limited

Stratford, - Ont.

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Our best sales in the United States are made by Hardware Dealers who find the

AUTO TIRE HOLDER

to be a very profitable line to carry.

The Sly Perfect Tire Holder goes on the running board, **compact, neat** and **strong.** Secure and cannot become an easy mark for theft.

We have a good proposition for reliable Canadian dealers. Let us give you particulars.

The W. W. Sly Mfg. Co., - Cleveland, Ohio, U.S.A.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

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Nut Augers.
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120 Years of Bit-Building Experience





goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"

Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

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See That Your 1914 Spring Stock Includes

"Norcross" Cultivator-Hoes and Weeders!

Nearly every gardener will become a buyer and you will reap an exceedingly good profit



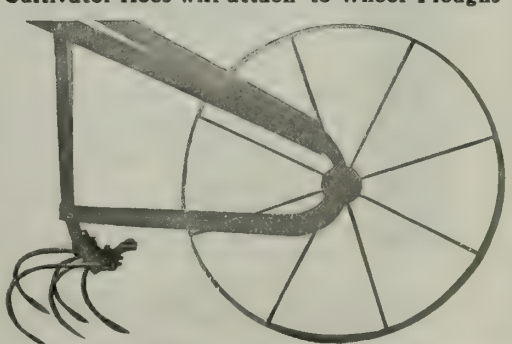
"Norcross" Cultivator-Hoes and Weeders practically take the place of both the common hoe and rake, and accomplish better and faster work than any other type of tools.
Excel wheel ploughs in many respects, and outsell because of price.
Quality and finish is of the highest grade.

Manufactured only by

C. S. NORCROSS & SONS

BUSHNELL, ILL., U.S.A.

Showing how the "NORCROSS" 5-Prong Cultivator-Hoes will attach to Wheel Ploughs



Write for descriptive circulars and list of Canadian jobbers handling this line.



Avoid Accidents by Using

Star Hack Saw Blades

known for over a quarter of a century as the standard of excellence in hack saws.

The sales of Star Blades have grown steadily, because the longer they are used the more conclusively is their sterling merit demonstrated.

They're convenient, too. A Star 14-teeth Blade can be used for all classes of work except very light work. For tubing 1-16 in. thick or less, use Star Blades 21 teeth to the inch.

If you don't know Star Blades, give them a fair trial. It would pay you to do so.

Catalog free on request.

Millers Falls Company

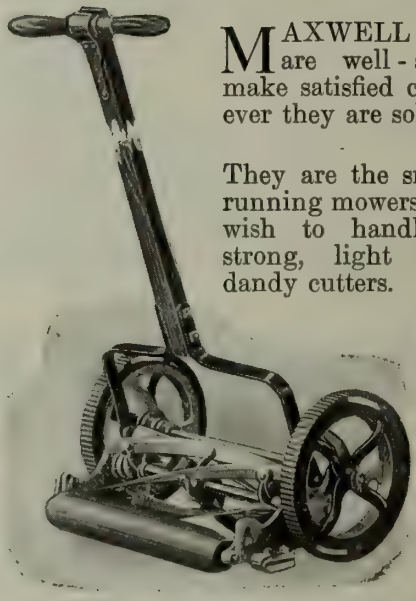
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New York



Two Styles Meet All Demands.

Place your orders NOW for

MAXWELL'S Lawn Mowers



MAXWELL Lawn Mowers are well-advertised and make satisfied customers wherever they are sold.

They are the smartest, easiest-running mowers you could ever wish to handle — well-made, strong, light to push and dandy cutters.

Made in all sizes, with 8 to 10-inch wheels, and with either 3 or 4 cutting blades. Now's the time to place your order for 1914 trade. Maxwell Mowers mean easy profits!

WRITE TO-DAY FOR CATALOGUE

DAVID MAXWELL & SONS, St. Mary's, Ont.



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., Limited

GALT, CANADA

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

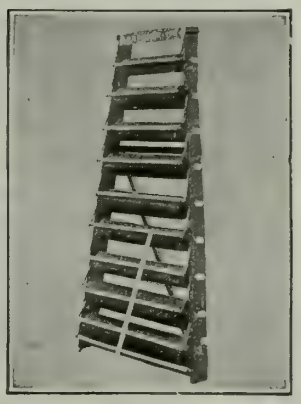
THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



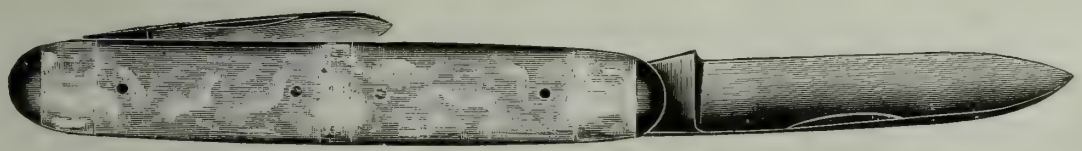
The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

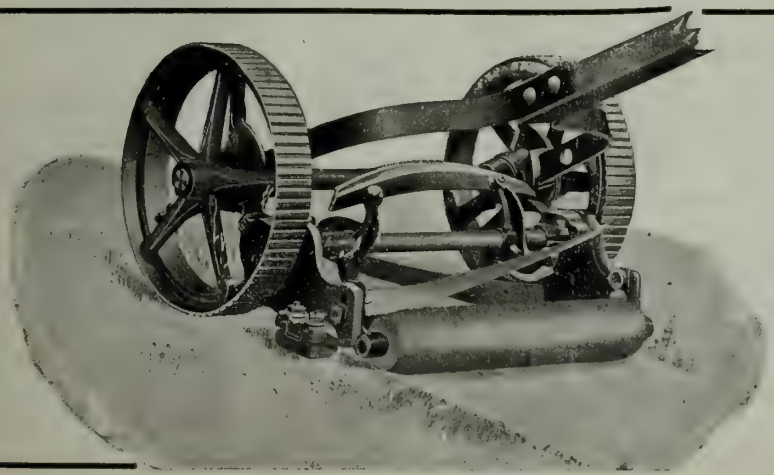
Dept. A. RENFREW, PA.

W. H. Morley & Sons "Clover Leaf" Brand Cutlery



Manufactured by
N. Kastor
Ohligs

Guaranteed Cutlery that gives splendid profit
Start 1914 with a trial order from your Hardware Jobber



Get in on this early!

Birkett Lawn Mowers have proven so satisfactory in service, have made users so delighted, that dealers are already booking up to make sure of early delivery.

So get the Lawn Mower problem in your head, and line up for some of this big business by asking us for full particulars now.

Thos. Birkett & Son, Limited

Ottawa, Ont.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Atlas
10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

SPOONER'S No Hot Boxes
NON-FIBROUS ANTI-FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

NUMBERS

PRIEST'S CLIPPERS



THAT'S SUFFICIENT



SEND FOR CATALOG TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.

Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements —IN— HAMMERS



ONCE USED, ALWAYS USED.



DOUBLE CLAW

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

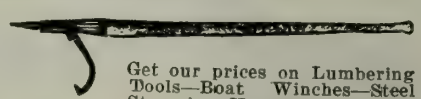
SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



"Hardwaremen, your Skating Rink should have a **J. & R. Ice Scraper** It cleans off Snow and water, saves time and expense, write for a circular and prices.

James & Reid
Sole manufacturers
Perth, Ont.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 Three Rivers, P.Q.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Ford—The One Best Bit—Ford

It's always the same RELIABLE FORD
never fails, always satisfies.

Ford Auger Bit Co. **Holyoke, Mass.**



EVER SINCE 1820
Shall we send a SALESMAN? Or our 224 page Catalogue "M"? Or BOTH? Write to-day to
ABBEY & IMBRIE, NEW YORK

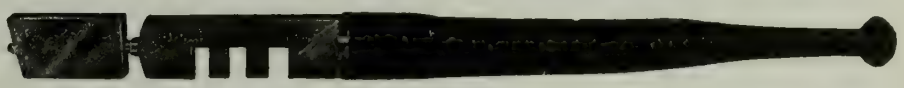
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL, Toronto

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

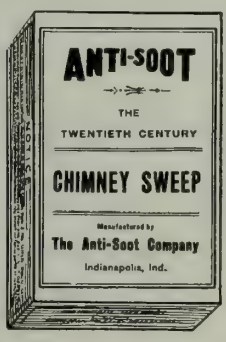


Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

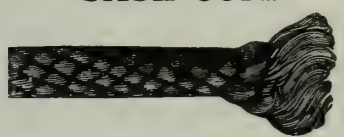
Anti-Soot at 15c.



cleans your customer's stove-pipes and chimney, and brings him back for another package. Ask your jobber or write us for fuller particulars.

Moncrieff & Endress
65 Scott Bldg.
WINNIPEG

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRST-CLASS HARDWARE **business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)**

$8,000.00—HARDWARE STOCK—WILL SELL on account of manufacturing interests. Nearest towns are 12, 25 and 33 miles distant, which gives a large country area of high-grade farms and farmers to work upon. Besides, a 5,000 progressive Western Ontario county town with several large manufacturing industries to sell to. Stock and fixtures will run $8,000.00 or over. Exceptionally clean and well bought. For quick sale and cash will accept 90 cents on laid down cost. Box 70, Hardware and Metal, Toronto. (5)

FOR SALE—SPLENDID HARDWARE AND plumbing business in Western Ontario. Seven thousand dollars stock, easy terms. Good reason for selling. Apply Box 72, Hardware and Metal, Toronto. (5)

FOR SALE—COMPLETE OUTFIT OF plumbing, tinsmithing machines and tools, good as new, and a snap if sold at once. Apply Box 73, Hardware and Metal, Toronto. (5)

A FIRST-CLASS HARDWARE, FURNITURE and implement business, stock, etc., about $6.000.00, building $4,500, annual turnover $28,000.00. Located in first-class farming district, large territory. Good reason for selling, Saskatchewan. Box 74, Hardware and Metal, Toronto.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED TO EXCHANGE—320 ACRES IMproved land, clay loam, good supply of water, and buildings, in good district, for hardware stock. Address C. Bock, Elbow, Sask. (7)

MANUFACTURERS' AGENT SHORTLY MAKing a business trip to the coast is open to carry one or more lines on a commission basis. Box 71, Hardware and Metal, Toronto. (5)

EXPERIENCED HARDWARE TRAVELLER with excellent connection in British Columbia is desirous of securing agency for Canadian lines of hardware, stoves and household goods. Address E. B. Biggar, 471 West Marion St., Parkdale, Toronto. (7)

SITUATIONS WANTED

POSITION WANTED BY YOUNG HARDware man thirty-eight years of age, and unmarried, with twenty years' experience, covering wholesale, retail and road. Five years with one house, and twelve with another. Box 75, Hardware & Metal, Toronto. (5)

YOUNG MAN (UNMARRIED), TOTAL ABstainer, 9 years' experience in general hardware, desires position as traveller with reliable firm, hardware or tin and enamelled-ware. At present employed with same firm for 5 years, 2 years as manager. Box 64, Hardware & Metal, Toronto. (5)

YOUNG MAN WITH TWO YEARS' EXperience as hardware clerk desires position in retail store, good references. Box 191, Whitby, Ont.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.)

.....

.....

.....

.....

Signed ..... Street Number or Box .....

Town ..... Province .....

(Each figure counts as one word. Box Number when required, 5c per insertion.)

Make a Better Living From Your Business

Every man who makes his living in the Hardware Business should read and re-read every page in Hardware and Metal's Annual Spring Number, to be issued March 21.

But especially should he study the advertising pages, which will be more interesting and more instructive than in any previous issue.

It is an old adage that "Goods Well Bought, Are Half Sold," and the only way to buy well is to thoroughly know what every manufacturer and jobber has to offer the Canadian Hardware Trade.

Hardware and Metal's Annual Spring Number will contain the announcements of practically every live firm who wants the orders of Canadian Hardware Merchants.

Many of them will show how to get better prices on hardware staples and thus save money. Many others will show how to add profitable quick-turning specialties and thus make more money.

You owe it to your business to read this big number with unusual care.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
Carborundum Co., Niagara Falls, N.Y.

Adjustable Wrenches.
Frank Mossberg Co., Attleboro, Mass.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Snell Mfg. Co., Fiskdale, Mass.

Automatic Parts.
Frank Mossberg Co., Attleboro, Mass.

Automatic Lighters and Ash Trays.
Victor M. Grab Co., Chicago.

Axes.
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon.
The Andrew B. Hendryx Co., New Haven, Conn.

Bar Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Banks, Savings.
Victor M. Grab Co., Chicago.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain,

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co. Niagara Falls.

Bells.
Frank Mossberg Co., Attleboro, Mass.

Belting, Hose, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E.T. Wright Co., Ltd., Hamilton.

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Black Plates.
Deforest Sheet & Tinplate Co. Niles, O.

Black Sheets.
Deforest Sheet & Tinplate Co. Niles, O.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Hamilton Stove & Heater Co., Hamilton.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.

Bolts, Expansion.
Star Expansion Bolt Co., New York.

Boring Machines.
Snell Mfg. Co., Fiskdale, Mass.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co. Niagara Falls.
Tallman Brass & Metal Co. Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co. Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Ltd., Gananoque.
Howland, H. S., Sons & Co., Toronto
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque.
P. & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
Howland, H. S., Sons & Co., Toronto
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Smith Hdw. Co., Montreal.
The Stanley Works, New Britain, Conn.
Watrous Mfg. Co., Des Moines, I.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Pedlar People, Ltd., Oshawa.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.

Butts.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, N. Britain, C.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Cowan & Britton, Ltd., Gananoque.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, N. Britain, C.

Calipers.
L. S. Starrett Co., Athol, Mass.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.

Cash Registers.
National Cash Register Co., Toronto.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Pedlar People, Ltd., Oshawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co. Montreal

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chemicals.
International Color & Chemical Co., Bridgeburg.

Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield.
Stanley Rule & Level Co. N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont
Maxwell, David, & Sons, St. Mary's,

Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.
Cummer-Dowswell Ltd. Hamilton, Ont

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Closets.
Parker, Whyte, Ltd., Winnipeg.

Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City

Coffee Percolators.
Landers, Frary & Clark, New Britain.

Colors.
A. Ramsay & Son Co., Montreal.
International Color & Chemical Co., Bridgeburg.

Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
The Stanley Works, New Britain, Conn.

Conductor Pipe.
Metal Shingle and Siding Co., Preston.
E. T. Wright Co., Ltd., Hamilton.

Cord Cutters.
Victor M. Grab Co., Chicago.

Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.

Cornices, Metal.
Pedlar People, Ltd., Oshawa.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

Cream Separators.
Simmons Hardware Co., St. Louis.

Cultivators, Hand.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt & Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Smith Hdw. Co., Montreal.

Dampers, Automatic.
Automatic Damper Co., Hamilton.

Dies.
Victor M. Grab Co., Chicago.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Mfg. Co. London, Ont

Door Mats, Steel.
Acme Steel Goods Co., Chicago.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Dustless Mops.
Channell Chemical Co., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.

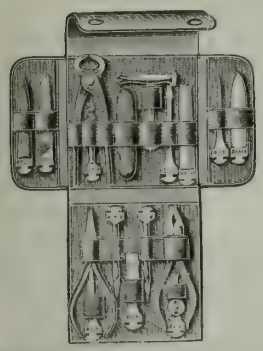
Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Electric Fixtures.
The Barton-Netting Co., Ltd. Windsor
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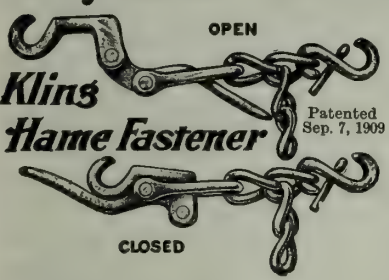


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A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.

Expansion Bolts.
Star Expansion Bolt Co. New York.

Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, New Britain, Conn.

Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.

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A. Ramsay & Son Co., Montreal.

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Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia.
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Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

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Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
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Fire Place Furnishings.
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Winnipeg Paint & Glass Co., Winnipeg.

Flint Paper.
Jno. Oakey & Sons, Ltd., London.

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Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.

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Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.

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Steel Co. of Canada, Ltd. Hamilton.

Fuel Savers.
Automatic Damper Co., Hamilton.

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Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd. Hamilton.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co. Toronto

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Millbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

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Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

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P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

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H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

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Automatic Damper Co., Hamilton.

Hinges.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

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Cowan & Britton, Ltd., Gananoque.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

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Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

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E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

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Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Machine Bits.
Snell Mfg. Co., Fiskdale, Mass.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.

Why The Advertiser Succeeds.

¶ Why is it that during the last few months, when money was admittedly tight, the manufacturers who advertised the most felt the pinch the least?

¶ And how is it that now, when the circulation of money is less restricted, the manufacturers who felt the pinch the most will be the last to experience relaxation and relief?

¶ The same wisdom and foresight which prompts a manufacturer to advertise will naturally guide him in forming his whole selling and general business policy, and, like a good general, he is prepared for every contingency and emergency.

¶ The fact that the successful business men is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

¶ He had faith in his product, and his own faith manifested in a public way, inspired confidence in the minds of his prospective customers. His name and his manufactured product became synonymous with good service and satisfying quality. The public became acquainted with the merits of his line and familiar with its outstanding features.

¶ Consequently, when conditions were normal, he secured a liberal share of business and received first consideration when purchases were made.

¶ When money tightened and business was curtailed, he continued to get the lion's share of what was going. When purchases were carefully considered the advertised line received first attention and usually secured the order.

¶ And now that the financial tide is coming back, the advertiser is getting the biggest slice of the business melon, simply because during those cloudy days of curtailment, his advertising message had been studied and absorbed at a time when the public mind was most receptive.

¶ It pays to advertise if your line is good, and it pays to buy advertised lines, because they are invariably satisfactory. The general public have long been educated to believe that advertised goods are best. Can't you see that you are laboring, not only under a handicap, but under a cloud, if your product is not advertised? Publicity dispels the cloud of suspicion and removes the handicap.

¶ You'd better hop on to the band wagon right away. Hopping on now, when the prospects for big business are so bright, will be not only timely, but extremely profitable.

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Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Millbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Can. Oil Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co. Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Millbury, Mass.
The Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Ship Augers.
Snell Mfg. Co., Fiskdale, Mass.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Shuttles.
The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

Snow Shovels.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Store Ladders.
Richards Wilcox Can. Co., London.

Stove Casters.
Chicago Hdw. Fdry. Co., Chicago.

Sleds.
Can. Buffalo Sled Co., Preston.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

Sprayers.
Cavers Bros., Galt, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spools and Bobbins.
The Lachuute Shuttle Co., Ltd., Lachute Mills, P.Q.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Stampings (or Metal Stampings).
Frank Mossberg Co., Attleboro, Mass.

Staples.
Cowan & Britton, Limited, Gananoque.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Hamilton Stove & Heater Co., Hamilton.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Stoves, Gas.
McClary Mfg. Co., London, Ont.

Taps.
Butterfield & Co., Rock Island, Que.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books.
MacLean Publishing Co., Toronto.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.

Tools.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Trucks.
Aylmer Pump & Scale Co., Aylmer.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co., London, Ont.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Wowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.

Washers.
Cowan & Britton, Ltd., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Weeders.
C. S. Norcross & Sons, Bushnell, Ill.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

Windshields.
Kinzinger Bruce & Co., Niagara Falls.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
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Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

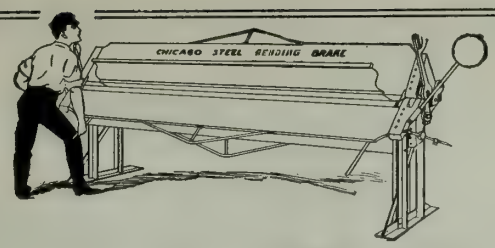
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The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Frank Mossberg Co., Attleboro, Mass.
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Whitman & Barnes Mfg. Co., St. Catharines.



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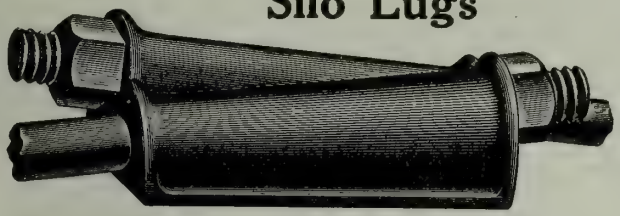
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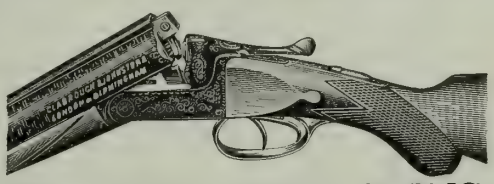
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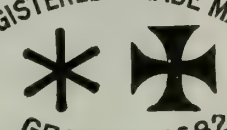
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Niles, Ohio.

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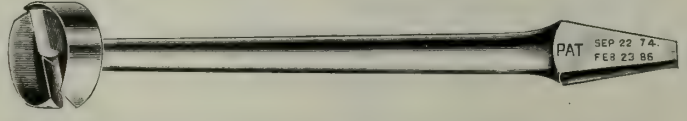
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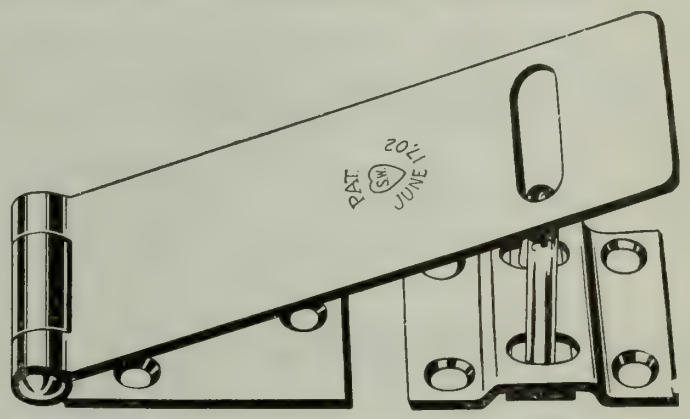
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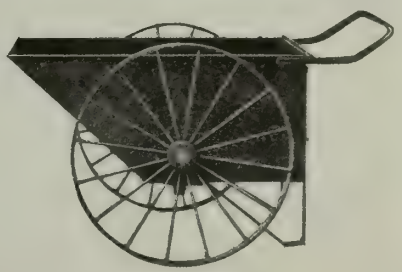
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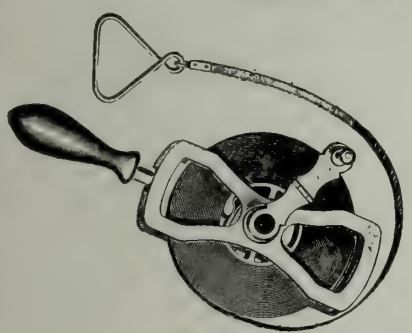
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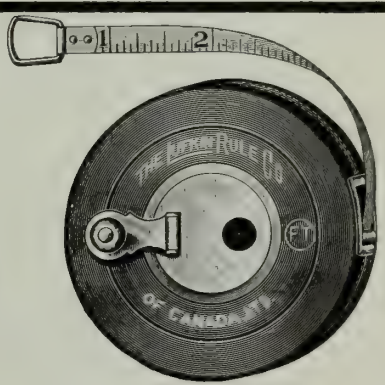
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February 7, 1914

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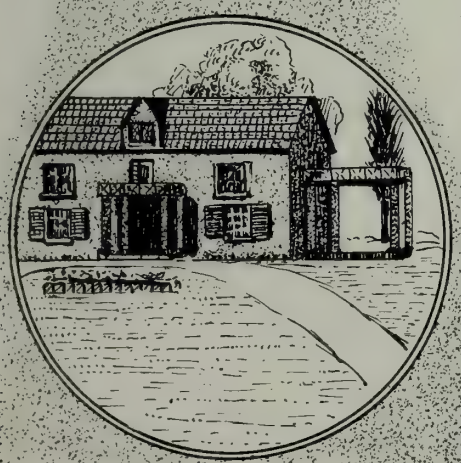
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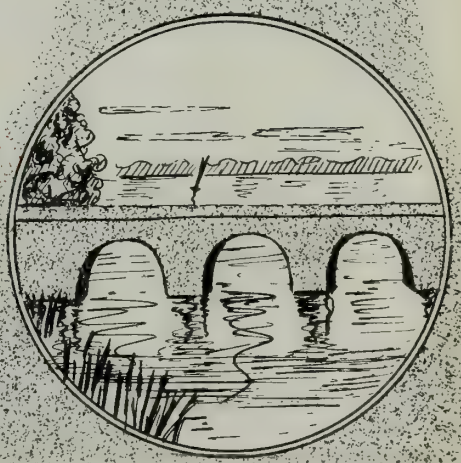
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Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.

BY INVITATION
MEMBER OF

BE GUIDED BY THIS FOUNDATION
HONOR
QUALITY
STRENGTH
SERVICE
RICE LEADERS OF THE WORLD ASSOCIATION
©1915

NEW YORK, U.S.A.

BY INVITATION, THE CARBORUNDUM COMPANY BECOMES A MEMBER OF RICE LEADERS OF THE WORLD ASSOCIATION—AN ORGANIZATION OF THE FOREMOST MANUFACTURERS FOUNDED UPON THE PRINCIPLES OF HONOR, QUALITY, STRENGTH, AND SERVICE.

EVERY HARDWARE DEALER WILL APPRECIATE THE PRESTIGE SUCH A DISTINCTION GIVES TO CARBORUNDUM SHARPENING STONES AND OTHER CARBORUNDUM PRODUCTS.

THE PLANS OF THE ORGANIZATION WILL BE ANNOUNCED LATER. THEY CALL FOR WONDERFUL TRADE STIMULATION, INCREASED SALES, ADDED PROFITS FOR THE CARBORUNDUM DEALERS. LINK UP NOW WITH ONE OF THE WORLD'S LEADERS BY BECOMING A CARBORUNDUM DEALER.

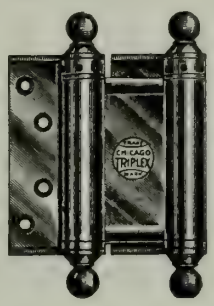
LET US SEND YOU COMPLETE DETAILS REGARDING CARBORUNDUM GOODS, CO-OPERATION, AND TRADE HELPS

THE
CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

CHATEAU LAURIER, OTTAWA



"CROWN" METAL ROOFING USED ON THE CHATEAU LAURIER, OTTAWA, HEADQUARTERS FOR THE HARDWARE CONVENTION

All the Copper Roofing, Kalamein Doors and Windows, Bronze Elevator Enclosures, etc., used in the erection of this magnificent Hotel built by the Grand Trunk Railway Company,

WERE MANUFACTURED AND ERECTED BY

McFarlane-Douglas Co., Limited
Wholesale Manufacturers and Contractors
250-260 SLATER ST., OTTAWA, CANADA

How the Hardware Man Can Make Money Selling Farm Engines

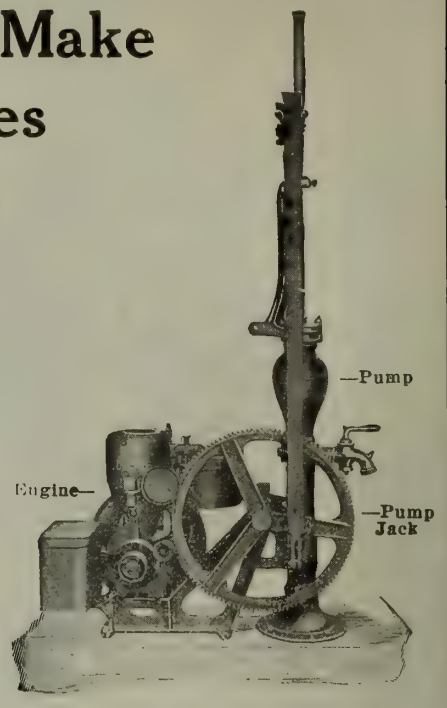
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

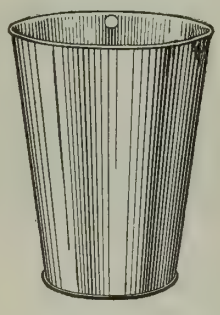
444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

The S. M. P. Sap Pails and Spouts

ARE POPULAR SELLERS EVERYWHERE

EXTRA DEEP AND STRAIGHT



6, 8 and 12 Quart

All Sap Buckets Punched Unless Otherwise Ordered.

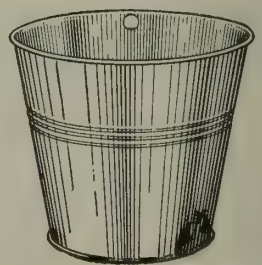
Let us know your requirements for the coming season. Prompt shipment guaranteed.

Eureka Sap Spouts



BRONZED

FLARING



6 and 10 Quart

Prices on Application.

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO LIMITED

KEMP MANUFACTURING CO.

MONTREAL TORONTO WINNIPEG





An Invitation is Extended to You

to visit our sample rooms at 54 Queen Street, Ottawa

While you are attending

The Canadian Hardware Manufacturers' Exhibition

Feb. 16 to 20th.

Our Ottawa representative, Mr. E. A. Runions, as well as others of our traveling staff, will be there ready to show you every attention and to give you any information which they can.

We have at our Ottawa sample rooms for your inspection a full line of

SUCCESS REFRIGERATORS
FISHING TACKLE
BASEBALL GOODS
SUCCESS AND TRIUMPH ASH SIFTERS
and many other goods of interest.

You are Further Invited

to take advantage of the time extension on your R.R. ticket and run down to visit us at Montreal.

A great many of you can take advantage of this opportunity to visit Canada's Metropolis, and we will do everything possible to make your visit a pleasure and worth the while.

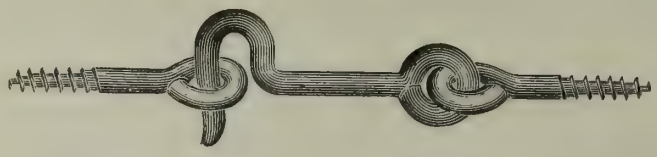
At a slight extra cost in R.R. fare your tickets are good for return via Montreal to your home, and we should be pleased to have you take this exceptional opportunity of calling on us.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The
Steel Company of Canada, Limited
Hamilton

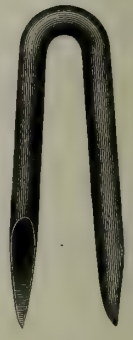






Should **quick delivery** be a factor, we are prepared to guarantee **prompt shipments** from our well-assorted stock of standard sizes of the following products—





Wire Nails,	**Tacks,**
Fence Staples,	**Wood Screws,**
Poultry Netting Staples,	**Machine Screws,**
Corrugated Fasteners,	**Bolts and Nuts,**
Fencing and Gates,	**Rivets and Burrs,** (Iron and Copper)
Wrought Iron Pipe,	**Steel Bars,**
Lead Pipe.	**Bright Wire Goods,**





Horse Shoes and Horse-Shoe Nails.





WIRE

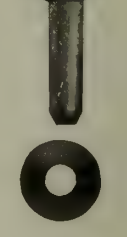




Bright, Oiled and Annealed, Spring, Rivet, Bolt, Copper, Brass, Tinned Mattress, Bookbinders and Broom.







Sales Offices:

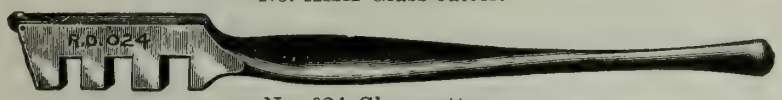
HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VANCOUVER	**VICTORIA**	**ST. JOHN**	**HALIFAX**

RED DEVIL GOODS

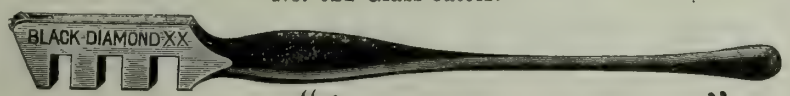
WILL SERVE YOU RIGHT



No. XXX Glass-cutter.



No. 024 Glass-cutter.



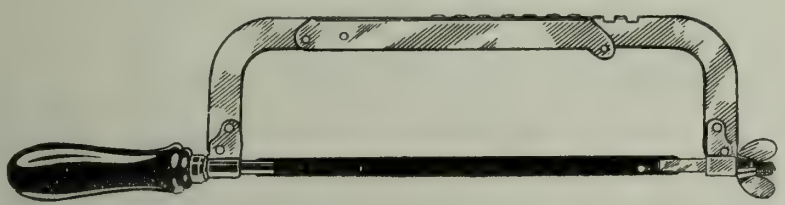
"It's all in the wheel"

No. XX Glass-cutter.

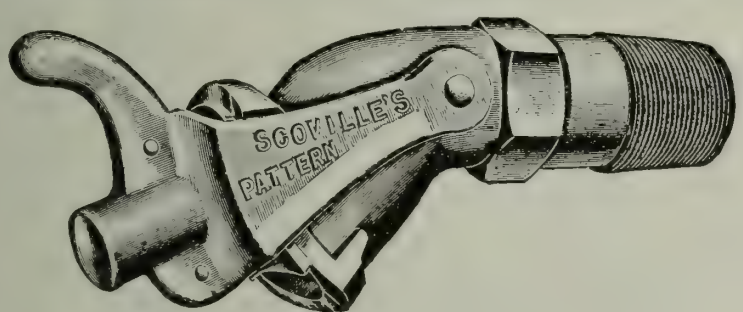


Glaziers' Diamond.

The Red Devil Line of glass-cutters is the most complete, and enjoys the largest sale in the world.



Nickle-plated Hack Saw Frame—adjustable 8-12 inches.

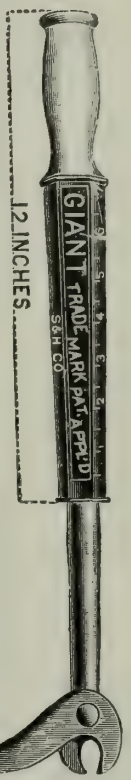


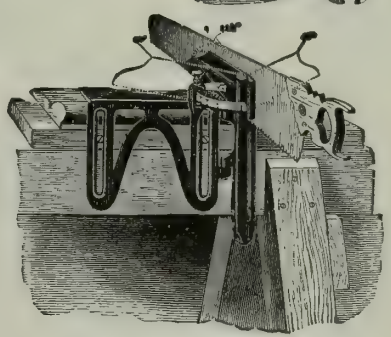
Scoville's Pattern Faucet for Oil or Molasses.

Genuine Giant Nail-Puller. Was the First on the Market.

Lasts for Years and Never Gets Out of Order.

It Will Pay You to Get This Line.





Genuine Seavey Mitre Box. One of the best little Red Devils we have.

Get the Goods  **Bearing this Seal**

Smith & Hemenway Co.

150-152 Chambers St.
NEW YORK

"Heralds of Expansion"

This week C. W. Jefferys, one of Canada's foremost artists, delivered to us the oil painting which will be reproduced in natural colors on the front cover of Hardware and Metal's Annual Spring Number.

He calls it "Heralds of Expansion," and it will be a peculiarly fitting cover for a number of which the keynote is to be "Expansion."

This cover will be easily the best of a long series of excellent covers used on the Spring and Fall Numbers of Hardware and Metal, all of which have typified the development of Canada.

We are determined that this year's Spring Number will, even more than in the past, reflect the importance of the Canadian Hardware Trade. There is not a Hardware Merchant in Canada who will not feel genuine pride in this supreme effort of the paper which has faithfully served their interests for more than twenty-five years.

While we are still considering Editorial plans, can YOU suggest any subject you would like to see discussed in this fine number?

SAMSON
READY ROOFING

is

A Safe and Well-Paying Investment



because
it is a quick-seller
with a good
margin of profit
for
every dealer



Ab-so-lute-ly Guaranteed

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



No. 165 BUTTS

Our New Half-Mortise Bevelled-Edge Butts make enthusiastic boosters out of every hardware dealer who handles them.

They have a loose pin, ball tips, with a reversible tip that is threaded and screws into either end of the Butt.

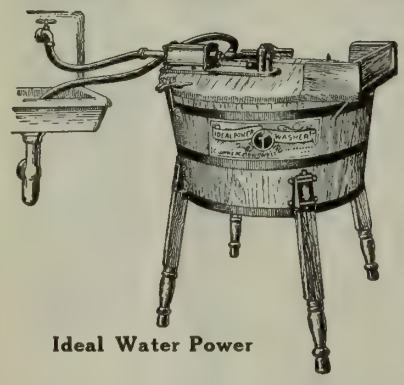
ORDER NOW.

Canada Steel Goods Co., Ltd.
HAMILTON, ONT.

HOW IS YOUR STOCK

Remember:---When a Customer Wants a Washing Machine or Clothes Wringer, They Want it Quick.

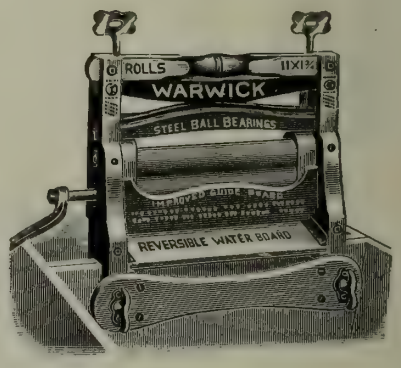
BE READY



Ideal Water Power



Seafoam Electric



Warwick

If you do not sell our goods, why not get particulars of the line? We will show you what you can do. Ask for Catalogue Number Nine.

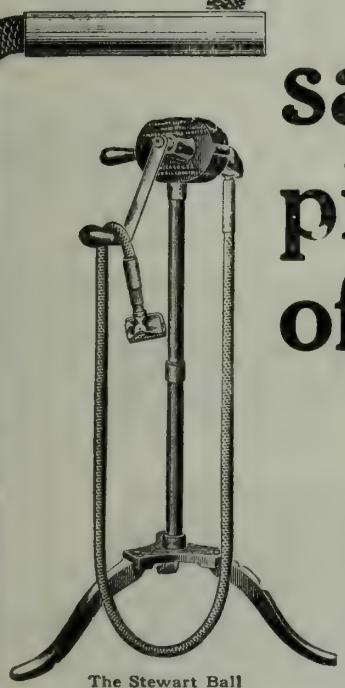
Cummer-Dowswell, Limited, - Hamilton, Ontario

Agents: W. L. Haldimand & Son, Montreal **H. F. Moulden & Son, Winnipeg**



The Only Truly satisfactory clipping machine ever offered at the price

The Stewart Ball Bearing Machine



The Stewart Ball Bearing Machine

Retails in Canada at **$8.75**

This is pre-eminently a ***quality*** machine. It sells readily, always pleases and helps dealers to gain and maintain a reputation for handling goods of sterling worth.

This machine can be made to clip horses, mules and cows without change.

IT IS THE PROFITABLE MACHINE
FOR DEALERS IN EVERY SENSE.

It is the most widely advertised to the user and sells best of all clipping machines. Keep your stock up from now to May. ***All jobbers have it.***

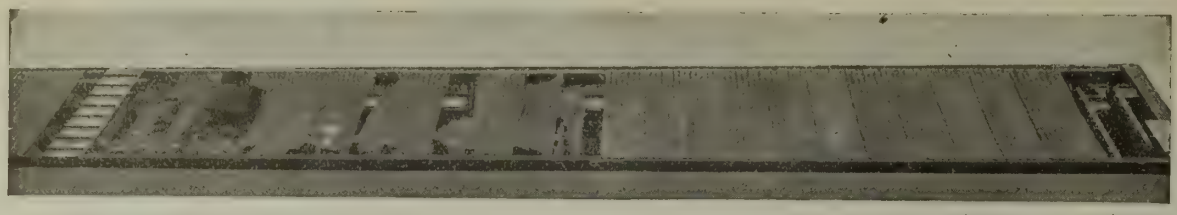


Stewart Ball Bearing Machine in Operation

Write for New Catalogue and supply of Dealer's ***Helps.***

Chicago Flexible Shaft Company

250 Ontario Street, Chicago



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

PROOF POSITIVE THAT

KEYSTONE COPPER BEARING SHEETS

MAKE THE MOST DURABLE

ROOFING

Send for special booklet with full description of Tests we have made.

PRICES AND SAMPLES FURNISHED UPON APPLICATION.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

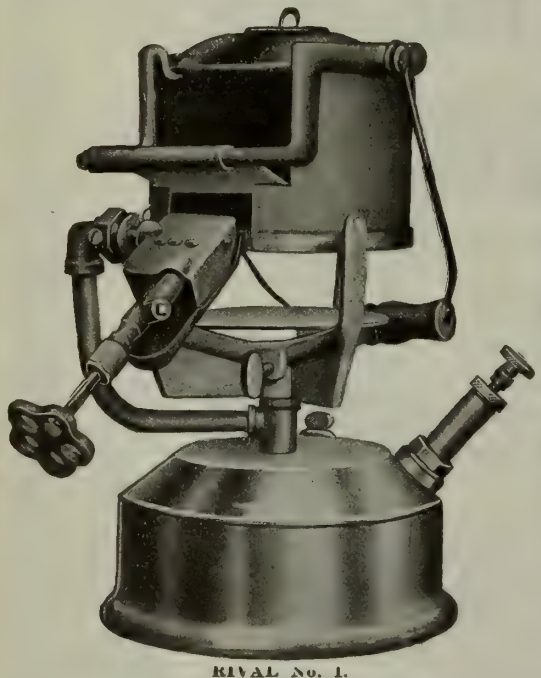
SELLING AGENTS FOR EASTERN CANADA :

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

FIREPOTS



RIVAL No. 1.

Gasoline, Charcoal, Natural Gas and Artificial Gas.



Reliable and Economical

No. 2 GAS FIREPOT.

We are the largest manufacturers of Firepots in Canada. The **RIVAL No. 1** for gasoline is without a rival in efficiency and small gasoline consumption. The **GAS FIREPOT** (Natural or Artificial) is the most economical firepot on the market. It is supplied with an Air Mixer that so thoroughly mixes the gas with the air that it burns in the proportion of 92 per cent. air and 8 per cent. gas. Every firepot guaranteed. Put in a stock of these firepots for the Spring Trade.

The Brown Boggs Co., Limited

HAMILTON, ONTARIO

Manufacturers of Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Shears, Canning Machinery, etc.

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

SUPPORT HOME INDUSTRIES

THE CANADA METAL CO., LIMITED, MANUFACTURE IN CANADA



Our **BABBITT** Sales for **1913** Have Beaten All Records

Year by year they increase by Leaps and Bounds.

The Reason:

What we make we guarantee.
Nothing is done by guesswork.

Mixtures and Physical Tests are controlled through our chemical and testing laboratories. All Babbitt Metals are tested with a friction testing machine.

This strict attention to details enables us to supply all requirements.

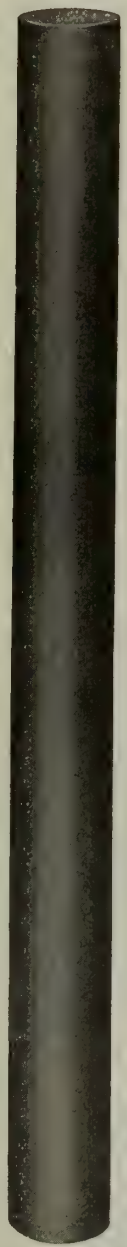
Ask for our booklet "Shakespeare and Babbitt Metals." Mailed free.

The Canada Metal Company, Limited

HEAD OFFICE AND FACTORY **TORONTO**

BRANCH FACTORIES **Winnipeg, Montreal**

From the Rough Stock To the Finished Drill In One Chucking



Rough Stock

Wilt Twist Drills are made by a process that accomplishes at a single chucking the work that under ordinary conditions requires five or six separate operations.

It is a revolutionary process and marks a noteworthy advance in twist drill manufacture.

It is a process by which accuracy to a remarkable degree is assured.

A process by which a clean-cut, well-defined clearance is obtained.

A process which, coupled with hardening of scientific accuracy, makes Wilt Twist Drills the most efficient drills manufactured to-day.

Be sure and visit our exhibit at the Convention of Hardware Dealers and Manufacturers, Ottawa, week of Feb. 16-21.



Finished Drill

The Wilt Twist Drill Co.
of Canada, Limited

Walkerville, Ontario

Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606 Height 7 inches. AM 5607 Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. They sell well and make satisfied customers everywhere.



AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

Our catalog contains our complete line of quick selling brass ware.

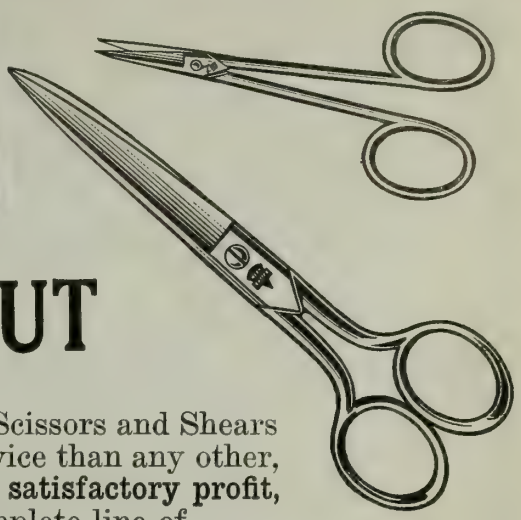
Every aggressive dealer should write for it at once.

Drop us a card now.

Chadwick Brass Co., Limited
HAMILTON, ONTARIO



E. C. SIMMONS
KEEN KUTTER
TRADEMARK REG. CUTLERY AND TOOLS U.S. PAT. OFF.



CLEAN CUT

If you want to sell your customers Scissors and Shears that will give longer and better service than any other, and at the same time make **a most satisfactory profit,** you should add to your stock a complete line of

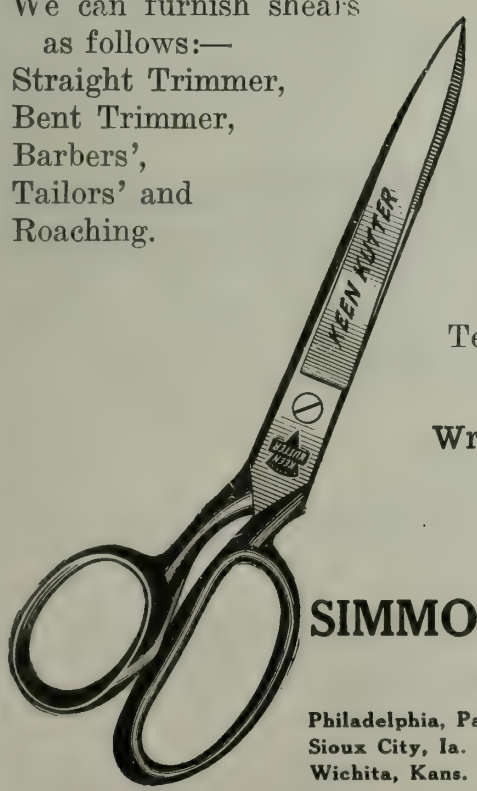
KEEN KUTTER

Scissors and Shears

They have edges that cut sure and easy, and the edges maintain their cut. The thumb and finger holes are shaped for easy work.

Each pair is guaranteed by us, and you in turn can guarantee money back to your customers if not satisfactory.

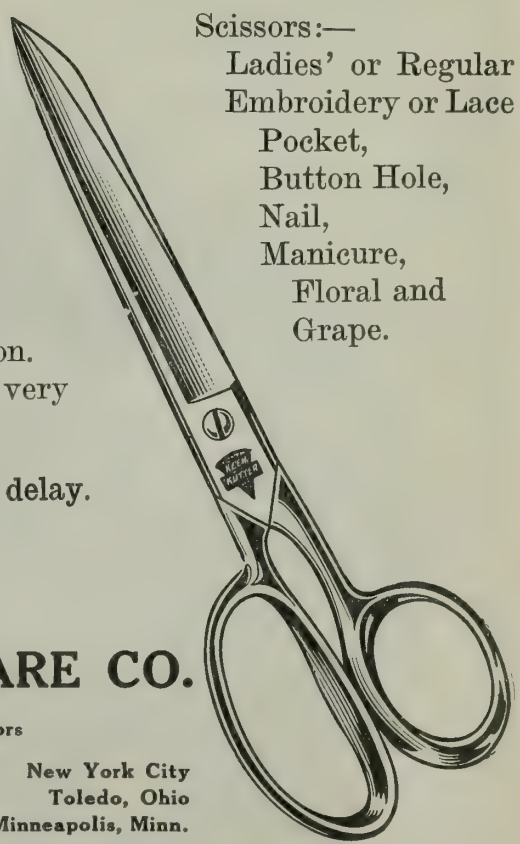
We can furnish shears as follows:—
Straight Trimmer,
Bent Trimmer,
Barbers',
Tailors' and
Roaching.



The profit is so generous they are worth any dealer's attention. Terms and prices are very inviting.

Write for them without delay.

Scissors:—
Ladies' or Regular
Embroidery or Lace
Pocket,
Button Hole,
Nail,
Manicure,
Floral and
Grape.



SIMMONS HARDWARE CO.

Manufacturers and Distributors

Philadelphia, Pa.
Sioux City, Ia.
Wichita, Kans.

St. Louis, Mo.
U. S. A.

New York City
Toledo, Ohio
Minneapolis, Minn.

Do you want this business?

Nearly every building has cement used in its construction—nearly every builder has an almost constant demand for cement.

And—with the wider adaptation of concrete construction, to all classes of building, from the little three-roomed bungalow to the mighty many-floored office—that demand has become unprecedented.

One of the problems, the smaller builders have to face is the obtaining of fresh, dry supplies of cement—where they want them, and when they want them.

And it is fellows like this, that are building all around—down your street—within a stone's throw of your store.

Be an authorized

Rogers Portland Cement

dealer, and be in a position to supply these builders, with the finest quality cement—just as fast or as slow as they can use it!

They'll gladly buy from you because: 1—they don't want enough at a time to economically haul it from a builder's supply house—five miles or more maybe; 2—they know that in buying Rogers' Cement they'll be following to the letter their engineers' and architects' specifications,—they know that **Rogers' Cement is standard.**

Just two reasons—but good ones. Enough to get you the business.

Moreover you don't have to carry a great big stock of cement. We'll ship as promptly as you tell us to.

Do you want this business?

Then write now, before the other fellow gets it.

ALFRED ROGERS LIMITED, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

"TRIMO" CHAIN WRENCH

The Strongest of the STRONG

Lightest in Weight
Strongest in Action

Gold Medal
St. Louis, 1904



WITH FLAT-LINK OR CABLE CHAIN

Look at the Reasons Why

Chain pocket in the HANDLE—that saves the jaws.
NO drawing stress upon JAWS—hence increased strength.
Made either flat link, or cable—chains all tested thoroughly.
Handles and jaws, drop forged from best steel—interchangeable in all parts.
WE stand back of the tool.

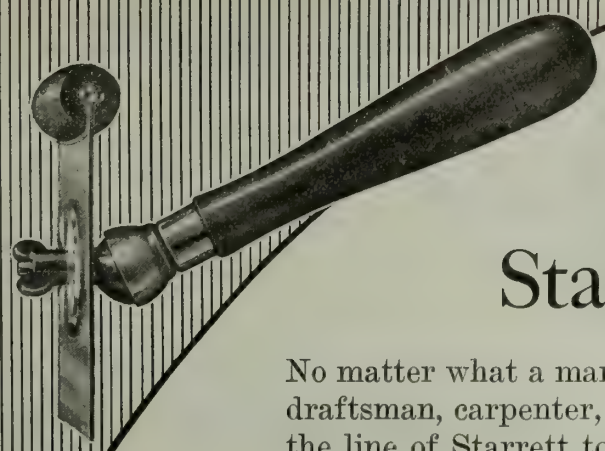
Sold by representative dealers everywhere.

Handsome new Catalogue No. 150 mailed free. Let us send you one; it is generously illustrated.

TRIMONT MFG. CO.

Makers of the famous Trimo Tools

55 to 71 Amory Street **Roxbury, Mass., U.S.A.**



Every Man Is a Possible Starrett Customer

No matter what a man's occupation—machinist, clerk, draftsman, carpenter, or engineer, there is some one of the line of Starrett tools that will interest him. Here is a good example of a tool that interests the carpenter, pattern-maker, and amateur wood-worker. It is the

Starrett Scraper

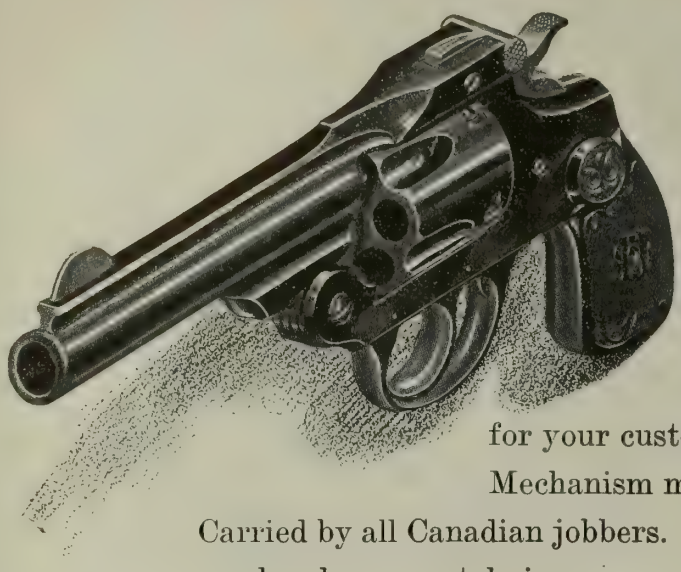
It will put a smooth, satiny finish on work that the plane leaves rough. It is useful on furniture or any fine wood work. The ball and socket joint permits working in cramped corners. Any of the eight cutting edges may be brought instantly into use by a turn of the joint and by changing the slip-on handle.

This tool retails for $1.00. Send for our big, new free catalog No. 20MA which shows our full line of mechanics' tools and gives prices and descriptions of them all.

The
L. S. Starrett Co.
THE WORLD'S GREATEST TOOL MAKERS
ATHOL, MASS.

42-284





Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. TORONTO, Ont. PRESTON, Ont. WINNIPEG, Man. SASKATOON, Sask.

Offices in all large cities

Head Office: PRESTON, ONTARIO

KIR-BEN
TRADE MARK

Announcement

T. W. Kirby and J. E. Bennett, late of Gurney-Tilden Factories at Hamilton, Ontario, announce the incorporation of

KIR-BEN, Limited

with capital of $200,000.00, factory and Head Office at Almonte, Ontario, to manufacture

Kir-Ben Furnaces, Stoves and Ranges

Best possible equipment has been installed and experts are in charge of each department.

KIR-BEN, LIMITED

ALMONTE ∴ **ONTARIO**

KIR-BEN

KIR-BEN



Progressive Dealers are Careful Buyers

And Progressive manufacturers careful sellers,
And selling carefully means satisfying the buyer,
So to accomplish this, McClary's sell and the dealer buys

Quality Goods

which include the

"SAMSON" RAILROAD OR DELIVERY CANS

The "Samson" Bottom—the strongest, most sanitary bottom because it is stamped from one-piece, heavy sheet steel and pressed by the most powerful machine of its kind in Canada. There are no rivets to hammer in, no screws to tighten up, no hoops to adjust, everything smooth and sanitary.

The improved method of connecting the breast to the body ensures perfect rigidity and strength. The body overlap, which is curved to the shape of a half-circle, is placed **outside** the bottom of the breast. Inside the cavity thus formed, we put a half-circle piece of iron, and the whole connection is then firmly soldered together.

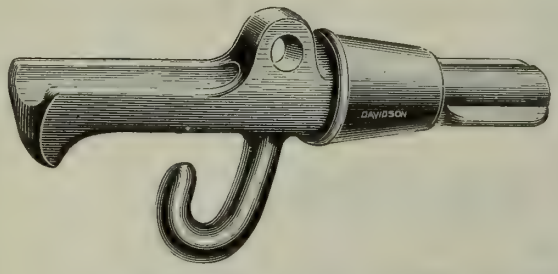
The extra heavy wired edge is another strong feature.

Write for a supply of our new 1914 "Samson" Booklets—

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the **"EMPIRE" SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL TORONTO WINNIPEG

CANADIAN EXHIBITION

Ottawa

February 16th to 21st, 1914

McClary's

display of

"Quality Goods"

in booths Nos. 80, 81 and 82 in the Machinery Hall, on the right-hand side of the aisle entering in at the main door.

Our display of Stoves, Furnaces, Gas Ranges and Appliances, will be as complete as space will permit, and all new lines and improvements given special prominence.

It will be our pleasure to meet you and your friends there.

London Toronto Montreal Winnipeg Vancouver St. John, N.B.
Hamilton Calgary Saskatoon Edmonton

McClary's

UNDERFEED
FURNACE OR BOILER
CUTS YOUR COAL BILL 1/2 to 2/3

YOU can make this year of 1914 the BIGGEST in your history, Mr. Heating Man, by securing an Underfeed Selling Agency. Write TO-DAY for our proposition to Canadian dealers. Underfeed is the greatest word in the ECONOMY of heating, because ALL-TIME comfort is assured at LEAST cost. Over 25,000 satisfied American and Canadian users KNOW that the Underfeed has actually CUT their coal bills in two, and in some cases, even in three. Clean, even, adequate heat with LEAST attention is an Underfeed certainty.



Let us send you booklets fully describing the

THE PECK Williamson Underfeed FURNACES BOILERS



We HELP you sell, and turn over to all dealers inquiries that result from our all-the-time NATIONAL advertising.

Here are exclusive points of Underfeed advantage—points that make it easy to sell Underfeeds:

The Underfeed saves $2 to $3 a ton on coal, burning CHEAPER grades of hard or soft coal—slack, pea or buckwheat sizes. All FIRE IS ON TOP—close to heating surfaces, which are thus kept free from heat-retarding soot.

Send rough sketch or blue print of your floors and basement and we will forward FREE Heating Plans and estimates of cost.

THE PECK WILLIAMSON COMPANY

468 West Fifth Street, Cincinnati, Ohio

MEET THE DEMAND

FOR HOUSEHOLD TABLE-TOPS, STAIR-TREAD AND MATTING, HOLLOW-WARE AND OTHER USEFUL FORMS OF

ALUMINIUM

BY CARRYING A STOCK. LET US HELP YOU TO START A NEW AND PROFITABLE LINE.

DON'T LET **1914** GET AHEAD OF YOU ON THIS PROPOSITION—DO IT NOW.

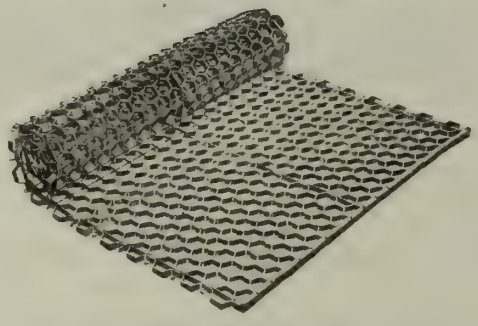
THE BRITISH ALUMINIUM CO., LIMITED

(of London, England)

60 WEST FRONT STREET, TORONTO

ACME

"YANKEE" MATS



All-steel Door Mats always look better and last longer than other kinds of matting. Then too, they are strictly sanitary and never get clogged up with ice and snow or slush like fibre mats.

"Yankee" Mats will roll up like a rug and are reversible, affording two mats in one.

Made in nine regular sizes and in rolls, also special shapes made to order.

A stock carried all the time in our warehouse at Montreal.

Send for Literature from our Montreal Agents.

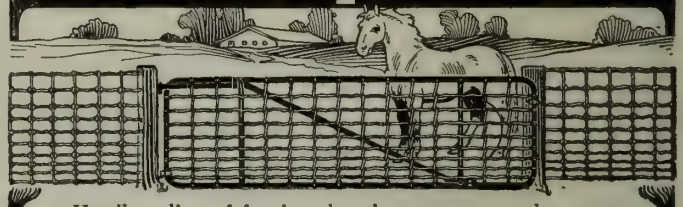
ACME STEEL GOODS CO., Mfrs.

2834 Archer Ave. CHICAGO, ILL., U.S.A.

Canadian Representatives:

J. E. BEAUCHAMP & CO., 133 Coristine Bldg., MONTREAL.

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

For 30 days we will accept dealers' orders for our PEERLESS Farm Fencing and Gates at a special reduced price.
Write for further particulars to-day.

BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. **Hamilton, Ont.**



29 LADIES EXHIBITED HOME-MADE BREAD

at the recent Oxford County Fall Fair at Woodstock, and

3 PRIZES OUT OF THE 4

(Including the first prize) were awarded to exhibits baked in

"GOOD CHEER" STOVES

COME TO THE

OTTAWA HARDWARE EXHIBITION

(Feb. 16-21st)

And see for yourself just why "GOOD CHEER" users are easily the Prize-Winning Bread Makers.

Your stove trade would run smoother, grow faster and be more profitable, if you depended, as did these prize-winners, on "GOOD CHEER" Stoves and Ranges.

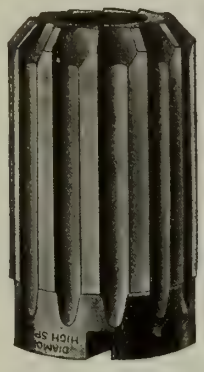
Catalogue and price-list on application.

THE JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONT.

Western Warehouse: 156 Lombard Street, Winnipeg, Man.

"W & B" Reamers are Backed by the "W & B" Reputation



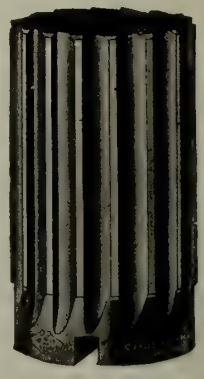
The quality standard back of "W & B" Machinists' tools dates back 60 years.

The tools themselves have been the best advertisements and salesmen for "W & B" Products.

Satisfactory service is the best reason for 60 years of continuous growth.

If there is any indication that you are getting less than the best reamer service, investigate "W & B" reamers.

Write for catalog No. 82-G



Tools of Quality Bear These Marks

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Office and Factory: St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**

JACKSON'S Real English

CAMPHORATED

WAX POLISH

The **Original** and **Genuine Preparation** for producing a beautiful and lasting lustre on **Stained, Parquet** and **Hardwood Floors, Furniture, Fixings, Woodwork** of every kind and wherever a refined and durable polish is desired. Used on **Linoleum, Harness, Car** and **Carriage Hoods, Brown Boots, Leggings** and all kinds of **Leather.** It gives a **Brilliant** and **Waterproof Polish** and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-lidded, Air-tight Tins.

5 Sizes

Decorated Enamel Finish, Yellow, Blue and Black. **No Paper Labels Used.**



NO SOILED LABELS

Will keep fresh and good for any length of time.

Manufactured by T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E., England

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, Etc.

ESTABLISHED 1852

Messrs. B. R. HARRISON & CO., 505 WELTON BUILDING, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 LOUGHEED BUILDING, CALGARY, will furnish Price Lists, Samples, etc., or direct correspondence to Jackson & Sons' Works will receive prompt attention.



GURNEY-OXFORD



A Message and an Invitation

If the net result of the forthcoming Convention at Ottawa is only one new idea for increasing or bettering your business or one new, good line to handle, its purpose will be fulfilled.

The Gurney-Oxford exhibit will be the meeting place of hundreds of live Gurney-Oxford dealers. Sales plans and ideas for making 1914 a banner stove year will be under discussion.

We are always glad to see our friends—we expect to see them, but this message is to those dealers who know us only by name. Let's get acquainted at Ottawa. You have seen the Gurney-Oxford Trade-Mark. Let us show you what it stands for in the way of service and selling help.

You have heard of the Economizer. Let us prove to you how it can be made to increase your stove sales.

You could not miss the Gurney Exhibit if you tried. Won't you please drop in and shake hands anyway?

Yours for a bigger, brighter, better 1914.

The Gurney Foundry Company, Limited

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.





Hamilton, Ont.

To Convince you of the High Quality of our Whips

we would like to take you through our factory so that you could see the material that goes into our whips and how it is put in—the care and pains we take to make every whip give the utmost satisfaction. But if you can't come, let us do the next best thing—send you our $15 **Special Sample Assortment** (F.O.B., Hamilton), made up exclusively of the best selling low and medium-priced lines, every whip of which is guaranteed to give absolute satisfaction to you and your customers.

Remember, this is sent on the definite understanding if they do not open up to your satisfaction, or better still, completely to your liking, they can be returned at our expense.

To those who send us an order NOW for SAMPLE ASSORTMENT we will send, no charge as a special premium, an imported hand-carved Malacca, a whip that retails at $3.50

Where Fine Workmanship Counts

The very simplicity of this kind of tool leads many to bestow less care upon its manufacture. Not so in the Disston Works. Every detail of **every** tool receives the same care and attention in its manufacture. Whether a man here makes bevels, trowels, saws, plumb and levels or any other tool, he is equally skilled in his work. We demand the same perfection in finishing this tool as we do in any other. A line drawn by its aid will be as accurate as it is possible to make. You can always "Depend on Disston."

This DISSTON Bevel

contains a patented feature which alone makes it superior to any other. There is a ball bearing in the end of the iron stock. Turning the wing nut forces this ball against the screw that passes through the blade and holds blade firmly. A half-turn tightens it. When the blade is extended to its full length—the greatest test of all —the ball bearing holds it as solid as in any other position.

The DISSTON bevel is practically indestructible and is absolutely accurate.



TRADE MARK

Reg. U. S. Pat. Off.

HENRY DISSTON & SONS

Incorporated

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U. S. A.

Established 1840

STEAM GOODS
Of The
UTMOST RELIABILITY

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY





Our line of Steam Goods, Engineers' Supplies and Boiler Room Accessories have delivered efficient service for years under the most adverse conditions, and are in every way the kind that will prove most profitable to the hardware merchant.

Every article is thoroughly tested before being placed on the market, and is **fully guaranteed to be of the highest quality and efficiency.**

Your inquiry on any line or lines will receive our prompt attention. **Write.**



J. M. T. Improved Injector

Our Goods are approved by the Provincial Boiler Inspection Department.

The James Morrison Brass Manufacturing Co., Limited
93-97 Adelaide St. West, TORONTO, ONT.

NICHOLSON DEALERS ARE NICHOLSON FRIENDS

When 10,000 dealers are 10,000 loyal friends, you can readily draw your own conclusion.

Every Nicholson dealer is a loyal Nicholson friend. The profit possibilities may have attracted them first—but it's the spirit of friendly co-operation that makes them "stick."

Files couldn't be made better than Nicholsons make them—so we've devoted much time to bettering our highly satisfactory service to the trade.

Bigger factory stocks—quicker shipments—more rigid inspections — down-to-the-minute goods — and a determination to make NICHOLSON-MADE FILES a most profitable line to carry.

These are the advantages that put the Nicholson brands in Canada's progressive retail stores.

50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

BRANDS :

Kearney & Foot ***Great Western***
American ***Arcade*** ***Globe***

At Your Jobber

NICHOLSON FILE COMPANY
Port Hope, Ont.

"File Filosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.



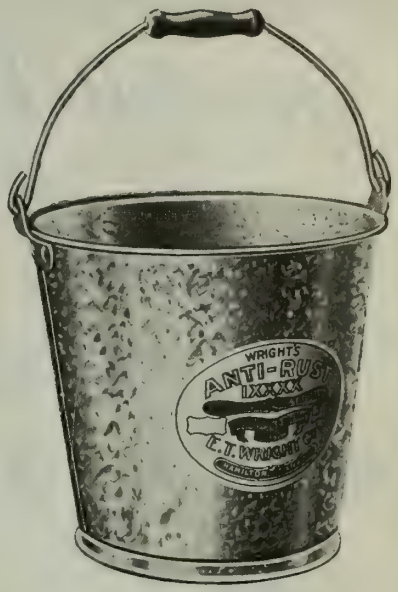
Wrico
ANTI-RUST

(Registered Trade-Mark)

GALVANIZED WARES

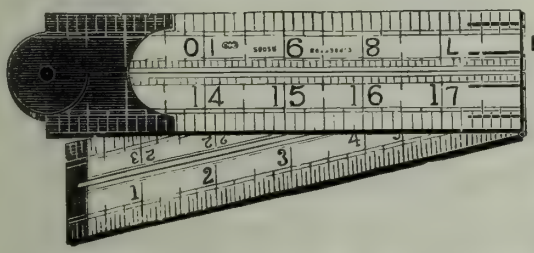
are made at Hamilton, Canada.
ALL GENUINE "ANTI-RUST" GALVANIZED WARE now has this registered trade-mark on the label.

E. T. Wright Co., Ltd.
Hamilton, Canada
Exclusive Manufacturers

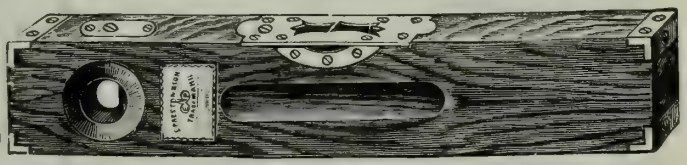


EDWARD PRESTON & SONS Ltd., Whittall Rule Works, BIRMINGHAM, ENGLAND.

MANUFACTURERS OF RULES, LEVELS, PLANES, AND IMPROVED CARPENTERS' TOOLS.



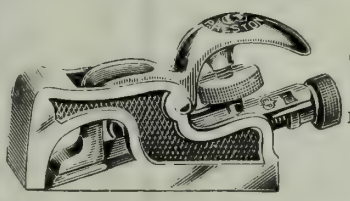
ESTABLISHED 1825.

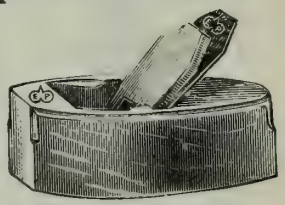


TRADE MARK

E P

REGISTERED





Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

Patent Adjustable Bull-Nose Rabbet Plane.

ILLUSTRATED CATALOGUE can be obtained through our representatives.

G. S. PELTON & SON, 203 St. Nicholas, Building, MONTREAL

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR



TRADE MARK BRAND

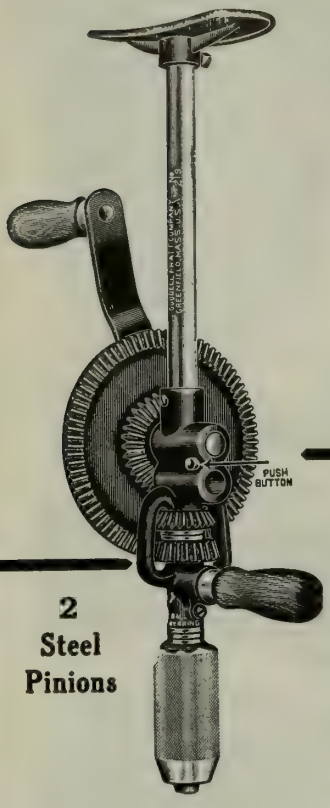
WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

Goodell-Pratt's



No. 219

Push Button Instant Speed Shifter

2 Steel Pinions

This is only one of

18 STYLES

of Breast Drills.

They all have 2 speeds with a quick-acting shifter.

No. 219, shown above, has two-jawed chuck for round shanks only.

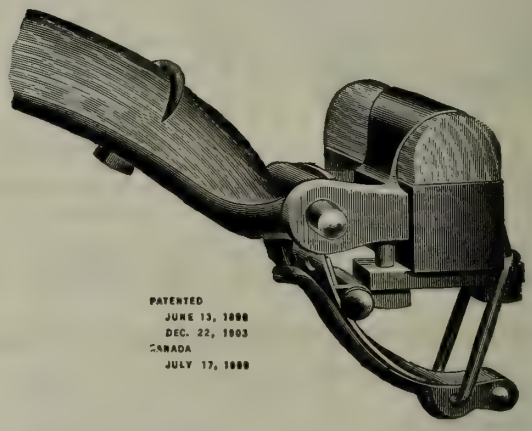
List Price per doz. $30.00

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

AS long as there are buggies to drive, the Fernald Quick-Shift and Anti-Rattler will be one of the greatest attributes of solid comfort.



Think of it: an all-steel coupling that makes possible a change from shafts to pole or back again merely by pressing and releasing a lever; a strong simple device that silences forever the rattle of shafts on the road. No rusty, dirty bolts that ruffle the temper.

The Fernald Quick-Shift and Anti-Rattler is as close to perfection as honest manufacture can make it. Its volume of sales has increased so steadily that every progressive dealer looks upon it as a boon to his business. Get your share now. Order the Fernald in dozen lots of attractively-boxed packages. Your jobber can supply you at once.

Fernald Manufacturing Co.
INC.
North East, Pa.



Northern Light

MAZDA LAMPS

—the latest development in Drawn Wire electric lamps.

A Northern Light MAZDA LAMP that consumes only 25 watts, gives 20 candle-power light. Compared with a 16 candle-power carbon lamp, a Northern Light MAZDA LAMP gives 25% more light and saves 55% in cost of electric current.

For the sake of convenience, we have packed Northern Lights in boxes. Each lamp is protected by a corrugated paper cover.

There are good profits in electric lamps

—are you getting your share of this business?

Live hardware dealers, all over the country, have found Northern Light MAZDA LAMPS a profitable line to carry.

Electricity, for both domestic and commercial lighting, is daily growing in popularity.

Your customers who use electricity for lighting must have lamps.

Northern Light boxes prominently displayed on your shelves will automatically bring a large share of this business to you.

Educate your Customers to buy Northern Lights by the Box.

THE *Northern Electric*
AND MANUFACTURING CO. LIMITED

MONTREAL	WINNIPEG	EDMONTON
HALIFAX	REGINA	VANCOUVER
TORONTO	CALGARY	VICTORIA

PEDLAR SQUARE CONDUCTOR PIPE



is rapidly replacing round corrugated pipe because it enhances every style of architecture. Is equally efficient in expanding; will not burst from freezing.

Made of best grade open-hearth steel, heavily galvanized, or of anti-corrosive Toncan Metal.

All our branches carry full stocks of Conductor Pipe, Elbows and Shoes in various sizes and angles.

Get our prices on Plain Round, Round Corrugated Conductor Pipe and Eaves Trough, in many styles — Ogee, Round Lap Joint, and our New Round Slip Joint, either single or double bead.

Sample of our most simple, strong and effective one-piece strap-hanger sent free on request.

Address nearest branch for Big New Catalog No. 22 H. M.

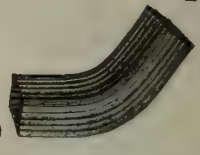
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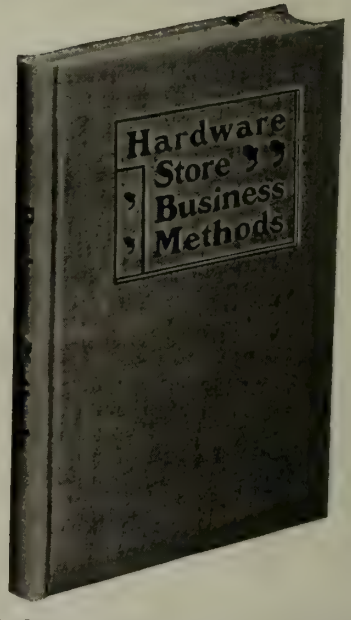
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The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



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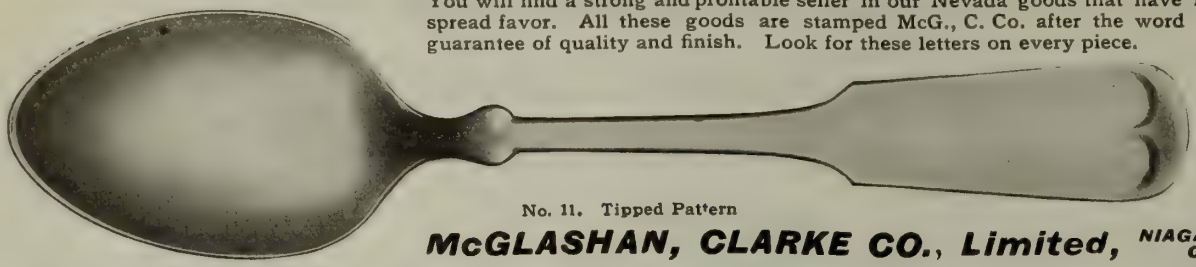


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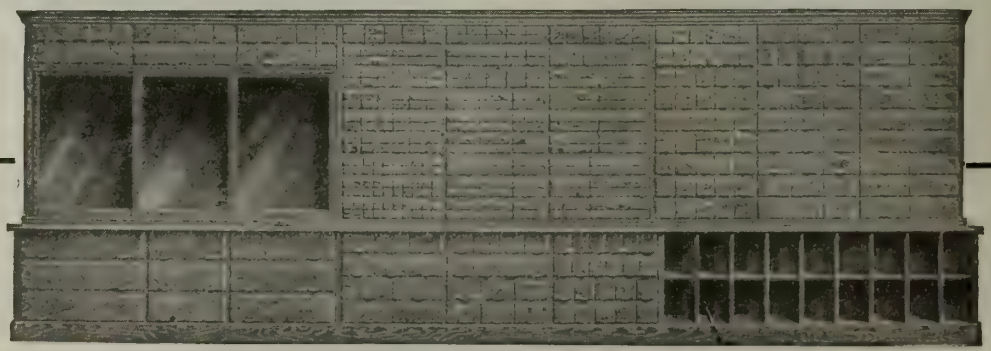
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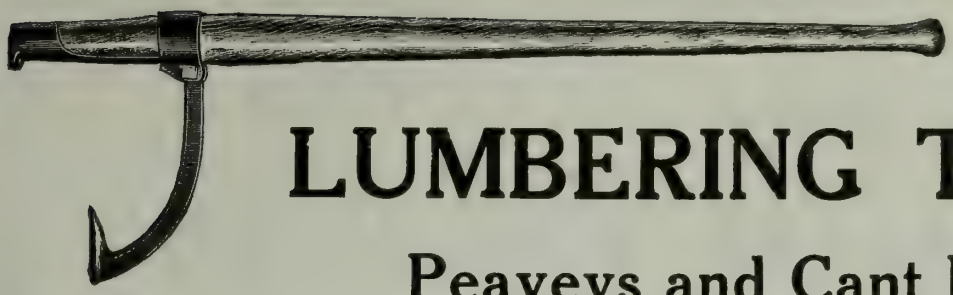
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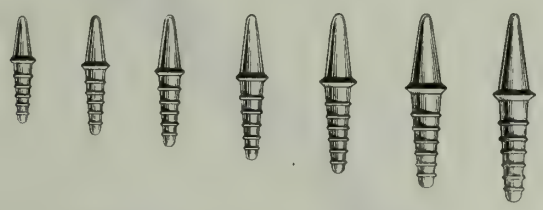
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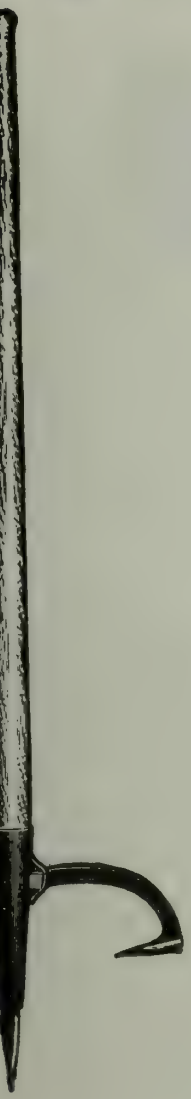
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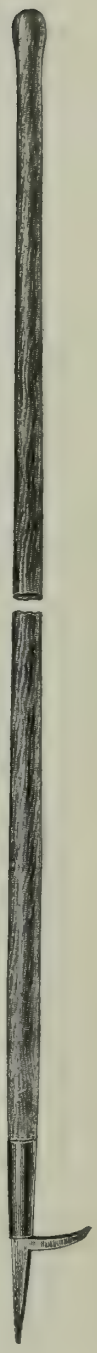


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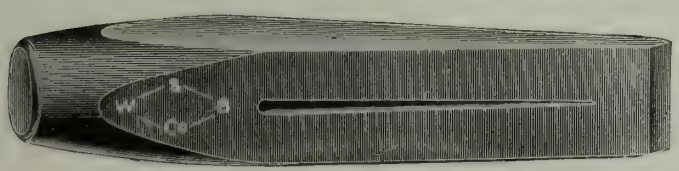
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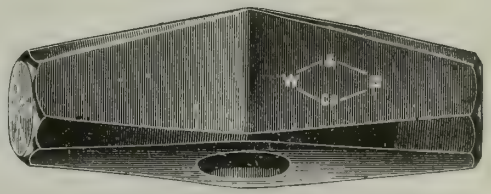




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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV1. TORONTO, FEBRUARY 7, 1914 No. 6

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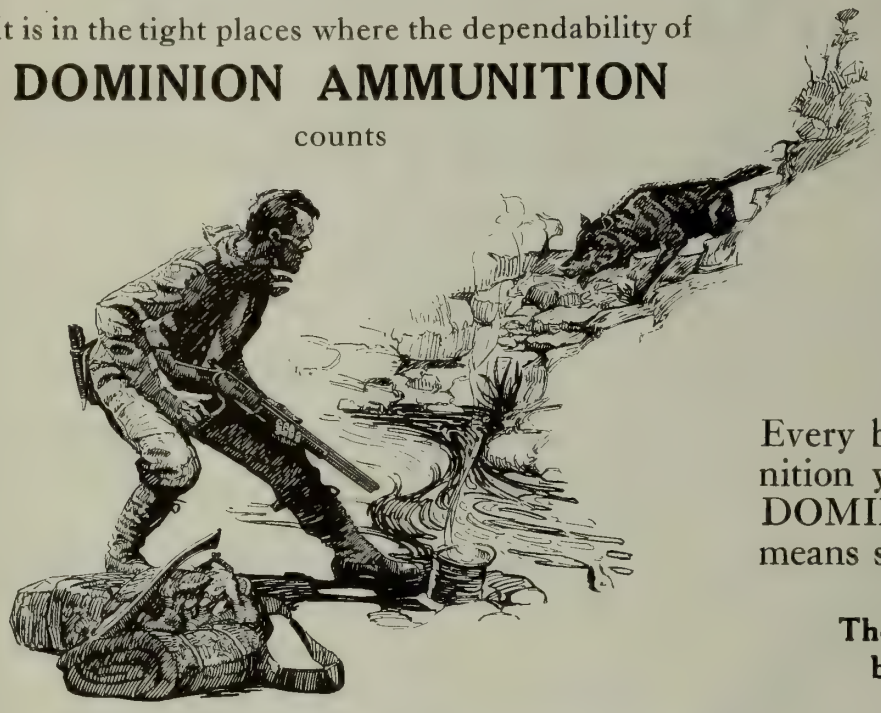
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These are just four of the attributes with which we have surrounded the O-Cedar, and which make it such a vitally interesting proposition to you. National advertising—the sale practically made before the prospect enters your store. The appeal to the housewife—the end of the back-breaking drudgery, dust and dirt. Your prestige—assured when you become an O-Cedar dealer, because the word O-Cedar and "reliability" go together. And the profit—we'll tell you about if you will drop us a line.



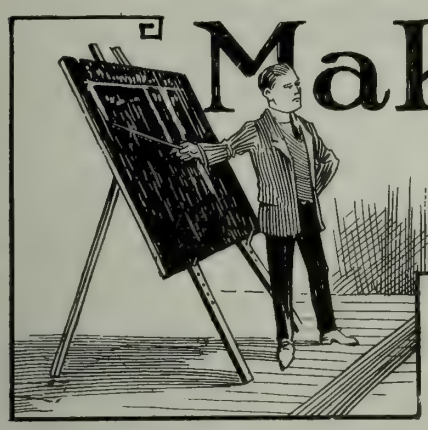
Argue it out to yourself; you'll find it's just clean-cut business for you to stock the O-Cedar. Convince yourself—
Then write.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. FEBRUARY 7, 1914 No. 6



Making Efficient Salesmen



Written for Hardware and Metal
by H. W. Byers

IN large American and Canadian departmental stores where over a thousand clerks are sometimes required, it is not always possible to secure those who are experienced in the art of serving behind the counter. Resort is often made to the material coming to this continent and who are constantly applying for work of this kind. Such material is not always polished sufficiently to be trusted with the transaction of business, even with the sale of the simplest article.

To turn these men and women into salesmen, some of the largest stores have introduced business colleges where their new clerks are taught the elements of salesmanship for two or three hours each day during the first week of their employment. From the points of view of economy and safety, this has been found necessary and profitable, and as some of the lessons imparted in these schools are those that should be learned by every salesman, a brief description is given of the system used by the T. Eaton Company, Toronto, for the benefit of dealers who consider their own clerks lacking in one or two points.

When the store is busy, and clerks are leaving and being taken on every day, these classes are held continuously. It can be imagined what a busy section of the work this is prior to the Christmas rush, when so many new and temporary hands are engaged. As each new clerk usually takes four or five afternoons or mornings to complete the course, and as the company is paying them all the while, it is easily seen that the T. Eaton Co. spends hundreds of dollars every year on the preparation of its clerks. And as this is one of the most skilfully operated stores in the world, it is obvious that smaller storekeepers might benefit by emulating some of their methods. If Eaton's find that it pays to spend a few dollars on each clerk in teaching him how to make out a complicated check the smaller tradesman might at least spend a few minutes for this purpose.

There is nothing very scientific or technical about the lessons. One could venture to say that if the training were carried a little further, along psychological lines, it would result in more efficient clerks. How many of them, when they have supplied the demands of a customer, attempt to create further demands by asking a negative question? A customer will invariably reply "no" to the query, "You'll not be wanting any eggs, will you?" whereas she will think and act if informed that a consignment of fresh eggs arrived that morning. She is so often "sold" with fresh eggs, that she will grasp at the chance to take some.

The Psychology of Delivery Service.

The only suggestion of psychology in this class is in the instructions given regarding the delivery of parcels. While the T. Eaton Co. have one of the most efficient and rapid delivery systems of any store in the world, they take care not to deliver a parcel if the customer will take it with her. For that reason, new clerks are taught after taking an order to suggest that the customer carry it herself by putting the simple question, "Will you take it with you?" In a large percentage of cases, if the parcel is not a large one, the customer will say "yes," whereas if the question, "Shall we send it?" had been put, she certainly would have relieved herself of the burden. How necessary this tuition is can be judged from the number of clerks, even in Eaton's, who ask the second question, and not the first.



The Class-room Used.

The class-room is arranged like any other class-room in a school, except that the blackboards, of which there are several, are ruled permanently in a manner that will allow lessons on the making of sales checks, invoices, etc., to be made easily. In fact, facsimiles of checks are printed on the board, allowing the teacher to fill in typical examples of sales, which can quickly be erased.

The clerks-to-be are seated at ordinary school desks and tables, and at the front stands the teacher. She or he is a person who has spent many years with the firm, and is familiar with the work in every detail. During the greater part of the day, she is pursuing her duties as head of some department, but usually finds time for two hours, either in the morning or the afternoon, to give this lesson.

The T. Eaton Company run their business on a strictly cash basis, so that it is unnecessary to train clerks how to deal

(Continued on next page.)

A Review of the Stove Situation

Representative of Hardware and Metal Interviews W. S. Fisher, President Enterprise Foundry Company.

It is only necessary to mention stoves nowadays to get a crowd around, that is, a crowd of hardwaremen. Stoves seem to be a sort of thermometer of the trade just now, and when the proprietor of a large stove concern like W. S. Fisher, president of the Enterprise Foundry Co., Sackville, N.B., starts talking about why the stove trade is quiet, when it will revive, and so forth, the whole hardware trade is there with its ears open, ready to catch every word and to profit thereby.

Mr. Fisher spent a few days at the Westminster Hotel, Toronto, on Wednesday this week, and granted an interview to a reprentative of Hardware and Metal for a little hardware gosip. One or two of the observations he made will interest our readers, coming from a man who has his finger on the pulse of a business in which almost every hardwareman is interested.

Mention was made of the approaching convention of the Ontario Retail Hardware & Stove Dealers' Association, and Mr. Fisher expressed sorrow that his plans would not allow him to be present at Ottawa. He became reminiscent, recalling the first convention of the Association about ten years ago, held in the Queen's Hotel, Toronto, to which he went with Col. J. B. MacLean, publisher of Hardware and Metal. There were hardwaremen present from all parts of Ontario, and the enthusiasm shown augured well for succeeding conventions.

Coming down to solid business, Mr. Fisher admitted that the stove trade had suffered along with others, partly through the depression, and partly owing to the mildness of the weather. He was sure, however, that the fundamental basis of the business was sound, and that it simply required this rest to recuperate. Resorting to an apt simile, he said:—"Like a sick man, it will benefit from the rest, and come again with even greater vigor."

"Do you feel the depression much in New Brunswick?" asked Hardware and Metal's representative.

Mr. Fisher replied: "The whole country is suffering from this depression, but the most serious falling off is west of the lakes. The general disposition now is to go carefully, and everything this year will depend on the crop. We needed this depression as a lesson of caution. The banks did a good thing when they compelled everybody, and especially real estate men, to go slow. They deserve all credit. If the banks had not acted this way, the depression would have been more distressing, and longer lived."

Having disposed of the depression, Mr. Fisher turned the subject, and discussed the remarkable strides being made by Canadian stove manufacturers, and how effectually they were combating the American trade in the West. Canadian manufacturers, he said, are making a higher grade of goods, and are now better able to keep out imported goods. During the past few years, the



W. S. FISHER.

volume of imported stoves and furnaces into the West had been considerably reduced by Canadians securing better facilities, and putting a better stove on the market.

Mr. Fisher, as readers of Hardware and Metal know, is a member of the commission which governs St. John's municipal affairs. As such, he is naturally very much interested in the development of St. John as a winter port. He stated that he felt sure the Canadian ports were gradually coming into their own, and that Canadians generally were recognizing the desirability of cultivating trade through their national ports.

Asked about the success of the Commission form of government in St. John, Mr. Fisher said that it was working out quite satisfactorily, and he thought that the people were well pleased with the innovation. St. John was the first Canadian city to adopt the commission form of government, and it has ben in force there for two years.

EFFICENT SALESMEN.

(Continued from page 40.)

with credit customers, but there is an enormous amount to be taught in dealing with cash slips, returned goods, and deposit slips. When a person applies for a position, and is accepted, he is given a card, and told to be in a certain class-room at a certain hour. Before the lesson begins, the teacher delivers a little speech explaining how long he or she has been with the firm, how necessary it is to be accurate to succeed, and so on. Then check-books similar to those used in the store are handed around.

First lessons are given on how to address customers. Instead of leaving to the new clerk to say, "And what do you want?" he or she is instructed to say, "Is anyone waiting on you, madam?" The term "lady" is strictly forbidden by this company when clerks are addressing customers. Care is taken to instruct the pupil not to worry people who are standing near their counter, and yet by using tact, to catch people who would otherwise pass away without purchasing. In large departmental stores one often notices clerks who stand behind the counter mute, while others are too aggressive, and by their zeal drive customers away; the T. Eaton Company teach their clerks to adopt tactics between these two.

A Rigid Examination.

In order that each pupil will know how to handle cash and the check-book, the teacher describes typical sales on the blackboard, each pupil being required to copy them into his or her book of slips. Following that, the teacher goes around to each desk pretending to be a customer, the clerks selling her imaginary goods, and making out the necessary checks. At one desk she will order something C. O. D.; at the next she will be returning goods, and making a further purchase, and at another desk a pupil will be required to supply her with goods on which she intends to make a deposit.

When this has all been gone through, three other afternoons are usually required, at which the pupils are given papers containing about twenty-five questions, covering every conceivable kind of complicated sale. Each paper is more difficult than the preceding one, and the pupils are kept at these until they have supplied satisfactory answers, and are considered sufficiently proficient to act as clerks in the T. Eaton Company's store.

It should be pointed out that while these lessons are being given, a portion of the day is spent by the novice in the store, where he or she has an opportunity of putting what has ben learned into practice, and is able to obtain advice in the class-room on any difficulties met with behind the counter.

The Ottawa Exhibition and Convention

Those Not Having Made Reservations Should do so at Once—A Large Attendance Expected From Quebec Province—Visitors Will Be Well Taken Care of.

EXHIBITION and convention week is close at hand. Retailers have only one more week in which to decide whether or not they will go to Ottawa. Decisions should be made quickly and reservations made at once, in order to be sure of ample accommodation.

For the benefit of those who have not yet made arrangements for exhibition and convention week, we will publish the instructions issued by the C. H. M. E. A.

Purchase single fare ticket on the certificate plan from your station to Ottawa, and if you wish to travel on the Hardware Special, see that it reads via G. T. R. from Toronto or Montreal if coming from points beyond either of these cities.

A railroad representative will be on hand at Ottawa, by whom your certificate will be vised, entitling you to a first-class return ticket.

For hardware men, exhibitors, guests and ladies who attend the Convention and Exhibition, a special rate has been secured at the two leading hotels at Ottawa—The Chateau Laurier and The New Russell. The rate is $1 without bath, and $1.50 per day with bath for five days.

The rooms are expected to accommodate from two to five persons, according to size. If you reserve a room that is expected to accommodate three persons, the charge will be for the whole room—$3 without bath, or $4.50 with bath.

A deposit of $5 must be sent with your application. Send money orders, checks without exchange added will not be accepted. For the $5 deposited reservation will be made for you, from February 16th to 21st, at either of the hotels mentioned. The committee reserves the right to assign to either hotel mentioned.

These rates can only be secured by obtaining coupon from either F. M. Tobin, secretary Exhibitors' Association, Woodstock, Ont.; J. A. Beaudry, secretary, Quebec Retail Merchants' Association, Montreal; Weston Wrigley, secretary, Ontario Retail Hardware Association, Toronto.

After committee assign you to hotel, deliver the hotel accommodation coupon or receipt for the $5 to the hotel when you register; this will be credited to your account, either in full or on account, according to accommodations you select, and this assures you the special rate engaged for you.

Special hardware trains will leave Toronto and Montreal on the 16th, and return from Ottawa on 21st. Hardware men and hardware representatives and their ladies only will ride on these trains.

The next issue of Hardware and Metal will contain much valuable information regarding the Capital City and the many points of interest, which hardwaremen will have an opportunity of visiting.

LETTER FROM F. M. TOBIN SEC'Y.-TREAS. C.H.M.E.A.

Hardware and Metal,
Toronto, Ont.

Gentlemen:—

It is interesting to note that the retail hardwaremen who have attended the hardware exhibition in Hamilton are realizing the importance of these exhibitions from an educational point of view for the dealer and his employees. In connection with this it is noticeable that many of the dealers are not only taking advantage of the exhibition this year, but they are sending their employees. This interest is appreciated, and is very satisfactory to the promoters of the exhibition.

Among the attendance at Ottawa will be noticed a large number from the Maritime Provinces. A number of reservations have been received from there.

Nova Scotia, New Brunswick and Prince Edward Island have been heard from.

Yours truly,
F. M. TOBIN.



Ottawa, Canada, North Central View from Victoria Museum.

HARDWARE AND METAL

VOL. XXVI. No. 6 Toronto, Canada, February 7, 1914 Two Dollars per Year

The Business Situation

THE Business procession is moving forward and making steady progress each day. It is not going ahead by leaps and bounds; it is slow, but sure. Depression and pessimism are falling behind, and there is a general movement toward normal conditions.

Canadian business men have great faith in the future of Canada, and believe that the recent stringency will not pass without leaving a beneficial effect. There is no doubt but that we will have a general improvement in business from now on, in all hardware and kindred lines. Since the first of the year, and especially during the past few weeks there has been a steady improvement in the metal markets. For a considerable length of time, caution and conservatism reigned supreme, and very little buying took place. There has been a general buying movement during the past two or three weeks, and a general all-round better feeling is exhibited. Quotations are in nearly all cases, very firm, and several recent advances have taken place.

In general hardware, business is quiet, a condition which generally exists at this period of the year. Booking for spring is very heavy, especially in Eastern Canada. Booking in some lines is in excess of last year, showing that the retail trade are looking forward to a good business year in 1914. It is felt that stocks of retailers are in the majority of cases very light at the present time. Retailers have been cautious and have not allowed heavy stocks to accumulate. Manufacturers' stocks in some lines are undoubtedly heavy, but there should be a big movement during the next few months.

That American business men are cheerful is evidenced by a letter issued by the National Association of Credit Men. It says: "The first month of the new year has clearly given a new note to business. Uncertainty as to what was going to happen next has been giving way during the month to definiteness. Instead of pursuing a policy of self-protection, as business men have thought necessary for several years, they may look forward, in lines where stocks have not been carried over on account of unseasonable weather, with genuine confidence, working aggressively and expansively for business.

"There is a world-wide ease in the money market, a condition almost novel, so long is it since we have been free from financial stress and strain in one or more of the world's centres.

"This note of cheer does not mean that we need be less vigilant in keeping receivables well under control, for no matter how favorable business prospects may be, anything but a close collection policy is bad business.

"It is obvious from reports reaching the National office that during the last two months of 1913 slowness in the settlement of merchandise accounts was general. There are two distinctive reasons for this condition: First, unseasonable weather operating against sales of winter stocks, and, second, timidity on the part of interior banks pending banking and currency legislation."

Regulations Affecting Scales

IN the Jan. 3 issue of Hardware and Metal a notice appeared, giving information regarding the amendments to the weights and measures regulations of the Inland Revenue Department. As a result of the notice, a large number of retail hardware merchants sent in letters asking for further information, resulting in our publishing the amendments in full in the Jan. 10 issue. The amended regulations, which go into effect sixty days from Jan 1, prohibit entirely the manufacture or sale of spring scales except in the cases of the kinds now used for weighing ice, sportsmen's spring balances and farmers' milk scales. Retail hardware merchants are concerned principally in the regulations which will prohibit the importation or sale of family scales. During the past two years many thousands of these family or household scales have been imported into Canada. There are at the present time many hardware merchants who have stocks of these scales on hand. The purpose of this editorial is to urge retailers to make an effort to dispose of all scales which will be banned under the new regulations. Only three weeks remain in which to accomplish the disposing of a line of goods which after that time will practically be dead stock. Unless an extension of time is granted, and there is no reason to expect such an extension, the new regulations will go into effect about March 1.

The writer called at a large department store in Toronto a few days ago, and going to the scale department he found a large array of household scales on display. One of the salesladies in charge was very anxious to make sales of household weighing machines. When questioned regarding the effort that was being made to dispose of this class of scale, she admitted that orders had been given to clear them out in view of the new regulations which would shortly be enforced. Hardware and Metal advises retailers to lose no time in disposing of all scales of the type which will be banned under the new regulations. Only three weeks remain to dispose of these lines.

Business Built on Fighting Spirit

A TORONTO newspaper presented to its readers recently an interesting article under the above caption, in which was told the story of a prominent merchant's success. The head of a large Queen City store had been asked to tell why one man can build up a large store and accumulate a fortune, while the merchant next door struggles along all his life without increasing the scope of his operations or the extent of his profits one iota. His reply was to the effect that the ability to fight, to keep eternally working to advance one's interests, was the real secret of success.

It will be interesting to quote from the article: "The men who have developed Canadian business have had to fight from the beginning," he said. "Coming here, they faced the wilderness, the handicap of great distances, and finally, because of unprecedented, natural development, competition of the fiercest kind. All this gives young men, native or foreign born, who are beginning business life in Canada, much to think about. They must fight to win. But they have precedents which must be inspiring. The necessity to fight is not a handicap; it is a stimulant. A man's career in Canada, in most cases, must be his own, for here changes in methods are constantly taking place. Every generation of Canadians has its own way of tying up a bundle, and the new ways are always better than the old ways. Of course there are certain general business principles, such as honesty, industry, and enterprise, which are transmitted from one generation to another. The beaten track is never to be scorned, but no explorer ever followed it, and it has been explorers who have made discoveries in business, as well as geographically. No big business was ever founded upon pessimism. A merchant cannot grow if he thinks the worst is yet to come."

There is a large measure of truth in this. The secret of the success of a retail business lies in the personality of the head of that business—his ability to grapple with conditions, to surmount obstacles, to instil his own enthusiasm into every member of his staff.

The following axioms propounded by the merchant in question are well worth keeping:

"The beaten track is not to be scorned, but no explorer ever followed it."

"A big business, and a small one, for all that, must roll up hill."

"Team work is more necessary in business than in football."

"The chief fault of sales-people is ignorance of the goods they are expected to sell."

"Drink and over-much tobacco are great foes to salesmanship and good salaries, as are too much tango and excessively tight clothing."

Current Market Quotations

COMMENCING with this issue a change is being made in the arrangement of our Current Market Quotations. The principal changes will be the use of larger type, and the addition of two extra pages of quotations. During the past few weeks we have been in correspondence with a large number of our subscribrs asking for suggestions as to how we could improve the service which Hardware and Metal is giving. We have now in our possession several hundred letters, and every mail is bringing in large numbers. The requests have been principally for extensions to our Current Market Quotations.

This is a service which has been appreciated in th past, and will be to a greater extent in the future. It is our intention to have this list absolutely correct, and to embrace many more lines than it has in the past. There may be typographical errors in the list this week, owing to the work of re-setting and the short length of time allowed to check quotations. Commencing with the Feb. 14 issue of Hardware and Metal, all corrections will have been made, and new lines added, and readers of Hardware and Metal will have an opportunity of making use of the most complete and efficient list of Current Market Quotations, on lines pertaining to the hardware business, that has ever been published for the Canadian trade.

Editorial Briefs

MEET YOU at Ottawa.

* * *

GIVE THE clerks a chance to visit the Ottawa Exhibition and Convention.

* * *

THE LOCAL zone will give the local dealer an advantage the mail order house does not possess.

* * *

WATCH NEXT week's issue for news about the Convention, and the Convention City.

* * *

AMERICAN hardwaremen are using parcels post to increase sales. Take advantage of the new system.

* * *

A WELL equipped builders' hardware salesroom is a great asset to any merchant who goes after the builders' hardware trade.

* * *

A CONSTANT struggle, a ceaseless battle to bring success from inhospitable surroundings, is the price of all great achievements.—Dr. Marden.

* * *

THE RATES for the Parcels Post system do not seem to have satisfied some and the complaint is heard that the shipping of goods to distant points will not be facilitated.

THE RENEWED activity of the metal markets is a sign of considerable significance.

* * *

JUST ONE week more before Hardware Week. Got your plans completed for going to Ottawa?

* * *

A FURTHER improvement is noted in business conditions. This steady uptrend is very encouraging.

* * *

ONE OF the most difficult things in the world is to find salesmen capable of coping with antagonism.

* * *

THE WINDOW trimmer who can get the mental attitude of the public will have no difficulty in arranging trims of 100 per cent. selling power.

* * *

THE TOMBSTONE makers of Canada are holding a three-day convention in Ottawa this week. They will have finished their business and got clear away before the live hardwaremen arrive in the Capital.

* * *

PERHAPS THE solution of the Parcels Post question from the standpoint of the retail merchant is the establishment of radials. Good radial connections throughout the local zone will enable the merchant to hold his own.



Main exhibit room of the Yale & Towne Mfg. Co., 9 E. 40th St.

New Building and Show Rooms of the Yale & Towne Mfg. Co.

The New Building Recently Opened is Luxuriously Equipped With Most Modern Innovations of the Builders' Hardware Line —Descriptions of Exhibit Rooms.

THE new office building of the Yale & Towne Mfg. Co., occupying a plot 50x100 feet on the north side of 40th street, about 100 feet east of Fifth ave., New York, is twelve storeys high, and, including two sub-basements and a roof loft for elevator and ventilating machinery, has in all fifteen floors or levels, containing an aggregate of 60,000 sq. ft. of floor space. It was designed throughout to meet the special requirements of the company's business.

Canadian hardware firms, particularly those in the large cities, who are contemplating installing sample or display rooms (on a smaller scale, of course, than the ones here illustrated) will be particularly interested in the section of the Yale & Towne Building devoted to the display of the company's products.

The first, or ground floor, is devoted to a series of elaborate exhibit rooms, for the display of the company's products, and for the use and convenience of its customers, including architects and their clients. The main exhibit room is approximately 50 by 20 feet in area, and 21 feet in height, paneled throughout in French walnut, elaborately carved, the walls consisting of glass cases, electrically lighted and containing a most extensive and beautiful display of art hardware, the examples covering practically every important school of ornament and every variety of metal and finish.

Behind this is the "Alcove Room" containing, in a series of alcoves, extensive exhibits of the company's commercial products, including night latches, padlocks, cabinets and trunk locks, bank locks, prison locks, door checks, and builders' hardware and locks. Opening from the alcove room are four smaller consultation rooms, for the use of architects and their clients in the selection of hardware, finished in four different schools as follows, Georgian, Louis XVI., Colonial and Tudor Gothic. On this floor is located the office of the manager of the city sales department, with a separate entrance.

In one of the accompanying illustrations is shown the interior of one of the small exhibit rooms, showing construction of the display cabinets, open, partly closed, and fully closed. Illustrations are also shown of the main exhibit room, and the Colonial room, in the latter, showing panels of exhibits closed.

Surrounding the main exhibit room is a mezzanine floor, the rear portion of which is occupied by the manager and salesmen of the contract sales department, through which pass the drawings and specifications of architects from which are compiled the schedules of

locks and hardware for individual buildings which they call for, and on which are based the estimates, quotations and sales of this part of the company's product.

In the basement is located the city sales room, for the convenience of local trade customers, excellently lighted, with marble trim and terrazzo floor; and adjacent to it is the repair shop, for the making of duplicate keys and repairs for local customers. In the rear is a large stock room with metal shelving, containing stock of the company's products for the accommodation of local trade customers.

A fire escape, enclosed in a separate well or tower and connected with the rear of each floor by an open balcony, extends from the roof to the street level, while an internal service staircase, also completely and separately enclosed, furnishes convenient facility for communication from floor to floor. A special feature in the building is a receding construction of the rear wall whereby effective skylights are provided on the first, third, fifth, seventh and ninth floors. The building is designed throughout, and in every detail, to facilitate the conduct of the company's business, and to promote the health, comfort and efficiency of its employees, the number of whom now employed in the building is about 350.

The company's main works are located at Stamford, Conn., covering an area of over twenty acres, and employing upwards of four thousand people. Its subsidiary, Canadian Yale & Towne, Limited, operates a plant at St. Catharines, Ont., employing three hundred people, to meet the requirements of the Canadian market.

AMENDMENTS TO JOINT STOCK COMPANY'S ACT.

Proposed legislation and the draft of the amendment of the new Joint Stock Companies Act, for the Province of Manitoba, formed part of an address delivered at the Winnipeg Canadian Credit Men's Association dinner by A. E. Hoskin, K.C.

Mr. Hoskin stated that he had received a copy of the proposed Act, which tained in any prospectus, if adopted in Manitoba, are of the utmost importance as it has happened, more frequently in the east than in the west, that untrue statements have been made in prospectuses.

Important Changes.

Another, and the last important change in the present law, which had, he said, special reference to the interest of credit men in the Act, was the English practice of making retiring members liable for the debts and liabilities of a corporation for one year after they had parted with their stock. This is designed to prevent persons having confidential information in regard to the affairs of a company passing on their shares.

Mr. Hoskins also made a number of interesting observations to the members on the subject of commercial guarantees, and the proper requirements of a guarantee by a debtor were explained with is intended to bring the company procedure of the province more into line with the law in England and in Ontario, drawn up by Mr. Justice Robson.

The first requirement under the bill will be that companies must have a

(Continued on page 61.)



Interior of one of the small exhibit rooms, showing construction of the display cabinets, open, partly closed and fully closed.

Methods of Doctoring a Sick Business

How One Merchant Made Large Profits on a Small Investment —Sending Out Price Lists Found Profitable—Price Tickets in the Show Window.

Written for Hardware and Metal by C. J. Morris

THERE is always a purpose in business. That purpose is the desire to make money. The conditions of that desire are various, each one depending on the ambition of the individual. How much the business man wants to make therefore depends upon himself and his own resources.

It is said that comparisons are odious, but comparisons in business matters are necessary, even though they be odious. A business is very much like a human being, for, like a man or a woman, it is subject to a good many ills. Some businesses are very weak on account of a poor constitution; others are healthy and robust. There are doctors and remedies for the sick man, and practically the same remedies are in existence for a sick business. There can be nothing odious in such a comparison.

The Price List Cure.

When a business is found to be ailing one of the first things to be done is to find a remedy. A good remedy is to clap a plaster on its chest. A good plaster is a price list. It is surprising what relief it will give. A few days ago I came across a small retail merchant who seven or eight years ago, started business with a capital of $400. He was one of the big crowd of retailers now rapidly disappearing, who looked upon bookkeeping as a pure waste of time; that, or his knowing nothing of accounts caused him to forget entirely the necessity for a balance sheet. Anyway, despite this omission, and through infinite exertion, he has made a snug little pile of $5,000 for himself, and now wants to sell out and go into something where the field will be larger. Some people would think this a foolish step to take, but this merchant is ambitious and lives only for work. A man of his calibre cannot fail. The word "fail" is not in any dictionary of his. Nor is it to be found according to Richelieu "in the lexicon of youth" at all. One of the principal things that brought him business was a price list he sent out every month all over the neighborhood. He also published this same price list at first once a month in the weekly paper, and afterwards regularly every week as he found results justified the outlay.

Now, people read price lists—women do particularly; and if you are selling anything one cent or two cents cheaper than anyone else the women-folk who, after all, are really the mainstay of the retail merchant will go some distance out

(Continued on page 49.)



Interior of Colonial Room, showing panels of exhibit cabinets closed,—in new building of Yale & Towne Mfg. Co.

Problems For Sheet Metal Workers

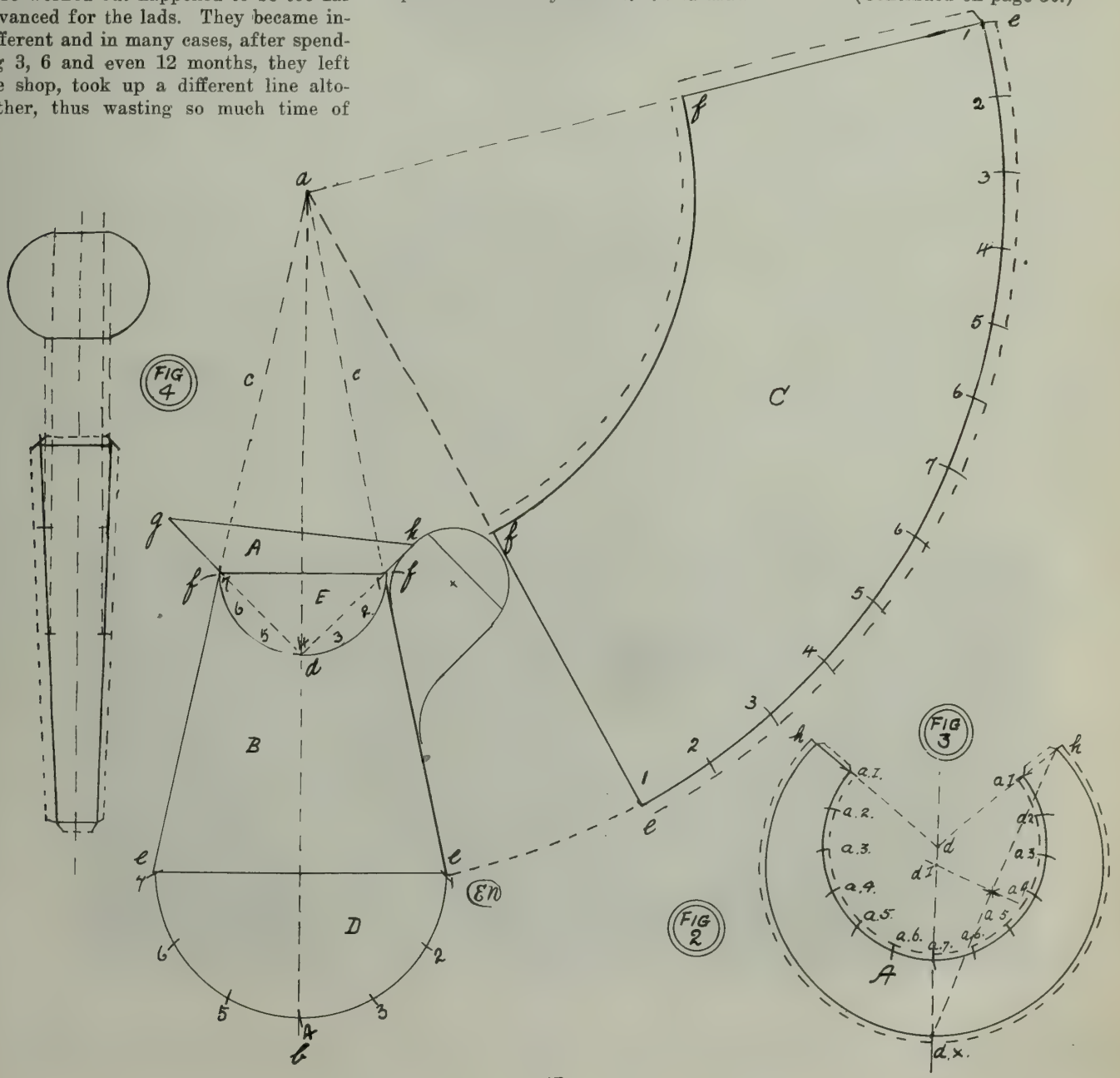
IN this issue we propose taking up a simple, yet practical, problem for the tinshop, viz:—that of developing the necessary patterns required for an ordinary measure. These problems are taken up chiefly with a view to keep our craftsmen in touch with the actual development of such articles from day to day, and also to assist those who, some day will be our future men, viz: the apprentices.

Not many years ago the writer was employed in a shop where quite a number of apprentices were employed. They were termed helpers, and oftener than not these lads were simply wasting their time, because most of the problems which were worked out happened to be too far advanced for the lads. They became indifferent and in many cases, after spending 3, 6 and even 12 months, they left the shop, took up a different line altogether, thus wasting so much time of their lives. Those who stuck to their jobs often began doing work from mere habit as it were, just picking up a pattern, marking it off, then cutting and assembling. But if they had been asked to develop the pattern they were using, they could not have done so. These patterns we produce are simple, yet embody several of the principles which are required in most tinsmith work.

We will now take up the development of this measure. First turn to Fig. 2, and having decided the size, erect line *a b*; then draw the outline of measure in actual size, viz: flared lip A, body B and handle X. Then make arcs D and E. Next place the straight-edge in line with sloped sides of body from e. f. and draw lines until they intersect perpendicular line a. b. making a centre; then place compass at a and open up to C., developing arc C. Then measure off into 7 equal parts the arc D and stretch out these divisions on e. e., starting at e with 1, 2, 3, 4, 5, 6, 7 and 6, 5, 4, 3, 2, 1. The dotted lines on the edge are simple to allow for seaming and must be determined or allowed for by those developing the pattern.

When f. f. has been drawn and lines drawn on this arc from f. e. f. e. the pattern of the body is completed. For the bottom a circular piece is necessary twice the size of arc D with the necessary allowance for seaming.

(Continued on page 50.)



Staff Conventions and Reunions

Annual Dinner of the Trefoil Club

Club Composed of Members of the Yale and Towne Mfg. Co. Organization.

The annual dinner of the Trefoil Club of the Yale & Towne Manufacturing Co., held at the Hofbrau Haus, 1214 Broadway, New York, on Saturday evening, January 17, was one of the most successful ever held by the organization.

The dinner was of the beefsteak variety, and the "doin's and carryin's on" by professional entertainers added greatly to the jollity of the occasion.

A special feature was the unlooked-for issue of the "Yaletowne Trefoil," a little souvenir paper printed especially for this event in up-to-the-minute style, and chock full of jest and good humor peculiar to the occasion.

The whole affair was surcharged with the fine "esprit de corps" which stands out as such a prominent factor with the employees of the company, and is accentuated in the personnel of the Trefoil Club.

The picture shown herewith is a reproduction of a flashlight taken the evening of the dinner.

Our illustration in part represents the dynamic force of one of America's great industrial institutions—the directing departmental heads of the Yale & Towne Manufacturing Company—the captains in the great industry which Henry R. Towne has succeeded in building up, and of which he is still the guiding spirit.

The Trefoil Club was founded more than twenty years ago, membership being confined entirely to the officers of the company, departmental heads, salesmen, and members of the staff. Some general idea of the executive force of the establishment may be gathered from the fact that the membership of the club has grown to more than two hundred; some of them located in Canada (the home of Canadian Yale & Towne), others in London, Hamburg, Paris, Cuba, Mexico and the Far East.

J. C. Ziegler is chairman of the entertainment committee.



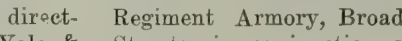
PENNSLYVANIA RETAILERS' CONVENTION.

The sixth annual Convention of the Pennsylvania Retail Hardware Association will be held in Philadelphia, Feb. 10-13, 1914. The headquarters of the Convention will be at the Bellevue-Stratford Hotel, where the general business will be transacted. An exhibition of hardware will be held in the Third Regiment Armory, Broad and Federal Streets, in conjunction with the Convention.

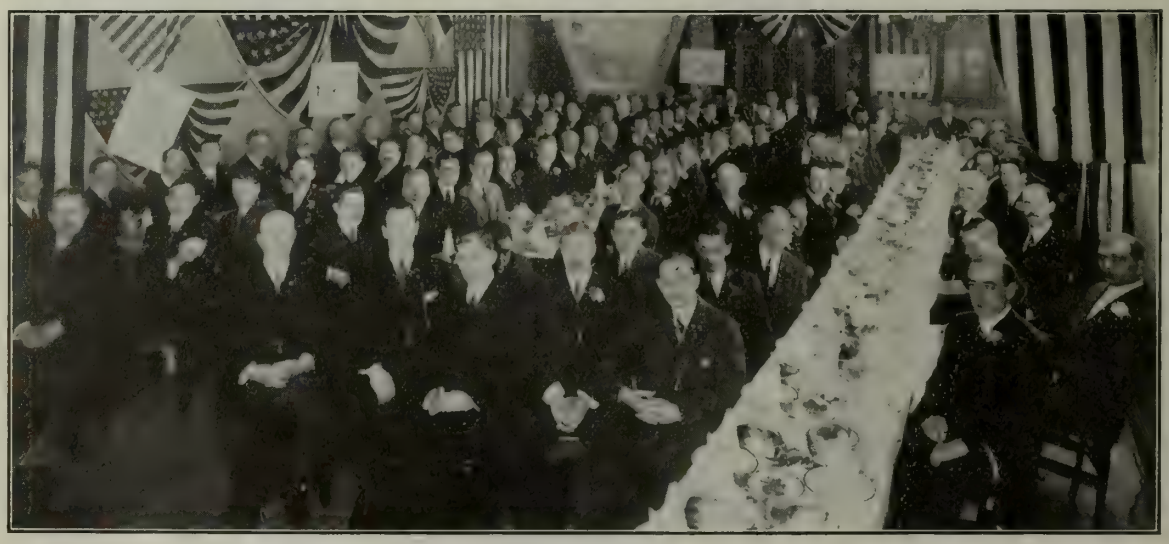
President John Wardrop has appointed various committees to handle general arrangements and details of the Convention. Chairmen of committees who have authority to appoint their associates on the committees are as follows:—C. W. Summerfield, chairman publicity committee; A. J. Egolf, chairman reception committee; C. E. Tobias, chairman committee on music; Albert Kaiser, chairman committee on ball; F. A. Mitchell, chairman committee on entertainment of ladies.

Charles W. Summerfield, chairman of the publicity committee, has completed his committee by appointment as follows:—James E. Baum, Supplee-Biddle Hardware Co.; Wm. B. Charlton, Supplee-Biddle Hardware Co.; F. C. Goodwin, 5801 Germantown Avenue; H. O. Stansbury, president, Philadelphia Hardware Association; T. James Fernley, secretary, Hardware Merchants' and Manufacturers' Association; J. G. Esmond, 60th and Market Streets.

It is the purpose of this committee to meet under the train shed at Broad Street Station, Monday, February 9th, at 5.45 p.m., and escort the delegates who will come in on the hardware special train to the Bellevue-Stratford Hotel, the Convention headquarters. All Philadelphia hardware merchants and those affiliated in any way with the trade are invited to be present and escort the delegates to the hotel.



W. J. Carter, of Carter Bros., hardware merchants, Picton, Ont., was recently elected vice-president of the Picton Bowling and Curling Club and president of the Prince Edward County Agricultural Society.



Annual Dinner of Trefoil Club of the Yale & Towne Mfg. Co.

New Stove and Furnace Firm in Canada

New Firm is Located at Almonte, Ont.—Members of Firm Are Prominent Stove Men—Stoves and Furnaces to be Manufactured.

ANOTHER FIRM has been added to the list of stove and furnace manufacturers in Canada.

T. W. Kirby and J. E. Bennett, late of Gurney-Tilden factories at Hamilton have announced the incorporation of Kir-Ben, Ltd., with a capital of $200,000, and head office at Almonte, Ont., to manufacture Kir-Ben furnaces, stoves and ranges.

Both members of the new firm are well known among the Canadian trade.

T. W. Kirby, of Kir-Ben, Ltd., has been associated with the hardware and stove trade for many years. Mr. Kirby was at one time sales manager of the Metal Shingle and Siding Co., Preston, Ont. He later became secretary of the Stove Manufacturers' Association and in that capacity was in close touch with manufacturers of stoves in all parts of the country, and received a very complete insight into the stove situation.

Mr. Kirby later became assistant manager of the Gurney-Tilden Co., of Hamilton, Ont. After the re-organization of the firm, which became known as the Hamilton Stove and Heater Co. Mr. Kirby retained his former position as assistant manager until a short time ago, when he resigned to take a partnership in Kir-Ben, Limited.

In addition to having had extensive executive experience, Mr. Kirby has had a great deal of practical experience in connection with the manufacture of stoves and furnaces, and is considered an expert authority on matters pertaining to the stove and furnace trade.

Mr. Kirby is third vice-president of Canadian Hardware Manufacturers Exhibitors' Association. He is also a prominent Mason.

J. E. Bennett started in the hardware business in August, 1897, as junior clerk with McBride Bros., Toronto Junction. In May, 1898, the business was purchased by E. R. Rogers and Mr. Bennett was given the position of head clerk. Two years later he was placed in charge of the hardware and tinshop departments, and was also appointed buyer for the firm.

During these years Mr. Bennett gained valuable experience, especially in the selling end of the business, and in 1903 he joined the selling staff of the Gurney-Tilden Co., and had charge of Eastern territory, until the company sold out to the Hamilton Stove and Heater Co. in 1908. Mr. Bennett remained with the latter firm for three years, resigning to take a partnership in Kir-Ben, Ltd.

The experience gained by Mr. Bennett during his many years' service in the various phases of the hardware and stove



J. E. BENNETT.

business, will prove a valuable asset in conducting affairs of the new firm.

The products of the new firm will be



T. W. KIRBY.

exhibited for the first time at the coming Hardware Exhibition at Ottawa.

DOCTORING A SICK BUSINESS.

(Continued from page 46.

of their ordinary course to save that reduction.

Where is the housewife who will not go out of her way for the three articles at 25 cents, instead of paying 10 cents each? It is a question of domestic economy for the woman and one of business economy for the business man.

A Smart Example.

It is impossible to make a law to suit every business and one set of rules cannot be made applicable to every merchant. But there are universal principles which can be set up for the betterment of business in a general way. Now, a most effective general rule that can be adopted by nearly all retail merchants is to reserve one day in every month, at least, for a special advertising scheme. The plan is simple. Say that the appointed day is the first Monday in each month. On or about the 25th of the previous month send out a circular distributing it far and wide about your district, and insert a telling advertisement in your local weekly paper, calling attention to the fact that on this special day any article can be obtained at a discount of 10 or 15 per cent. (Please yourself how far you can go). You may take it as a certainty that your turnover for that day will be considerably increased. And good business man, as you are, you will not let the grass grow under your feet.

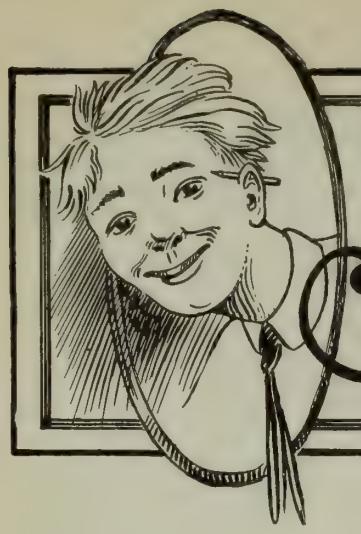
You will see to it that the loss of income you are enduring for advertising purposes will only be apparent. It should not be a real loss, and it need not be. You will of course, among other things, get in a good job line of something, some good stuff you can buy cheap, and there are many good job lines to be had at the present time.

Marking Goods.

Talking of price lists brings to mind a conversation I had last week with a hardwareman who asked for an opinion as to the advisability of marking goods. This merchant was inclined to disagree with some of his friends who argued that it is better not to price window goods. Many large merchants consider it a mistake not to price window goods.

True, it is the practice of some merchants not to do so, and if you are in a district where it does not matter, all well and good; but few small traders are in this happy position.

In a busy street of a busy town you must catch the eye of the passer-by. The mere sight of the articles in the window will not always do it. But a prominent card with the price of the article on it will. There are two ways of pricing goods. There is the aggressive style, and the reminding one. The former is done by big brazen figures, with an alluring inscription; the latter by just intimating the price in small figures in a neat way. The difference in the two is the difference between a coarse, loud shout and the gentle aristocratic whisper. Both are effective in their different spheres. But mark your goods, and in unmistakable plain figures. Try it and see the effect.



THE JUNIOR CLERK'S PAGE

Clerk Now Keeps His Mouth Shut

"LOUIS," said the general manager to the young man who stood before him, "I raised your wages last week."

"Yes, sir," the young man answered, "and I was very grateful for it, too. I——"

The general manager raised his hand.

"You're not going to be grateful very long," he said, "because I am going to take that raise away from you."

"Take it away?" Louis paled.

"Exactly—that is, I am going to postpone it two months. Two months from next pay day you will receive your raise again, but not until then. I think by that time you will have learned your lesson. I know it is drastic, but I cannot help it. I've tried to drive it into other heads by talking, but that seems to do no good. And so I must adopt a method of punishment. You will remember, Louis, when I gave you that raise I cautioned you not to tell any one about it? And now, honestly and truly, what was the first thing you did when you left this office?"

The young man hung his head and grinned sheepishly.

"I told a fellow," he answered. "I was so glad I had got that raise that—well, I guess I couldn't hold it in."

"And that is why I am taking the raise away from you. When I told you that, you believed I did so because this firm is stingy and doesn't want any one to know what any one else is getting. That is an impression I am sorry to see you have.

"There are in every office and every factory, Louis, men who are not worth a cent more than they are getting and never will be. They know how to do a certain amount of work in a certain way. They are nothing but human machines, and they would be dead wood on our hands at any higher wages. But we are forced to keep them because we can't get any one to take their places. But do you believe these men can see this in themselves? Certainly not. They have the same exalted opinions of themselves that every one else has. We all think that we're a little better than we really are, you know.

"Therefore, when these men hear that some one else is getting a little more money than they are they immediately think they are being discriminated against. They begin to grumble. They talk to other employees. Every little thing that a workman has against this firm is brought into the argument and piled up until the offence seems formidable. The result is general dissatisfaction—lack of good work, lack of discipline and the lack of everything that should be present in a good working crew. And the reason has been, all in the beginning, that a man who really deserved a raise got it—then told about it. Do you see what I mean? We're not stingy. We're just got good sound business sense, that's all. Understand?"

"Yes, sir," said Louis meekly, "I'll—I'll keep my mouth closed in the future."

The manager smiled.

"You bet it is," said Louis. Ten minutes later he had taken his position in the office again.

"What'd the boss want to see you about?" a fellow-worker inquired. Louis looked far away.

"Nothing," he answered.

—Chicago Tribune.

SHEET METAL WORKERS.

(Continued from page 47.

We will now turn to Fig. 3, which is pattern of flared lip of measure A.

Place compass point at d in Fig. 2 and open up to f. Then transfer this to form arc which will be the inner shape of flare, having as centre d. From d drop a vertical line through centre of Fig. 2. Then beginning at a7, transfer spaces in Fig. 2 at arc f. d. f. to inner arc Fig. 3, as shown up to a1. From centre d draw lines through the intersections a 1 a 1, extending them as shown. The next step to take will be to develop the outer arc. First place compass at f in Fig. 2 and stretch open to g., being front of lip and place point at a. 7. d. in Fig. 3, repeating the same on back of lip, f. h., transferring this measurement to a1. on line intersecting. Then draw a line across from intersection h. to vertical line at d. Then divide this line equally and form right angle to intersect vertical line, thus making centre dI. From this centre open up compass to d.x., being form of lip and form arc on each side to h. h.

It is now only necessary to draw arc as seen by dotted lines to allow for laps and wire edge.

The handle pattern, Fig. 4, is so simple that it really needs no describing. It speaks for itself.

REMARKS OF THE JUNIOR CLERK.

Are you going to Ottawa?

* * *

Sometimes one of his own bricks hits the man in a glass house.

* * *

It's money makes the wheels go around—especially those in an egg-beater.

* * *

If this weather continues, the fur-bearing animal may get a chance to come back.

* * *

"Don't knock." If the boss don't treat you right, get another job.

* * *

The wheel of fortune has turned many a man's head.

* * *

An oak is not felled by one chop. Neither does a clerk become a hardware man all in a day.

The Basis for Judging a Display

Written for Hardware and Metal by Byron H. Morrow

IT has often been said that the window trimmer who possesses the gift of turning out work distinctly different, who is original in the fullest sense of the word, is most certain to attract the attention of that all-important person, the passer-by. He does it by making his work so new, so striking, so attractive that people stop to look at it. He gets them "coming to him" as it were.

There is another sure way of attracting attention—quite as sure and much less difficult. Instead of preparing a display from your own standpoint which may be an original one, prepare it from the standpoint of the spectator. Plan to make it along the lines that the spectator will be thinking. Interest him by showing something that will appeal to him directly.

This is done by keeping the windows thoroughly seasonable, thoroughly in tune with popular demand and by taking advantage of all special occasions. If it is a cold day out, a man's mind runs on skates, snowshoes, carriage heaters, mitts, blankets. A window display of any of these articles will interest him; certainly will be more likely to attract his attention than a showing of knives or razors. A store's windows should always be in concert with the elements. Work in team play with the weather man and results will follow.

During the winter season the store windows should be suggestive in every way of winter needs. It is not difficult to secure the necessary effects. As an evidence of what can be done in this way, the accompanying illustration is shown of a display which appeared in the window of Van Tuyl and Fairbank, Petrolia, Ont., just previous to Christmas. This display was one of unusual merit, but unfortunately the photograph was too small to show the detail to advantage.

The window is 7 feet across the front and 9 feet across the back, with a depth of 3½ feet and a height of 10 feet. At the height of 7 feet a false top, composed of cheese cloth trimmed with red bells, was placed. The background was of solid red, with 12 in. white border, trimmed with silver tinsel, blocking it off in squares, with paper Santa Claus' in between.

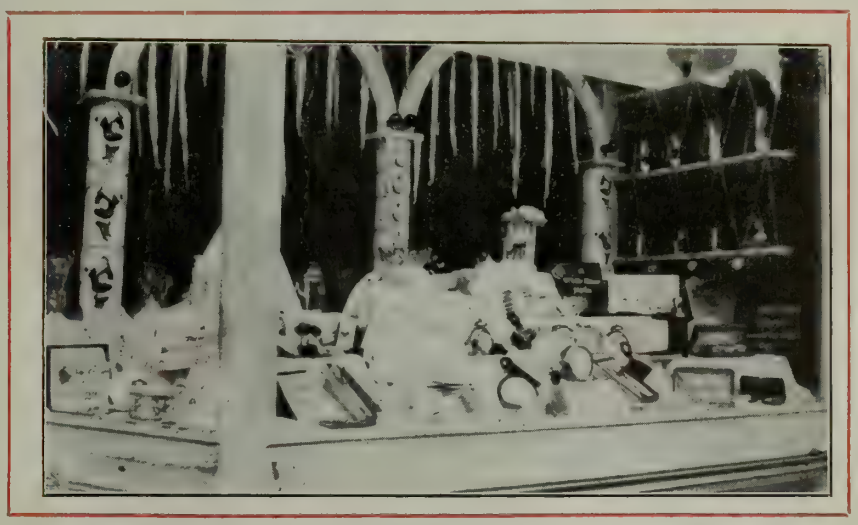
The original feature of the window was the introduction of imitation icicles, suspended from the back of the window and along the arches. They were made by dipping cotton batting in gelatine, and a very weak solution of egg dye. They were then sprinkled with snow sparkle, the result being a very good imitation of an icicle.

This feature gave to the display exactly what was necessary—a realistically wintery background. A great deal of attention was won in this way.

James A. Craig, the display man, deserves credit for the skill he exhibited in this piece of work.

The idea is one which could be followed with good results at any time while the wintry season lasts.

To get the best results, a window trimmer must understand the mental attitude of the public he is appealing to. If he is planning a display of paint, he must understand what there is about the paint question which interests the average person before coming in contact with the display, and in this way arrange that display so that it will have an appeal when the person does come in contact with it. A certain window trimmer, who appreciated this phase of his work to the utmost, decided once to test the matter in the most practical way he knew how. He started out one day on a tour of inspection of the display windows of the town. One of the first he encountered was a display of a new cereal in a grocery store. Standing in front of that trim, he figured out just what his interest in cereals was.



at once that the only way that new assortment could be made attractive to him was by showing that the new food was worth trying. He had fallen into the habit of taking a plateful of a certain cereal each morning. Would this new variety be more palatable? Would it be more nutritious? Would it be cheaper? The display gave him no inkling on any of these points. It consisted of a clever arrangement of the boxes, one which quite apparently had taken considerable time in working out. But it made no appeal to him, and he decided that as a sales-making force it was absolutely nil. "Ordinarily I would never have stopped to look at that trim," he declared.

His tour was continued on the same basis, and as he progressed, he began to realize that he had found the one real basis on which a display can be judged—its measure of appeal to the particular class of person interested in the article shown, the extent to which it fulfilled the interest aroused in the mind by that article.

Trulite Trulite Trulite Trulite Trulite Trulite

Trulite



H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Trulite Trulite Trulite Trulite Trulite Trulite

Trulite Trulite Trulite Trulite Trulite Trulite

Trulite

LANTERNS

Simple, convenient and effective, easy to LIGHT, TRIM, CLEAN and FILL. Can't be blown out by the strongest wind. Perfect combustion is the secret of its bright white light.

SEND US YOUR ORDERS.

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Trulite Trulite Trulite Trulite Trulite Trulite

Hydro-Radials Are Now Needed

With the Unlimited Possibilities of Niagara Falls, the Province of Ontario Should Soon be Honeycombed With Radial Lines—Parcels Post Brings the Need for Radials Very Prominently Forward.

THE regulations of the new Parcels Post system provide the merchant with a means of holding his own against the aggressions of the mail-order houses. The local zone is the means provided of fighting the common enemy. It is not a high bulwark behind which the merchant can ensconce himself, safe from the competition of the catalogue corporations. On the contrary, it is a means of protection which protects only through active efforts. The merchant must be "up and doing," using the advantages of the local zone to the last cent of protection that it affords him.

And so the big problem facing the retail body in Canada to-day is to use the local zone, to reach by means of it the customers in isolated townships and back concessions who otherwise would be sending their money to the mail-order houses. Many merchandising problems are involved in this question of covering the territory in the local zone.

A suggestion growing out of the need of better facilities for reaching the surrounding districts is now engaging the attention of certain sections of the retail body and certain publishers. What is needed is more radial roads. Electric lines connecting nearby points do more than any other single factor to bring districts together, to establish freer communication and to build up local trade. To make Parcels Post an aid to the local merchant, more radial roads are needed.

Four years ago a radial was built through a section of country of great agricultural possibilities. This country was not as thickly populated, nor as prosperous as surrounding counties; and the reason was probably found in the fact that the transportation facilities were strangely poor. One railway connected most of the principal points in a round-about way. A second railway cut through one corner of the county. It took a whole day's journey to get from the county seat to the town next in importance and size.

Enterprising promoters launched the radial scheme, and finally put it through. The road was built from the county seat following a circuitous route which took in all the main towns and bisected the best part of the country district. It was completed something over three years ago.

Figures will tell in the most direct way the results which have been obtained. The population of the county seat has increased more during the three years than it had during the previous ten. A more active tone is felt in all the towns. The farmers state that they are doing better as the road gives them a chance to market their own goods and thus make a larger profit. Life in the farming sections has been rendered more enjoyable by the readier means of communication with the larger centres.

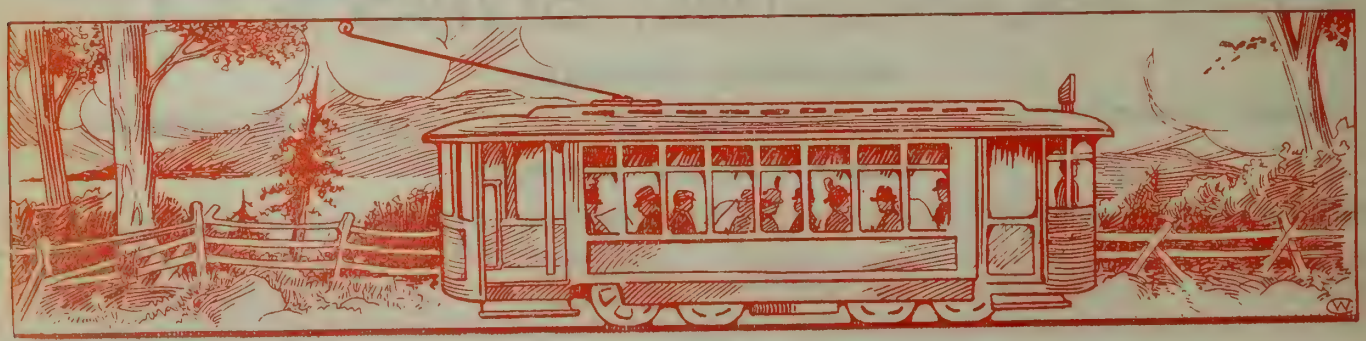
What is more important still, the business done by the merchants in all parts of the county has increased. The added prosperity has been felt by the general merchant at Smiths' Corners as well as by the big stores in the county seat. This is due to a great extent to the fact that the people from the country districts get into town more and, therefore, buy more. But it is reasonable to assume that it is due also to a shrinkage in mail-order buying in that county.

The problem of radial connection with radial sections becomes of double importance with the advent of Parcels Post. The merchant located in a town where radial connections are good, will be in a good position to send out goods to customers in a few hours' time. Farmers who hitherto have been compelled to do all their shopping on their occasional visits to town or by mail, entailing long delays, will be able to enjoy the privilege of sending in orders to town at any time and getting delivery in a few hours. Are they likely to purchase their supplies thereafter in any other way?

The merchant who has the advantage of radial connections and **who advertises**, should find the Parcels Post measure with its local zone, a lever for the increasing of his business.

As the need for radial roads is so directly bound up with commercial expansion, retail merchants should take an active part in their encouragement. A feature also which must not be lost sight of is the fact that, so far as Ontario is concerned, the development of the Hydro-Electric supply is solving the power problem. With the unlimited possibilities of Niagara power, the province should soon be honey-combed with electric lines, bringing increased comfort to the farmers and increased business to the merchant.

With Parcels Post here, no time should be lost in taking up the question of Hydro-Radials.



New Goods Offered Canadian Hardwaremen

KING NO-DRIP LAMP.

King Light Co., Peoria, Ill., are offering the Canadian trade their new lamp, here illustrated.

The lamp will be known as the no-drip No. 157. The burner and mantle are the special features, and patents covering both burner and mantle are pending, as



No Drip Condensation Lamp.

well as the design patent on the burner.

The manufacturers claim for this burner that it takes care of all condensation resulting from the use of poor grades of gasoline or the accumulation of heavy gas that is manufactured by the machine and with the long run of piping cools before reaching the lamp and be-



No. 157 Burner.

comes a liquid, accumulating little by little at the low point in the piping until sufficient liquid has accumulated, where it runs to the lamp and comes streaming down the lamp and should the lights be on will sometimes blaze at the mantle.

With the no-drip condensation burner the makers claim they avoid, and take care of all condensation that reaches the lamp.

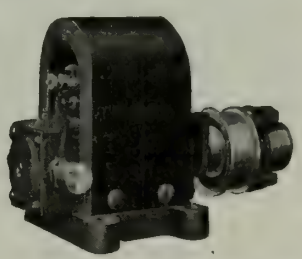
It is claimed that, as it is impossible for any dripping on account of the peculiar shape of the burner, the mantle hangs from the gas tips, which are horizontally opposite each other.

The makers state that this lamp may be used on any make of tube lighting systems.

MOTOR BOAT LIGHTING OUTFITS.

The Henricks Novelty Co., 1539 St. Paul St., Indianapolis, Ind., are offering the Canadian hardware trade the Henricks improved lighting and ignition outfits, with or without storage battery in connection, for motor boat or automobile.

The Henricks Eureka lighting outfit consists of the Eureka generator with automatic cut-out, a governor control and storage battery. The generator, it is claimed, keeps the battery fully



Hendricks' Generators.

charged at all times and the current supply for ignition and lights is taken from the battery.

The generator is of the permanent magnet type which means that for a given output electrically the power consumed at the shaft is only about two-thirds of a wound field type machine.

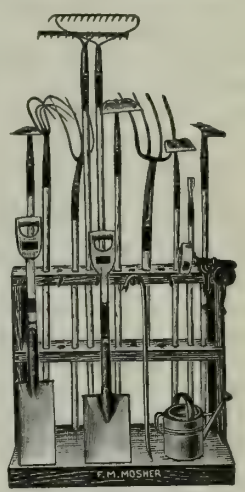
A simple constructed automatic cut-out is placed between the magnets, this being operated by the governor. This cut-out is in the form of a switch which connects the circuit between the generator and the battery when the speed of the magneto is sufficient to generate over 6 volts.

A centrifugal governor of simple construction is provided which actuates the electric switch of the cut-out at the proper speed of the armature.

The firm manufactures several types of magnetos and lighting outfits.

THE MOSHER SELL-MORE RACK.

F. M. Mosher, Canton, Ill., is offering the trade a new display rack for outside store front display. It can be used for displaying forks, rakes, hoes, shovels, spades, mop sticks, brooms, etc. The platform of the rack can be used for displaying general merchandise.



Mosher "Sell More" Rack.

The rack is 30 inches high, 35 inches long and 17 inches wide; built of 2 x 4 uprights and 2 x 4's under platform; matched flooring on top, with galvanized iron (punched) between the 2 x 4 uprights to receive the handles. Floor space 17 x 35 inches. Set on castors. Built strong and durable, of hard pine, bolted together. Painted a carmine red.

The rack can be used for inside display purposes as well as for outside.

New Goods ..

FOLDING BOXWOOD RULES.

The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont., announce that they are now making boxwood folding rules, which will be on display for the first time at the Ottawa Exhibition. The company claim that the new line of rules, will be fully up to the standard of the other products made by them.

New Firm.

Melfort, Sask.—Jos. Shriar will open a store at Pathlow about Feb. 15, to carry a line of general merchandise.

Reopen Plant.

New Toronto, Ont.—The Brown Brass and Bronze Rolling Mills have started operations after being closed down for 1½ years.

Current News of the Hardware Trade

New Firms.

Montreal, Que.—Canadian Bronze, Ltd., have registered.

Quebec, Que.—Duval & Ereer, hardware, have registered.

Montreal, Que.—Geo. G. Miller Oil Co. have registered.

Montreal, Que.—Viger-Foster Valve Co. have incorporated.

Montreal, Que.—Radio Electric Co., of Canada, have registered.

Montreal, Que.—Automobile Tire and Supply Co. have registered.

Minitonas, Man.—H. R. Taviner has started a hardware business.

Montreal, Que.—The Herbert Morris Crane and Hoist Co. has registered.

Lethbridge, Alta.—Geo. R. Dixon & Co. have started a sheet metal business.

Hamilton, Ont.—The Canadian Sewer Pipe and Clay Products Co. have obtained charter.

Montreal, Que.—The Empire Broom and Woodenware Co., Chas. W. Meakins, has registered.

St. Johns, Que.—The St. Johns Machinery & Tools Co., Ltd., have obtained charter.

Lethbridge, Alta.—The Automatic Hose Coupler Co. have decided to have plans drawn up for a factory to manufacture for the Canadian trade.

Business Changes.

Windsor, Ont.—H. Martin, hardware, is reported discontinuing here.

Lang, Alta.—S. C. Wright & Co. have been succeeded by Alder Bros.

Sidney, Sask.—Thos. Tyson has discontinued his tinsmithing business.

St. James, Man.—W. D. Cambell is reported discontinuing business here.

Lang, Sask.—S. C. Wright & Co., hardware, have sold out to Alder Bros.

Teeswater, Ont.—It is reported that John Dick & Son, hardware, have sold out.

Rosthern, Sask.—Ewing & Braden have bought the Weibe hardware business.

Montreal, Que.—Poirer & Dion, sheet metal workers, are reported having dissolved.

Montreal, Que.—The Automobile Tire and Supply Co. are reported having dissolved.

Montreal, Que.—The Smith Hardware Co. have been succeeded by P. L. Schmidt Hardware Co.

Alliston, Ont.—W. B. Clifton & Son, plumbers and tinsmiths, have dissolved, W. D. Clifton continuing.

Toronto, Ont.—N. T. Fell, hardware merchant, 1067 Bathurst St., Toronto, has been succeeded by J. P. Parker.

London, Ont.—Love Brothers have taken possession of the J. E. Young Hardware Co. business, Dundas Street. An announcement of the proposed change was made in Hardware and Metal in a previous issue. The new firm will be called the Love Hardware Co.

Fire Losses.

Lewiston, N.S.—J. Lewis & Sons, manufacturers lasts, etc., have suffered a fire loss.

Sarnia, Ont.—Fire recently did damage to the japanning room of the Doherty Stove Co.

Ottawa, Ont.—Pritchard & Andrews Co., scale manufacturers, 264 Sparks St., have suffered a slight fire loss.

Dominion Incorporations.

H. C. Red Label Chemical Co., of Canada, Ltd., capitalized at $250,000, head office, Monteral, to manufacture and deal in all kinds of chemicals.

Viger Foster Valve Co., Ltd., capitalized at $250,000, head office, Montreal, Que., to carry on business as tool makers, brass founders, metal workers, mechanical engineers, etc.

Ontario Incorporations.

Beaver-Acetylene Co., Ltd., head office Toronto, Ont., capitalized at $40,000, to manufacture and deal in gas appliances.

Walter Bentley Co., Ltd., Niagara Falls, Ont., capitalized at $20,000, to manufacture and deal in sporting and athletic goods.

Fox Chain Co., Hamilton, Ont., capital $200,000, to manufacture and deal in tire chains and to acquire Canadian patent 146,533.

Chatham Items.

Chatham, Ont.—Geo. Stephens has disposed of his entire interest in the hardware business of which he hed been head for nearly 42 years to his former partner, D. H. Douglas, and the latter is now in possession. Mr. Stephens intends to re-engage in business after renovating his present premises, and in the meantime is handling fencing, galvanized roofing and similar goods.

B. F. Brown, for the past five years on E. C. Birsco's staff, has entered into partnership with F. Hathaway, 45 Fifth St., and the business is being enlarged to cater to automobile as well as bicycle trade.

P. Cunningham & Co., hardware merchants, have made considerable improvements to their place of business, installing a new and modern front.

Underwent Operation.

Picton, Ont.—Milton Adams, of Adams & Vandusen, underwent an operation for appendicitis this week.

Death of A. M. Campbell.

The death took place recently of A. M. Campbell, hardware and lumber merchant, Margaret, Man.

Changed Location.

Sault Ste. Marie.—The Plummer, Ferguson Hardware Co., Ltd., have moved to their new store at the corner of Queen and Spring Sts.

Open Foreign Office.

The Ontario Lantern and Lamp Co., Hamilton, Ont., announce that they have made arrangements with C. K. Turner & Son, 116 Broad St., New York, to act as their export representatives.

To Extend Plant.

If a satisfactory agreement can be reached with the civic officials the Imperial Steel & Wire Co. will erect a large addition to their present plant. They propose erecting a screw, bolt and nut department.

Death of H. F. Young.

Simcoe, Ont., Feb. 1.—H. F. Young, aged 65, of Toronto, traveling for the Clements Manufacturing Company, 78 Duchess street, died to-day at the Melborne Hotel here. On Wednesday he arrived feeling well, but before evening was taken ill and gradually sank. Heart disease was the cause of death.

Plans Erection of Large Plant.

St. John.—Plans for a manufacturing plant on the Marsh Road involving eventually an outlay of $2,000,000, were laid before the city commissioners by George McAvity and A. P. Barnhill. When the plans of the McAvity interests are worked out, the plant on the Marsh Road will be the home of an industry of great importance, giving employment to probably 1,500 men.

The initial unit of the plant, to be erected on the property acquired on the Marsh Road would cost $300,000, and give employment at the outset to 250 men. Extensions to the plant which the company planned on making, would require a further capital expenditure running up the total to about $2,000,000.

Business Changes.

Gladstone, Man.—A. G. Williams, of Winnipeg, Man., has re-purchased the hardware department of the business at Gladstone, Man., that he formerly owned and sold to Alex. Morrison.

Hardwareman Elected Mayor.

L. P. Beauline, hardware merchant, Hawkesbury, Ont., was recently elected Mayor of the town by a large majority. Mr. Beauline has also occupied the office of reeve and served four years as a school trustee.

Will Add Hardware Department.

Fort William, Ont.—Hollenberg Bros., housefurnishers, are constructing an addition to their store, 50x70 ft., to carry a full line of hardware and kitchen goods. The firm would like to receive catalogues from hardware jobbers and manufacturers.

Convention at Belleville.

The executive of the Eastern Canada Association of Master Painters and Decorators met in the Labor Temple, Toronto. Plans were made for the coming convention which will be held some time during the month of July. It was decided that the convention will be held in Belleville, Ont.

Plants Re-open.

Islington, Jan. 27.—The Glass Rolling Mill at New Toronto, which was burned down two years ago, has been rebuilt at a cost of $200,000 and is expected to commence operations in a few weeks. The plant will employ about 200 men. The Ontario Leather Company, who closed their doors and laid off their staff a few months ago, will shortly open with employment for about 100 men.

Hold Annual Meeting.

The annual meeting of the Brantford Cordage Company was held recently at the new office of the company in West Brantford. A large addition has been erected this year and a new warehouse in three sections replaces the old warehouse destroyed by fire last year.

The old board of directors were re-elected, viz: C. Cook, S. G. Kitchen, C. L. Messecar, J. R. Smith, S. G. Simpson and A. Balantyne.

Re-organize Sales Force.

The Canadian Wolverine Co., Chatham, Ont., recently held a convention at the head office of the firm. The sales force has been re-organized and the firm will be represented from coast to coast. The salesmen are: C. H. Bahemeyer, Manitoba and Saskatchewan; E. T. Needham, British Columbia and Alberta; W. H. Darling, Toronto and Eastern Ontario; J. J. Cornelius, Northern and Western Ontario; H. M. Dunn, Montreal and Eastern Province.

JOINS THE WINNIPEG HOUSE.

Western trade circles will be interested in the recent announcement of Miller-Morse Hardware Company, Limited, Winnipeg, advising that Stanley C. Morse, eldest son of the president, F. Morton Morse, has entered the executive of the company, in the capacity of secretary.

Stanley C. Morse brings to his position a comprehensive knowledge of business affairs, resulting from many years'



STANLEY C. MORSE.

careful training at the University, where he specialized in Commerce, and more latterly four years' practical experience in the various departments of the business.

He is a native born Westerner, in the full sense of the term, and his career will be a matter of kindly interest to the many friends and customers of the old established jobbing house.

Death of Ezra McDougall.

The James Stewart Manufacturing Co., Woodstock, Ont., have sent out the following obituary notice:—

"It is with profound regret that we have to announce the death of Ezra McDougall, which occurred at his late residence in this city on Saturday, 31st ult., after an illness of but a few days.

"Mr. McDougall represented our company faithfully and well, both in Ontario and the North-West for over eight years, and the many friends in the trade whom he made will, we are sure, learn with sorrow of his sudden demise."

Picton Items.

Mayor Adams, of Adams & Vandusen, underwent an operation for appendicitis at his home in Picton last Tuesday, and is progressing favorably according to latest reports.

J. H. McComb, of J. H. McComb Limited, Montreal, paid a business trip to Picton last Friday. While there he was a guest of the Camp Louise Recreation Club at their annual banquet which took place on the same night. The genial John enjoyed himself to the full, and says he never struck a more jolly, fun-loving crowd of professional and business men in his life. And was more than glad that his old friend, W. J. Carter prevailed on him to stay over for the event.

Personal.

J. G. Lewis, vice-president Lewis Bros., Ltd., Montreal, has left on a three months' trip to the Mediterranean.

Chas. E. Screaton, sales manager, H. S. Howland, Sons & Co., Toronto, was a visitor in Toledo, Ohio, last week.

A. H. Richardson, formerly of the Cochrane Hardware staff, of the Sault, is now on the road for the Welland Vale Axe & Tool Co., St. Catharines.

John Harold, general manager of the Sanderson, Harold Co., Paris, has decided not to run as a candidate for the House of Commons in South Brant.

E. E. Turner, of the safe department, Canadian Fairbanks-Morse Co., Toronto, has been transferred to Montreal, to manage the same department there.

Fred. Kemp, who has been associated with the Farmers' Hardware Co., Castor, Alta., for some years, has left to join the staff of the Skimmer Hardware Co., Stettler.

F. R. Humpage, formerly general manager the Thomas Motor Car Co., Buffalo, has been elected treasurer of the International Chemical Co., of Canada, Bridgeburg, Ont.

Mr. and Mrs. C. J. Walker, 41 Bruce Ave., Westmount, P.Q., are being congratulated on the arrival of a son on January 26. Mr. Walker was formerly in the purchasing department of Lewis Bros., Ltd., and is now Eastern representative of the Ontario Lantern & Lamp Co., and the Canadian Tungsten Lamp Co.

Among the representatives who called on the Montreal hardware trade during the past week were the following:—Thos. Mortimer, representing Rabone & Sons, Toronto; F. B. Park, C. J. Hamilton & Sons, Plymouth, Mich.; B. Dahlheim, W. & G. Vogel, Germany; E. A. Cabana, vice-president, Buffalo Specialty Co., Buffalo, N.Y.; Rogers M. Cox, Bromwell Brush and Wire Goods, Cincinnati; Frank Dawes, Alfred Field & Co. (Sheffield), Ltd., England.

PRIZE WINNERS IN CHRISTMAS WINDOW CONTEST.

The judges have just announced the prize winners in the Annual Christmas Window Contest of Hardware and Metal. Reproductions of the prize-winning displays, and full information will appear in the Feb. 14 issue of Hardware and Metal. Following are the prize winners:—

Places of 5000 and over—Black

First Prize.—Fred J. Mills with Mills Hardware Co., Hamilton, Ont.

Second Prize.—Chas. Byford, with Bond Hardware Co., Guelph, Ont.

Third Prize.—C. H. Smith, with J. H. Ashdown Co., Calgary, Alta.

Places under 5000—Black

First Prize.—W. S. Petrie, with D. Leckie, hardware, Kelowna, B.C.

Second Prize.—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.

Third Prize.—John F. Bingham, with G. A. Binn's hardware, Newmarket, Ont.

Clean your stock, and then keep it clean. Look it over carefully day by day. Keep yourself posted on what is moving and what is not moving. When some particular line is dragging centre your energies on it and see that it moves, and at the beginning of 1915 you will find a clean stock.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of February 10, 1894:—

"O. B. Henry, formerly of Henry & Hambly, is starting business in that place under the style of O. B. Henry & Co."

Editor's Note.—O. B. Henry & Co. are still in business at Drayton, Ont. J. R. Hambly is in the hardware business at Barrie, Ont.

"A successful hockey match was played at the Beaver Rink, Montreal, between the team of Caverhill, Learmont & Co. (champions) and Frothingham & Workman. The staffs of both firms turned out in full force. The score was 2-0 in favor of Caverhill, Learmont & Co. The following were the respective teams:—Caverhill, Learmont & Co.—Labelle, Davidson, McGowan, Jordan, Newman, Douglass, Bain. Frothingham & Workman—Morris, Dunn, Eadie, Davis, Warren, Monk, Eaton. Allan Campbell refereed the game, and Messrs. Chipchase and Nicholl were umpires."

Editor's Note.—Caverhill, Learmont & Co. and Frothingham & Workman are still located in Montreal, the latter firm having recently been visited by a disastrous fire. Several of the names mentioned in the hockey teams are quite familiar to hardwaremen.

LETTERS TO THE EDITOR.

Jan. 23, 1914.
Editor, Hardware & Metal,
Toronto, Can.
Dear Sir:—

I read with interest your article "Fighting Mail Order Competition," but there was one very vital point you omitted, which handicaps the Western hardware man in the fight, viz:

"In too many instances he has to pay the wholesaler, and also the manufacturer in Winnipeg, exactly the same price for his goods as the Mail Order House charges its retail customers."

Here are two of the too many:

Starretts' Speed Indicator; wholesale price $1.00*; Mail Order,* $1.00*; No.* 9 *Galvanized Boilers, wholesale price,* $1.00*, Mail Order* $1.00.

How can a man fight with his hands tied behind his back?

What have other retailers got to say on this matter?

I would like to see a good discussion in your columns re this matter.

Yours truly,
Western Hardwareman.

We don't all get business from our friends, but we can make friends of those from whom we get business.—Institute Wire of the Alexander Hamilton Institute.



Scenes at Frothingham & Workman's recent fire in Montreal, showing building during early stage of fire, and ice-coated buildings after fire had been extinguished.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The chief feature this week, is the continued good feeling in the metal markets. Toronto dealers in metals report that orders are coming in freely and many buyers are entering the market. Quotations are firm.

Hardware jobbers report trade fair for this season of the year; orders are not heavy for immediate delivery, but booking for future is good. Western jobbers are not pushing sales very hard at present, but are hopeful that a decided improvement in business conditions will take place in the spring.

Business in paints is seasonably quiet, although the outlook for spring business is very bright. Merchants are booking freely. The demand for stoves is light on account of the unseasonable weather. A large number of orders are being booked for future deliveries of gas ranges, plates, ovens, etc.

There appears to be a better feeling in all lines, and the concensus of opinion appears to be that with the advent of spring there will be, as far as the hardware trade is concerned, a decided improvement in business.

MONTREAL.

MONTREAL, Feb. 4.—The local market this week is devoid of features, although the business passing is very much better than that of January. Orders are coming in quite plentifully and every line is receiving more or less attention. Retailers throughout the country seem to have completed their stock-taking and are aware of their requirements as the orders being received from travelers are all of a sorting-up nature. It must be said though, that most of the business coming into jobbers' hands at present is from country merchants, the city men seem to be holding off for some reason or other. The usual lines are in demand which generally come into prominence at this season of the year. There has been great demands for wire cloth, poultry netting, etc., as well as all other lines which figure in the spring buying.

Perhaps the most important demand is in the different articles used by the maple producers. Sap spouts, bits and pails are moving out freely. The Province of Quebec is noted for its maple sugar and syrup and there is always quite a trade each year in these particular articles.

The lumber camps are also sending in their orders regularly and the tools used in that work are also moving out in large numbers. Boot calks, cant hooks and quite a quantity of coil chain are being shipped.

The retailers throughout the country are certainly looking forward to a big year as their orders do not seem to be cut down at all. We have listened to different prophets throughout the country as to when conditions would once more be normal and almost without exception they looked for an improvement about mid-summer, not before. At the present time, conditions are in much better shape than expected and if the retailers throughout the country keep on the path which they seem to be following at present there is no reason why conditions should not be normal before very long. Collections, are improving, and practically all local manufacturers are feeling in good spirits at the improvement shown since the first of the year. One of the leading firms of this city stated to-day that they are making their collections without the least trouble and their books show that where a merchant is unable to meet his paper at the first of the month there is always a payment made on account. The large centres are showing a little slower progress than the country merchants, the latter seem to be going right ahead with their plans.

In the metal market this week we might report a general firmness all round as conditions seem to be improving here as well as in the other lines.

Tin.

The London quotation this week shows a decided advance over that quoted one week ago. Spot shipments are bringing £187 10s. while futures are given out at an advance of one pound. The quotation last week for spots was £8 5s. under this figure while futures were £8 cheaper. The local market has firmed up considerably lately and although the demand has been very fair there has been no advance in the quotations. The New York prices have also jumped up from one week ago. Wholesale lots are selling at $41.00 or an advance of 60 cents while small lots are advanced 75 cents or $41.25. There seem to be quite a number of reasons for these advances being given but just which one is authoritative is the question. On the latter market consumers are reported to be showing very little interest at the advance.

Spelter.

The London quotation to-day is £21 7s. 6d. or 2s. 6d. under last week, while the New York price is up 10 cents and is given as 5.32½. The local market is very firm at present although there has not been any change in the quotations. Reports from London are to the effect that a fair inquiry is being met but that the market is featureless. The New York reports are to the effect that sellers will not make any sales further

NEW QUOTATIONS ON WASTE.

White Waste XXX Extra	11c	lb.
White Waste X Grand	10½c	"
White Waste XLCR	9¾c	"
X Empire	8¾c	"
X Press	7¾c	"
Colored Waste Fancy	7¾c	"
Colored Waste Lion	7c	"
Colored Waste Standard	6¼c	"
Colored Waste Popular	5½c	"
Colored Waste Keen	5c	"
Washer Wipers Mixed White	8½c	"
Washer Wipers Light Colored	7c	"
Dark Colored	5½c	"

ahead than February. That market is said to have an advancing tendency.

Lead.

This is the only market that could be called weak and at that there are some who claim that the conditions existing are in pretty fair shape. The London quotation for this week is £20 or the same as quoted one week ago, while New York has advanced their price 2½ cents and the quotation is now 4.07½. In the local market there has been a decrease of 25 cents, the quotation now being $5.50. It might be said that the local market is dull and unsettled.

Copper.

The London quotations are still advancing and those given out this week show an advance of £1 1s. 3d. for spots while futures are showing an advance of £1 2s. 6d. The quotations are £66 13s. 9d. and £67 respectively. The New York price has also advanced 20 cents and is given out to-day as $14.60. Locally the market is very firm although the same prices rule. It is claimed that the consumption of copper at this time is 25 to 30 per cent. lower than it was one year ago. Consumers do not seem to be buying on the New York market, but the firmness has been maintained owing the remarkable export business that is going on at present. For the month of January there was an increase of 10,000 over the same period of 1913.

Antimony.

There has been no change in price on this market although it must be said that the market is firming up a little.

Iron

The London quotation this week is up 1s. 1d. over the quotation of one week ago and is given as £2 11s. 10d. The New York market is a very active one at present and is termed "excited." Although there does not seem to be an over-abundance of buyers the price at present is thought to be advanced before long, in fact, one of the local jobbers said to-day that it looked as if there would be a jump in the iron and steel market in the very near future. Reports from New York are to the effect that although there does not seem to be any very active demand from consumers the prices are kept up and it is thought that sellers are assuming a stronger position than they can maintain. This, however, remains to be seen.

In the stove and heating business there is not much to report although there is a very good demand from all sections for repair parts. The bulk of the business, however, is over for a few weeks until the spring buying starts in again.

TORONTO.

TORONTO, Feb. 5.—The better feeling reported existing in the metal market last week, still continues, and the volume of business is growing. Metal merchants are very optimistic. The American markets are also much brighter and the trade in general are looking forward to a steady increase in business.

Price Changes in Metals.

Tin has taken another advance in price, and quotations are two cents per pound higher than last week. Copper has advanced ¼ cent per pound. Lead and spelter remain unchanged but firm. Middleboro pig iron has advanced 1s. Wire solder and wiping solder have advanced ½ cent per pound.

Traps and Bends.

Lead traps and bends have advanced in price and the discount is now 40 per cent. instead of 40 and 5 per cent. as formerly.

Scales.

The following prices are now being quoted by Toronto jobbers in Champion scales: 4-lb. list 5.00, stamping 30 cents net extra; 10-lb. list 7.50, stamping 50 cents net extra; 240-lb. 11.00 list, stamping 50 cents net extra; 600-lb. platform scales 28.00 list, stamping 1.00 net extra; 1,200-lb. scales 33.00 list, stamping 1.00 net extra; 2,000-lb. 44.00 list, stamping 1.00 net extra; 200-lb. drop lever 52.00 list, stamping $1.00 net extra. Discount off lest price is 50 per cent., but all stamping charges are net extra.

Rope and Twine.

Business at present is naturally a little quiet, although dealers are optimistic. Just preceding the opening of navigation there will be a heavy demand for rope.

Quotations are as follows:—

Pure Manila rope	15c	base
British Manila rope	11c	base
African hemp	11c	base
Sisal	10½c	base
Lath yarn, single	9¾c	lb.
Lath yarn, double	10¼c	lb.

General Hardware.

Business is rather slack at present, although this condition usually exists at this season of the year. Jobbers are hopeful of a good spring trade and booking for spring is heavy.

Stoves.

Orders for immediate shipment are not heavy, although heavy booking especially in gas ranges and plates is taking place. The outlook is very bright and spring trade should be brisk.

Wire Netting.

No change is reported in the prices of poultry netting; 2-in. mesh is quoted at 60 per cent. off. Smaller sizes are being quoted at net prices which are as follows:—

½	inch	x 22	guage	x 12	inch	roll	$3.00
½	"	22	"	18	"	..	4.30
½	"	22	"	24	"	..	5.65
½	"	22	"	30	"	..	6.90
½	"	22	"	36	"	..	8.20
1	"	20	"	12	"	..	1.50
1	"	20	"	18	"	..	2.10
1	"	20	"	24	"	..	2.70
1	"	20	"	30	"	..	3.25
1	"	20	"	36	"	..	3.80
1	"	20	"	48	"	..	5.10

Poultry netting staples remain the same as last quoted at 55 per cent. off.

Boilers and Radiators.

For this time of the year the demand is fairly good. The open winter is responsible to a great extent, as builders and contractors have been able to bring their work up to such a stage as would better enable such goods to be installed. The outlook for the coming year is very favorable and manufacturers are keeping up their stocks in view of the expected rush for this line. No change in prices is reported.

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder		30c	lb.
Brazing Metal		26c	lb.
Ingot Brass, red	14 to	16c	lb.
Ingot Brass, yellow	13 to	15c	lb.
Wire Solder	27½ to	29½c	lb.
Wiping Solder	24 to	27c	lb.
½ and ½ Solder	25 to	27c	lb.
Pattern Aluminum	23 to	24c	lb.
Ingot Aluminum 99% pure	19½ to	20½c	lb.
Spelter	$5.35 to	$5.65	per 100 lbs.
Copper	15¾ to	17¼c	lb.
Tin	41½ to	45c	lb.
Lead	$5.65 to	$5.85	
Tinkers' Bar Solder	28 to	29c	lb.

Soil Pipe and Fittings.

The demand for soil pipe and fittings has been rather dull, but is now taking a brighter turn. For some time several foundries were closed down or working short time, at present all are working on schedule with a view of increasing stocks ready for the spring orders. Two years ago it will be remembered a very great shortage was experienced which did not occurr during 1913 for two reasons. One, because of the tightness of money which resulted in building being somewhat curtailed and the other, because the manufacturers were forewarned by their experience of the previous year.

Last year a large amount of foreign pipe was imported but was not disposed of. Hence it will be seen, with foundries stocking up in readiness, no shortage is anticipated.

Prices quoted are as follows:—

Medium and extra heavy up to 6-inch, 60 and 5 per cent. off; 7 and 8-inch, 45 per cent. off.

Medium and extra heavy fittings, 70 per cent. off.

WINNIPEG.

Winnipeg, Feb. 4.—"The season of 1914 is opening up well, but wholesalers are not pressing sales, and for the present trade is quiet," said the sales manager of one of the big wholesale and jobbing houses, when talking over the business outlook with a representative of Hardware and Metal.

"I might add," he continued, "that the men on the road are very hopeful as regards the western business outlook, and from what I can gather, if our crop prospects in July are up to average, that we shall have a good year.

Real winter has prevailed in the West for the past two weeks, and it has helped retailers to unload some special winter goods, but is too late to have much effect on the stove trade, which is seasonably quiet.

Collections are fair, and there is a decided improvement in financial conditions generally. Cheaper and more plentiful money will very soon have its effect here, and the march of progress will go on as briskly as ever.

Architects report prospects for much building next year, but nothing of importance has as yet been announced. The building permits for January were, however, most satisfactory and totalled more than double those of last year. This is a very satisfactory start.

Prices on all leading lines are steady, and no changes of importance are anticipated in the immediate future.

A very large number of country merchants are expected in town next week for the big annual Bonspiel, and, though on pleasure bent, this annual excursion is generally utilized by the country retailers to look up their business connections in the city.

JOINT STOCK COMPANY'S ACT.

(Continued from page 45.)

memorandum of association which, however, the speaker explained, was not very important in view of the present practice. The safeguards in the English Act in regard to the truth of statements con- ample illustrations as to what constitutes a binding guarantee.

Amend Chattel Mortgage Act.

A petition was circulated praying the Government to amend the Chattel Mortgage Act, making it necessary to register assignments of book accounts, as at the present time these assignments are of a secret character, and it is sought to give publicity to all such assignments.

A committee was appointed, consisting of E. D. Martin, A. K. Godfrey and M. H. Belcher to interview the Government on behalf of the board of trade. The banquet was held in the Royal Alexandra Hotel, and a large turnout of the members were present.

CHEMICAL DETERIORATION IN ROPE.

Well made rope is extremely durable under most conditions, so durable that its strength would remain unimpaired almost indefinitely were it not for outside influences. Exposure to weather is the chief cause of deterioration, a fact that has led to the use of various dressings, such as tar, to prevent rotting caused by moisture. But tar is not advisable if pliability is wanted. No treatment for repelling moisture is altogether satisfactory if the rope is to be handled. In discussing this matter Plymouth Products states that, "The material used by any manufacturer, except in a tarred rope, must be in the nature of a compromise. Even in this compromise class of lubricants, however, there are various grades and the kind and amount used have an important bearing on the life of the rope.

Large ropes lose strength through rotting much more slowly than small ones, the percentage of inner fibers increasing proportionally to the square of the diameter. In common-laid ropes up to about ¾ inch diameter all the yarns appear on the outside of the rope. It should also be noted that alternate wet-

(Continued on page 62.)

DO YOU RECEIVE PROMPT DELIVERY?

Subscribers to Hardware and Metal who do not receive prompt and regular delivery, each week, will confer a favor by reporting the matter to us. Hardware and Metal is mailed regularly in Toronto Friday afternoon, and should reach every town within 12 hour's run of Toronto, on Saturday morning.



The turn of the tide.

Methods of Retailing Paints and Varnishes

Dealer Quit Advertising Too Soon

Experience of a Windsor Hardware Merchant—Worked up Business for Another Dealer—A Good Lesson.

"I had a rather disappointing experience last year," remarked a Windsor, Ont., hardwareman. "Of course, I'm used to business disappointments, and don't mind a chap buying elsewhere; but just the same this one rather disgusted me with myself.

"The year before last I put up a good, strong paint-selling campaign. In conjunction with the manufacturers of one of the very best brands that's going, I arranged to put out a lot of literature to a carefully selected mailing list. In the lot was a man I knew well—a chap who owned a house that was worth about $1,500, and would have been worth $1,800 if he could only be induced to put about $25 worth of paint on it.

"Well, between us we bombarded the list, this man included, with paint literature. There was something going out every few weeks right through from early spring till late in the fall, the year before last. We pulled in a lot of business, which shows that it pays to go after the people systematically.

"But this man never gave a sign—never said a word. So at last I dropped him from my list. I knew he was a hard nut, when it came to selling paint, and thought I'd better try some other prospect easier to influence.

"Last spring he startled the whole neighborhood by painting his house. He put the stuff on thick—used lots of it, for the house was just parched for paint. It was a beautiful job, too—only, he didn't buy the paint from me. After I'd spent a year's time and several pounds of literature and a bale of postage stamps educating the fellow pretty nearly to the stage where he was ready to paint up another fellow who knew him personally and called him "Ike," buttonholed him one day and landed his order.

"If I'd only kept at him, I'd have got that order; and I suppose if I'd mentioned the subject to him personally I'd have landed him sure. I asked him about it afterward, and he said as much himself. As it was, another fellow who butted in at the opportune moment got the benefit of all my work.

"However, I've got the man listed for another campaign a year or so from now, and I'm not going to let up on him next time. And, anyway, I landed a lot of business as it was, which shows that it pays to go after the paint trade systematically. Next time, however, I mean to do as much personal work as I can. A fellow throws away a lot of good chances if he puts out a regular line of paint literature to a lot of prospects and then neglects to talk paint to them personally when they happen to be in his store."



MATERIALS FOR MODERN COLORS.

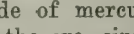
Judging from the queer sources of modern colors the discoverers must have tried everything else on earth and had only those sources of supply remaining, as surely no one would have quietly sat down and decided that the camel would be an appropriate depository of Indian yellow? Or that the exquisite Prussian blue could be obtained by using horse hoofs and other refuse animal matter with impure potassium carbonate?

The cochineal insect furnished the gorgeous carmine, crimson, scarlet-carmine, and purple lakes, while the cuttlefish gives sepia. Ivory chips produce ivory black and bone black, while blue-black comes from charcoal made from the vine stock.

Turkey red has nothing to do with Turkey, but is made from the madder plant, which grows in Hindoostan, and all the way from Siam comes gamboge, obtained from the yellow sap of a tree.

Raw sienna is simply natural earth from Sienna, Italy, and umber is an earth found near Umbria. India ink is made from burned camphor, and mastic is from the gum of the mastic tree, which grows in Greece. Bistre is the soot of wood ashes. Chinese white is zinc, scarlet is iodide of mercury, and vermilion is from the ore, cinnabar.

In a small collection of modern colors, therefore, are found materials from the animal, vegetable and mineral kingdoms.



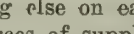
Taylor Forbes Calendar.

Taylor Forbes Co., Guelph, Ont., have issued an attractive 1914 calendar featuring their line of Sovereign Brand heating equipment.

R. M. A. ANNUAL MEETING.

The annual convention of the Retail Merchants' Association, Ontario branch, will be held in the Temple Building, Toronto, on Wednesday and Thursday. February 25 and 26. On Tuesday night of this week the election of officers of Toronto branch was held, resulting as follows:—President, J. C. Van Camp; First Vice-President, W. J. Sheppard; Second Vice-President, T. R. Bigwood; Treasurer, F. C. Higgins (grocer); Secretary, E. M. Trowern.

The Toronto body came out flatly against any proposal on the part of the Toronto City Council to place a high license upon retailers as well as to tax them on a business assessment. A special committee was appointed by the delegates to place the views of the association on public markets before public bodies seeking information in this regard.



CHEMICAL DETERIORATION IN ROPE.

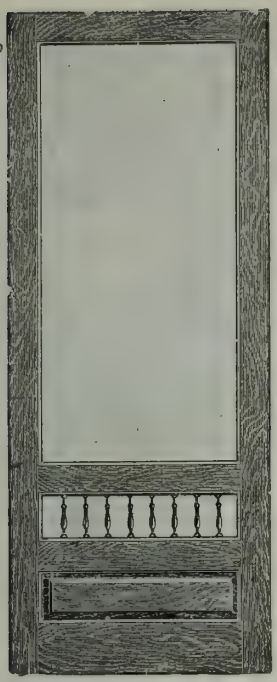
(Continued from page 61.)

ing and drying causes more rapid deterioration than does a constantly wet condition.

The presence of dry rot in a rope is difficult to note except through an actual test of the fibre. To inspect a used rope for strength, both the individual fibers and the yarns should be broken. Unused single fibers sustain from two to four pounds each and the yarns from 150 to 300 pounds each, according to their size and quality. It should also be borne in mind that the breaking strength of a rope is approximately only one-half of the aggregate strength of its yarns.

Another not uncommon cause of rotting, and one seldom recognized, is the presence of acid. The common commercial acids and uric acid exert a very injurious effect on all rope-making fibers and are the cause of many apparently mysterious rope troubles. Through ignorance, indifference or carelessness, the common acids are frequently transported, used or stored in close proximity to rope.

To lessen the opportunity for chemical deterioration, rope should be kept away from acids and kept as dry as possible. If left out at night, it should be covered sufficiently to protect it from the weather. Rope should always be stored in a dry place and when wet, should be thoroughly dried out before storing."



SCREEN DOORS

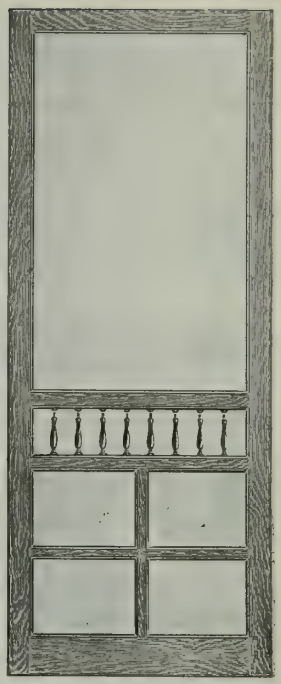
That are Ready-Sellers

Doors that you will be proud of—that will be appreciated both for their stability and appearance. Our doors are all mortised and of tenoned construction—conceded to be the strongest and only correct construction for screen doors—not simply "fastened" like ordinary doors.

MADE FROM THE BEST FOR THE WEST

Each door is made of clear pine and finished with high-grade spar varnish with stiles and rails 1⅛ inches thick. They are doors that give satisfaction and make satisfied customers. They are doors that you will be glad to recommend.

Write for our illustrated screen door pamphlet and Price List.



The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well-known products:

Liquid Granite — A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish — For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar—(It's waterproof) — widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

MONTREAL, Feb. 4.—Conditions on the local market are practically unchanged from one week ago. Orders are still coming in in good healthy quantities for future business—that is to say, spring deliveries, while there is also a little business in futures being carried on. Orders continue to show just what confidence the country merchants have in the future, as do also collections, which are exceedingly good. In the West the conditions are very much better than they were two months ago, and each day seems to bring forth further improvement.

White Lead.

This market continues very firm, although the London quotation for pig lead is down 2s. 6d. from last week, the present quotation being £20. However, as the local quotations did not advance with the London pig market during December and January, it is not likely that there will be cheaper prices; in fact, they are not thought of. The market is considered very firm at these figures.

Dry White ..... 7 cents.
Lead in Oil—
5-ton lots $7.75
1-ton lots 8.05
Less than 1 ton..... 8.25

Linseed Oil.

The same strong feeling which has characterized the local market for the past few weeks is still in effect, and prices remain unchanged, with the same seasonable demand in evidence. Cheaper oil is not looked for by local jobbers; in fact, there is a sort of an impression that dearer oil would not be out of order.

Raw Oil—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels ..... 59c per gal.
10 to 25 barrels ..... 58c per gal.
Boiled Oil—
1 to 4 barrels ..... 63c per gal.
5 to 9 barrels ..... 62c per gal.
10 to 25 barrels ..... 61c per gal.
With open prices for carload lots.

Prepared Paints.

The demand is much the same as in previous weeks; the greater portion, in fact, for spring delivery, as the immediate shipments are rather scarce, few and far between. The orders coming from country merchants are still keeping up, and the quantity does not seem to be decreasing in any part of the country. Judging from these, a good year is anticipated by all the country dealers.

Glass.

The demand has not changed since one week ago. There is never much business passing in this line at this season of the year; therefore, the demand may be termed seasonable.

Putty.

There is only a seasonable demand in evidence at present, with the same prices ruling:

Bulk, in casks ....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

This market is exceedingly firm at the present time, and another advance has taken place since last week. It is costing much more to bring turpentine from the South, and conditions there do not help matters. The local dealers are split in their prices, the lowest quotation received being 66 cents, while the highest was 68 cents, with lots of five barrels and over one cent cheaper. It would not be surprising if the price next week would show a further advance.

Gasoline.

The demand has not changed since one week ago, and the same prices are ruling; namely, 25½c per gallon in wood, 22½c per gallon in steel and drums, while local tank wagon price is 21c for 100 gallons and over.

Benzine.

There is no change in either the demand or price. Barrel lots in wood are quoted at 23 cents per gallon, in steel and drums 20 cents, while local tank wagon price is 19 cents per gallon for 100-gallon lots and over.

Coal Oil.

American oil—best, 21 cents per gallon; tank wagon, 17½ cents for 100 gallons and over. The demand is very good. There is also another grade of oil which is quoted at 17½ cents, with the tank wagon price 14 cents for 100 gallons and over.

TORONTO.

TORONTO, Feb. 5.—Business continues fair in the paint line, with booking for future delivery, very good. A large number of booked orders are now coming in and retailers are buying more freely.

Orders for immediate shipment are very fair for this season of the year. Toronto paint manufacturers and jobbers appear to very optimistic regarding future business, and are of the opinion that 1914 will be a good year.

Very few price changes have taken place during the week.

Linseed Oil.

The demand for oil this week is slightly better than last week. It is claimed that stocks at present are light. Quotations are as follows:—

Raw linseed oil, 1 to 2 bbls. per 9 lbs., 65c.; 3 to 5 bbls. per 9 lbs., 63c.; 6 to 9 bbls, per 9 lbs., 61c; 10 bbls. open. Boiled linseed oil, 1 to 2 bbls. per 9 lbs., 68c.; 3 to 5 bbls. per 9 lbs., 66c.; 6 to 9 bbls., 64c.; 10 bbls., open.

Oil for less than 1 bbl., 7 cents per gallon additional, 5 gallon cans, 50c.; 10-gallon cans, 75c. each.

White Lead.

The following prices are still being quoted for delivery up to May 15:

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.
The lead market is still very firm.

Red lead is now being quoted at the following prices:—

	Per Hd.
Genuine ,500-lb. cask .....$	6.12½
Genuine, 100-lb. cask	6.38
No. 1, 500-lb. cask	5.87
No. 1, 100-lb. cask	6.12½

Naval Stores.

The situation in naval stores is unchanged and no change has taken place in turpentine quotations since the advance reported in last issue.

Toronto quotations now as follows:—

Pure turpentine, 1 bbl. lots per Imp. gal., 70c.; 2 to 4-bbl. lots, 69c.; 5 gal. lots, 77c.

Resin is quoted in 280-lb. lots at $6.00, and in smaller lots 3½c per pound.

Glass and Putty.

There is a fair demand for glass at prices shown in current market quotations. Standard putty in 100-lb. drums is now quoted at $2.65, an advance of 5 cents per 100 lbs.

Prepared Paints.

Booking for spring continues, and orders for future delivery are numerous and in many cases as large or larger than last year. The outlook is bright and the trade in general expects a very satisfactory year.

It is always better, if space will permit, to have all your paint stock centred in one department rather than to have it scattered in various parts of the store.





Paint that pleases your trade

THE paint that pleases your trade and brings in "repeat" orders, is the paint that gives the most enduring service, for the paint that wears is the only paint it pays to use.

In doing a job of painting, every stroke of the brush costs money, from which it follows naturally that the cheapest way to keep a building properly protected is to use the paint that lasts longest, regardless of first cost of the paint.

B-H "ENGLISH" PAINT

although sold at a reasonable price, has the quality of endurance to a superlative degree—it is made to last and it does last. There's no secret about it. We make it strictly in accordance with our guaranteed formula—70% Brandram's B.B. White Lead and 30% Pure White Zinc as the base of White and tints; and every painter knows that a paint so made will last longer and give more satisfaction than any other.

This fact makes the path of the dealer who handles "English" Paint a smooth one. Send for our Dealer's Proposition and Booklet giving details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paints Quotations

These prices are for such qualities and quantities as are usually orderd by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

Aluminum, 23c lb.

ALUMINUM.

Ingot, 99% pure, lb.	19½c
Pattern, lb.	23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 5-10 and 2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb.	$9 75	$10 50

ANVILS.

Buckworth, per lb.	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

B

BABBITT.

Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 22c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 16
Ingot, Yellow, lb.	0 13	0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).

Glass, doz.	3 25
Enamelled, doz.	4 50

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 2 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz in case, case	7 20
17 lb. size 1 doz in case, case	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto. Per 100 lbs.
Casting ingot	16 75	16 75
Cut lengths, round bars, ¼ to 2 in.	....	27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.	....	29 50
Copper sheet, tinned, 14x60, 14 oz.	....	30 50
Copper sheet, planished, 14x60, base.	....	37 50
Braziers', in sheets, 6 x 4	....	29 50

CORD, SASH.

No. 9, per lb.	0 50
Sash Chain, No. 2, bd. ft.	1 40

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

E

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft.	3 02
10 inch, in 10 ft. lengths	3 31
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

F

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75

ENDS ALL FLOOR TROUBLES



TRADE **ELASTICA** MARK

FLOOR FINISH

The one perfect Floor Varnish.

BRINGS BIGGER BUSINESS, BETTER PROFITS.

MARTIN-SENOUR PAINTS & VARNISHES

Easier and Quicker Sales

Everything in Nature follows the line of least resistance. The brook, with its many curves and turns, winds its way according to this law of Nature.

Martin-Senour 100% Pure Paint is the line of least resistance in paint selling—and after the first sale, the satisfaction received makes future sales a matter of order-taking.

Investigate



—a repeat order in every can.

Purity is the standard when buying White Lead, Zinc Oxide, Linseed Oil, or Turpentine, and purity is the standard of the great majority of people when buying paint.

It is easier—quicker—more profitable to sell 100% Pure Paint to pre-convinced buyers than to argue half an hour about the efficiency of a paint that is not 100% Pure.

Investigate

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.

Single barrels, 23c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.

Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft.	0 13½	
Corrugated, ¾ in., ft.	0 16	

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80	
Richards Wilcox No. 117 P.D. Hanger, full set	2 75	
Stearns wood track	Special.	
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

I

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

IRON AND STEEL.

Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Petts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts handles, japanned, per gross	3 40
Common, plain	4 25
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 80	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 80
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 60
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 45
Imported pig, per 100 lbs.	5 65	5 45
Sheets 2½ lb. sq. ft.	7 50	7 50
Sheets 3 lb. sq. ft.	6 75	6 75
Sheets 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MOPS.

Mops, O-Cedar, doz.	$12 60
S. W. Mops, doz.	3 25

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.30 mase.
Cut nails — Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 2-lb. box.
No. 3.	1⅝-inch	$4 10
No. 4.	1¾-inch	3 75
No. 5.	1 15-16	3 50
No. 6.	2½	3 10
No. 7.	2 5-16	2 90
No. 8.	2⅛	2 75
No. 9.	2 11-16	2 60
No. 10.	2⅞	2 50
No. 11.	3 1-16	2 45
No. 12.	3¼	2 45

ALEX. McARTHUR & CO.
LIMITED
MONTREAL.
REGISTERED
TRADE MARK
DIAMOND

F. J. COX, Winnipeg Western Agent

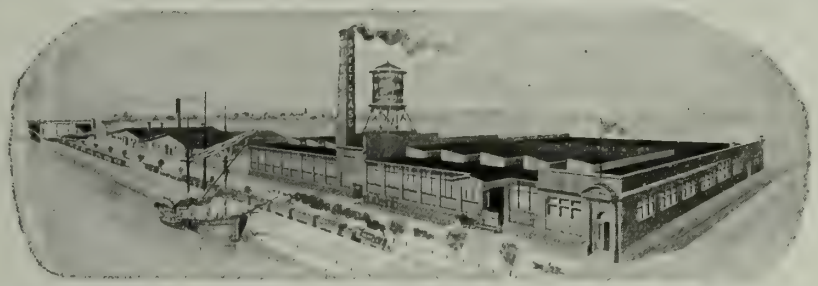
Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

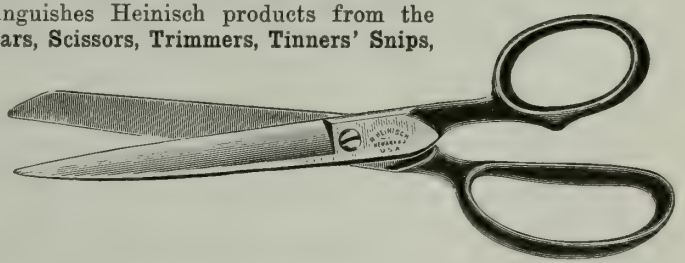
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Ordering From Your Jobber

Be Sure to Specify HEINISCH Trimmers

The **Quality** of **Heinisch** Goods is a positive assurance of **completely satisfied customers.** Our firm name is stamped on every article—it distinguishes Heinisch products from the ordinary kind—make sure it is on the **Tailors' Shears, Scissors, Trimmers, Tinners' Snips,** etc., that you stock.



R. HEINISCH'S SONS COMPANY
NEWARK, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws** and **High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll	4 30
½-in. x 22 ga. x 24-in., roll	5 65
½-in. x 22 ga. x 30-in., roll	6 90
½-in. x 22 ga. v 36-in., roll	8 20
1 in. x 20 ga. x 12-in., roll	1 50
1 in. x 20 ga. x 18-in., roll	2 10
1 in. x 20 ga. x 24-in., roll	2 70
1 in. x 20 ga. x 30-in., roll	3 25
1 in. x 20 ga. x 36-in., roll	3 80
1 in. x 20 ga. x 48-in., roll	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Plumbers, per 100 lbs..... 3 25

OIL.

Can. prime white petrol		0 15½
Royalite	0 17	0 16
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PAPER, ETC.

Tarred Slaters' Paper, per roll	0 15
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
2 Ply Ready Roofing, p. sq.	0 75
3 Ply Ready Roofing, p. sq.	0 95
2 Ply Ready Roofing, p. roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

WROUGHT IRON PIPE.

Size.	Buttwelded. Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
	Lapweld.	
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 60 and 5 per cent., 7 and 8-inch pipe, 45 per cent.
Medium and extra heavy fitting, 70 per cent. Light pipe, 60.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Common, 5 gross in box. per box	0 80
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.

Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLATES (CANADA).

Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00
Galvanized—		
	Apollo D. Crown.	Ordinary
18x24x52	4 45	4 75
60	4 70	5 00
20x28x30	8 90	9 50
20x28x80	9 40	10 00

M. L. S. Famous (equal Bradley).

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"— DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—	
I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.

72x30 up to 24 gauge, case lots	$ 8 25
72x30 up to 26 gauge, case lots	8 75

Less than case, 25c per 100 lbs. extra.

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33⅓ per cent

Edelweiss	16 00
Ever-Ready, doz.	9 00

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30

ROPE.

Pure Manila	0 15
British Manila	0 11
African hemp	0 11
Sisal rope	0 10½
Cotton, 3-16 in. and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 09¾
Lath yarn, double	0 10¼
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SCREWS.

	Per cent.			
Wood F.H., bright and steel	85	10	7½	10
Food R.H., bright	8	10	7½	10
Wood F.H., brass	75	10	7½	10
Wood R.H., brass	70	10	7½	10
Wood F.H., bronze	70	10	5	10
Wood R.H., bronze	65	10	5	10
Drive screws	65	10	5	10
Set, case hardened	60	10		
Square cap	50 and 05			
Hexagon cap	45			
Bench, wood, per doz.	$5 00			
Bench, iron, per doz.	4 25			

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best	rest
16-20	3 95	3 75	3 95	
22-24	4 15	3 95	4 15	
26	4 40	4 20	4 40	
28	4 65	4 45	4 65	

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Per. lb. Montreal	Toronto
Wire solder, lb.		0 27
Electrotypers solder, lb		0 30
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

"Muresco helps to sell other lines in your store"

Mr. Dealer:

What about MURESCO this season? You have no line that is easier sold or more profitable on your shelves, and you have no line which will give better satisfaction to your customers than the well-known MURESCO wall finish.

MURESCO is the best wall finish known, and it is made in Canada.

Write at once for agency proposition and prices.

BENJAMIN MOORE & CO., LIMITED

2, 4, 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTERET



PUSH PAINT AND BECOME PROSPEROUS

1914

Will see the Western Hardware Dealer making his profit out of

Stephens

PURE READY MIXED PAINTS

and kindred lines. He can push Paint at our expense—we supply the Advertising, he distributes it to his profit. How about taking a "real" Paint Agency?

G. F. STEPHENS & CO., LIMITED, WINNIPEG and CALGARY

Jamieson's Varnishes

The Best of the good Varnishes

Concentrated Goodness in every can

We want you to try them

R. C. Jamieson & Co., Limited

Established 1858

Owning and Operating P. D. Dods & Co., Ltd.

Montreal **Vancouver**

SPELTER.

Foreign, per 100 lbs.. 6 25 5 45

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Universal, ass skin, No. 714, 66 ft., doz. 3 40
Lufkins, linen, No. 404, 66 ft. ea. 0 94
Lufkins, steel, No. 264, 66 ft. ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821 ..... 1 95
Chesterman's Steel, No. 1840, 50 ft. ....

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (Rat and Mouse). Doz.

Gee Whiz Mouse, doz..... 0 15
Gee Whiz Rat, doz..... 0 90
Out O' Sight Mouse Traps. 0 60
Out O' Sight Rat Traps.... 1 20
Easy Set Mouse Traps..... 0 45
Easy Set Rat Traps..... 0 95
Blizzard Mouse Traps..... 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).

650 ft., per lb. .....
600 ft., per lb. .....
550 ft., per lb. .....
500 ft., per lb. .....
1914 quotations on binder twine not yet issued.
5 ton lots, ½ lb. allowance.
10 ton lots, ¼c lb. allowance.
Bag, Russia twine, lb.... 0 27
Wrapping cotton, 3-ply twine 0 26
Wrapping cotton, 4-ply twine 0 30
Mattress twine, lb..... 0 45
Staging twine, lb. 0 35

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.

Can. wrought iron, 45 per cent

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).

Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Anchor 0 06
Anvil 0 07½
Axel 0 10

WASHER WIPERS.

Mixed white 0 08½
Light colored 0 07
Dark colored 0 05½

WEIGHTS.

Smarts, 3½c lb.

WIRE.

Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings; 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands,

24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, doz... 21 20
Garden, steel wheel, doz.. 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 in. 0 95
Tubular steel lumbermans, 44 inches 0 95

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

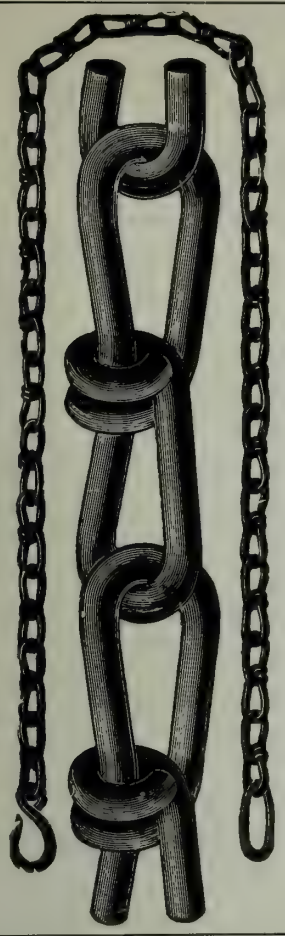
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.



NEW PROCESS STEEL WIRE TRACE CHAINS

Tie Out Chains

Halter Chains

Dog Chains

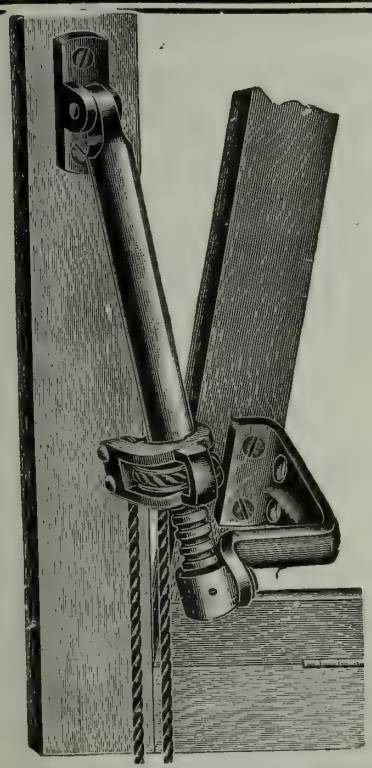
Cattle Chains

The most satisfactory chain to handle.

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. **MONTREAL, QUE.**



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 **EVERED** & Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

Paints, Oils, Varnishes, Etc.

P

PAINTS, OILS, GLASS.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake	0 10 0 1?
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.	Double Diamond.
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Less 15 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.	Double Diamond.
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

GLASS, PLATE.

40 and 5 p.c. off list, f.o.b. Ontario and Quebec.
25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.
Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

Ton lots, per 100 lbs.	Montreal	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Gen. (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 49
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	8 25	8 40
Genuine, 560-pound casks, per cwt.	6 15	6 12½
Genuine, 100-pound kegs, per cwt.	6 40	6 38
No. 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 59	0 65
3 to 5 bbls.	0 56	0 63
6 to 9 bbls.	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.	0 59	0 66
6 to 9 bbls.	0 58	0 64

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbs.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums	2 50	2 65
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

TURPENTINE.

	Montreal.	Toronto.
Pure, single bbls.	0 64	0 70
2 to 4 bbls.	0 63	0 69

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

	Name of Brand:
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company

100 William Street, New York, N.Y.

Pumps that Carry Good Will

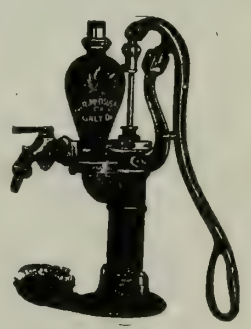
Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The

R. McDougall Co., Limited

GALT, CANADA

Winnipeg Hardware Quotations

We are revising and rearranging our current market quotations. In this issue only a partial list is given. A complete list will appear in our next issue.—Editors' Note.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BARB WIRE.

Lyman 4 point, $1.95 f.o.b. Fort William, $2.30 Winnipeg; Glidden Cattle, 2 pt., $1.82 Fort William, $2.15 Winnipeg, Glidden Hog, $1.92 and $2.27, Baker 2 pt., $1.80 Fort William, $2.12 Winnipeg; Waukegan 2 pt., $1.80 Fort William, $2.12 Winnipeg; Alberta 2 pt., $1.80 Fort William, $2.08 Winnipeg; American special 2 pt., $1.45 Fort William, $1.70 Winnipeg; Plain twist, $2.80 Fort William, $3.20 Winnipeg; Coil spring, No. 9, per 100 lbs., Fort William, $2.20; Winnipeg, $2.00. Price quoted for barbed wire are for spools of 80 rods f.o.b. Coil spring, No. 12, $2.30 Fort William, $2.70 Winnipeg. Plain galvanized, No. 9, $2.15 Fort William, $2.55 Winnipeg. Plain galvanized, No. 12, $2.25 Fort William, $2.65 Winnipeg.

BELTING.

Rubber—50 p.c. off the list.
Leather.
Agricultural leather belting. 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BAR IRON.

Base $2.75.

BOLTS.

Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BLOCKS.

Steel, 50 per cent.; wood, 60 p.c.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

CHAIN.

Cable Coil.	
¾	4 25
⅝	4 40
½	4 50
7-16	4 75
⅜	5 00
5-16	5 85

COPPER.

Sheet and planished copper, 37½c per lb. Tinned, 30c.

CROWBARS.

4½c per lb.

CANADA PLATES.

Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.35; 8 inch, $4.60.

CLEVISES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 70 and 12½ per cent.; Nicholson's, 65 per cent.

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lbs., $1.75.

GALVANIZED IRON.

16 gauge, $3.85; 18 gauge, $4; 20 gauge, $4; 22 and 24, $4.10; 26, $4.25; 28, $4.50; 30 or 10¾ oz., $4.75.

HORSESHOES.

Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

Capewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, 3.00; No. 9 and larger, $2.78.

HARVEST TOOLS.

Ordinary, 50 and 5 per cent.

HINGES.

Light T and strap, 60 per cent.

IRON WASHERS.

Full box, 35 per cent.; smaller lots, 30 per cent.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.00; 6 inch, $65.65.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.

40 per cent. off new list.

SCALES.

Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Per pound, 26 cents.

SCREWS.

Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

TIN AND TIN PLATE.

Black tin, 58c per lb.

	Per Box.
20 x 28, I.C.	9 70
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 75c.

DRY COLORS.

White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, $6.25 per cwt.

PUTTY.

Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

CLAY PICKS.

6 to 7 lbs., per doz.	4 50
7 to 8 lbs., per doz.	5 00

SAD IRONS.

Common Sad Irons, 8lbs. and Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

STOVE PIPE.

6 inch riveted, per 100 ft.	$8 50
7 inch riveted, per 100 ft.	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

POULTRY NETTING.

52½ per cent.

WIRE CLOTH.

Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.



Now for Satisfaction!

The sale has been made. The customer has his Lowe Bros.' High Standard Paint—the dealer has his money. What happens? Just satisfaction, good old **S.A.T.I.S.F.A.C.T.I.O.N.** and plenty of it.

You know, thousands of dollars are sometimes spent on advertising, on clever sales plans, on preliminary work of all kinds, and the whole thing comes to naught just because someone hasn't been quite honest about the **quality** of the article itself. That's where "High Standard" shines.

Our advertising is good—yes. Our selling plan is splendid—certainly. But the quality of the goods themselves just soars away higher than either.

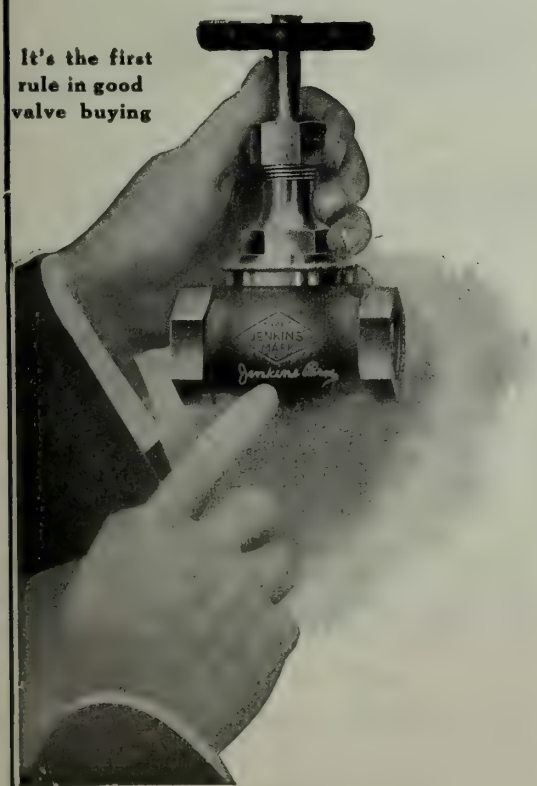
To-day is a good day to write us—for satisfaction.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

LOOK FOR THE DIAMOND TRADE-MARK



When ordering valves, specify and insist on securing Genuine Diamond Brand.

JENKINS BROS.' VALVES

They are the "ORIGINAL" and it's only with the original that satisfactory service goes.

Our Diamond Trade-Mark is cast on the body of all genuine valves for your protection.

See that the valves you buy bear it. This will save you all the trouble and inconvenience which would result from the use of an inferior valve.

Catalogue mailed free upon request.

JENKINS BROS., LIMITED

103 St. Remi St. **Montreal**



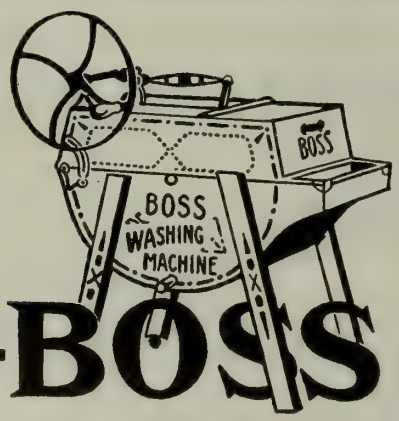
The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

RAMSAY'S PAINT

A. RAMSAY & SON CO., MONTREAL



BOSS

No. 23

the efficient washer for the efficient dealer—will sell well at any time, will satisfy your customers, will bring you a good profit and an increased goodwill. The "Boss" is made throughout of Louisiana Red Cypress—the wood that grows in water—the wood that will not warp or split; its internal mechanism is remarkably strong, every part being designed to give long, active service.

Be efficient—get this efficient washer back of you. The results may be a surprise, but they'll be a pleasant one.

Write for prices to-day.

WALTER WOODS & CO.

Hamilton and Winnipeg

STILL'S
Cant Hook
AND
Peavie Handles

Are the best. Made of the best Hard Maple and Hickory. Nicely finished and carefully graded. All leading jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO

Seventeen years selling SWP



MR. JAMES PURVIS

IT must now be sixteen or seventeen years since we commenced selling SWP. It was just after Walter Cottingham transferred his paint business and himself to The Sherwin-Williams Co. Even in those primitive days there were enthusiasts and hustlers.

I wonder how many who may read this will remember the late Benny Ross? Benny even in these days of advanced salesmanship would take rank as a hustler. He talked SWP all day and we believed must have dreamed about SWP every night. We never remember seeing his enthusiasm for his goods equalled, except in the case of one man some years later for the Loose Leaf book-keeping system. Benny found us contented and happy with a line of really good mixed paint, and started in to make us believe that he had the best paint in the world, and he succeeded. For a year or so we handled both makes, then we gradually got rid of all but SWP, and since have handled this line alone, having the exclusive contract of them in our town and district. We have had fair success and would have had greater but for the continued hostility of the painters. Our painters have always opposed the use of SWP and all mixed paints. Evidently they can make more profit out of their own mixtures.

We have done a fair amount of advertising in our local paper, have handed out hundreds of cards, etc., and have sent out many hundreds of inserts with our invoices and monthly statements, and all, we think, have borne fruit. The letters sent out by the Advertising Department from Montreal have no doubt been aids, but the real force is the Clerk with his knowledge of, and faith in the goods. Only a limited number of hardware clerks make good paint men. The majority of them change their employers too often, and when they do, change their line of paints and end by treating all mixed paints alike and having no particular faith or enthusiasm for any. The successful SWP salesman is the one who gets posted and stays with his line. Frequent changes in our clerical staff have had a bad effect on our sales. If we could persuade customers to follow directions in using Primer, and apply a proper number of coats, the durability and popularity of mixed paints would be greatly increased. In no case that we can recall have we ever had a dissatisfied customer who followed directions in applying his paint. We also find that we are doing an increasing business in varnishes and other lines that are being added from time to time. We believe that were it not for the opposition of the painters, the sale of mixed paints would double within two years. No painter can grind or blend his colors equal to a well-equipped modern paint factory.

We are,

Yours truly

PURVIS BROS. LIMITED

James Purvis Pres

Sudbury, Ont.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



American Grinders

WHAT qualities do you demand in a tool grinder—Efficiency? Ease of operation? Durability?

Then the American will make a big hit with you! It's the simplest, strongest, smoothest-running Grinder on the market—**bar none**! And it has the "built-for-business" look that catches the eye of the mechanic. Furthermore, American Grinders are

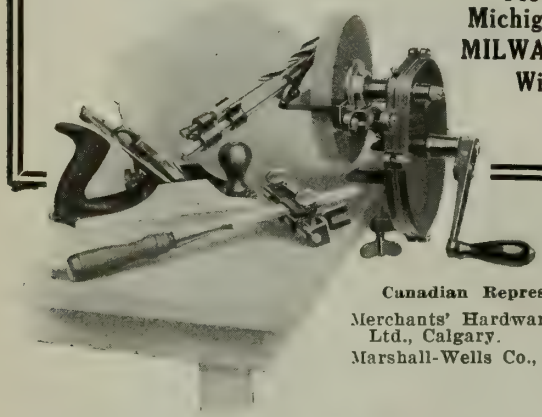
Made with a positively oil-tight case.

Gears operate in a bath-of-oil

That means—double life for the machine—and easy sales and big profits for the live dealer who knows how to push goods of **exceptional quality**! Our new catalog is yours for the asking. Write our nearest jobber to-day.

American Grinder Mfg. Co.

149-153 Michigan St. MILWAUKEE, Wis.



Canadian Representatives:

Merchants' Hardware Specialties. Ltd., Calgary.

Marshall-Wells Co., Winnipeg.



Suggestion: Send for our Store Ladder Catalogue and canvas your town at once. Best line on the market—nice profit for you.

RICHARDS-WILCOX CANADIAN CO., LIMITED

LONDON, ONTARIO



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK, G.m.b.H.

Manufacturers of Safety Blades

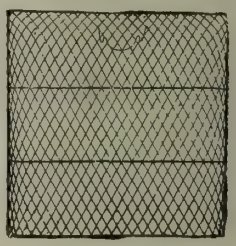
SCHRAMBERG WURTEMBERG GERMANY

We are headquarters for

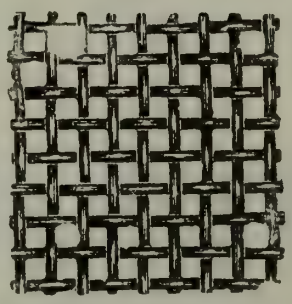
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.





Send for illustrated price list



Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.

Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

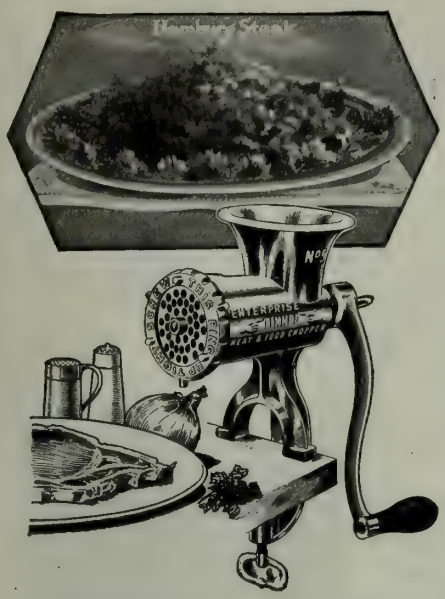
ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON



Family Size $1.75
Large Size 2.50

For 1914!

We're through with 1913, hard times, money-stringency, hoodoo—and all that; we've said good-bye to the old year—most of us without regret. 1914 is upon us and we all look forward to making it one of the best years we've had.

We expect that money will loosen up, that there'll be a return to the vigorous trading of a year or two ago. And we're not going to be disappointed.

But it depends largely on you, on the skill and judgment that you use in selecting your new stock, whether you get your fair share of the returning good times, or not.

And that's why you cannot afford to overlook the profits and good-will producing qualities of the

ENTERPRISE

line of patented Hardware specialties. That's why Enterprise food choppers, sausage stuffers, coffee grinders, etc., should not only find a place in your store, but should have your best sales effort behind them.



Coffee Grinder

We illustrate here, just three out of our many products, because there is a big demand for them at this time.

Enterprise Tinned Food Choppers in two sizes—family and large—for all household food chopping purposes, appeal to your housewife patrons because they open up the way to many delightful dishes—to many domestic economies.

The Enterprise Sausage Stuffer and Lard or Fruit Press, is a thoroughly efficient machine, at a moderate price. Its many special features, such as the Patented Corrugated Spout which keeps all air out of the sausage and the latch which prevents breakage of plates, make it distinctive.

And Enterprise Coffee Grinders are for all who appreciate a good cup of coffee, and know that to get it, the coffee must be ground fresh each time.



Sausage Stuffer and Lard Press

Get in line for those 1914 profits by sending for our price list now.

Yours just for the asking.

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa.

29 Murray Street, New York, N.Y.
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

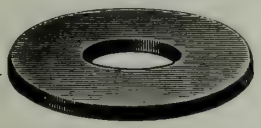


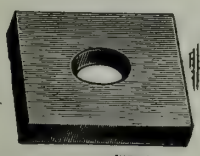
THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs

Felloe Plates

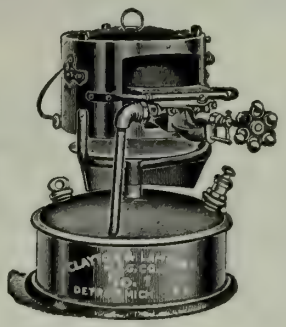
Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.



No. 1 FIRE POT
Price each, $7.80 Net.

A COLD SNAP

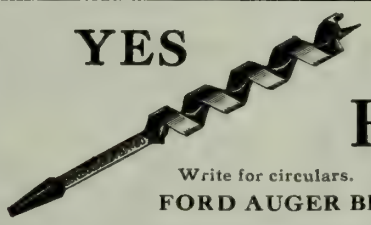
always brings a lot of "hurry-up" repair work. Don't let your competitor get your share of this profitable business. By using "C. & L." tools it will enable you to do your work quicker and better, saving you many dollars. "C. & L." Fire Pots and Torches are the best, for they produce more heat, with less fuel, than other makes.

Your nearest jobber will supply at factory price, or we will ship direct if cash accompanies the order. Send for Catalog—it's free.

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U.S.A.

When writing advertisers kindly mention this paper.

YES



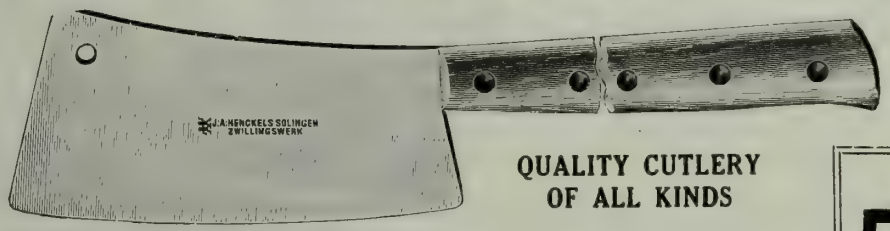
It is a bit better bit

FORD

Write for circulars. They show THE WHY

FORD AUGER BIT CO., Holyoke, Mass.

HENCKELS TWINWORKS CUTLERY

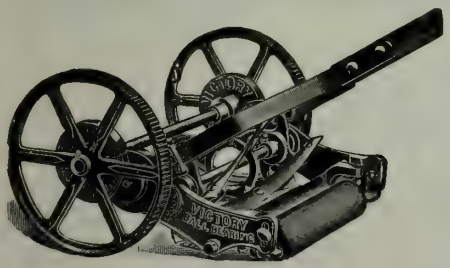


SCISSORS,
RAZORS,
MANICURE SETS,
BUTCHER KNIVES,
POCKET KNIVES,
Etc., Etc.

QUALITY CUTLERY OF ALL KINDS

SOLE AGENTS FOR CANADA:

F.W. Lamplough & Co., Unity Bldg., **Montreal**

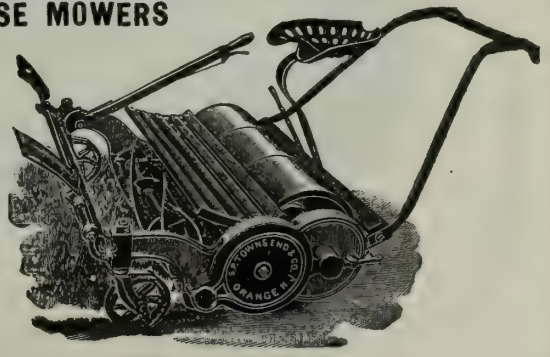


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

THE LACHUTE SHUTTLE CO. LIMITED
LACHUTE HANDLE
LACHUTE MILLS, P.Q.

ALL KINDS OF
HANDLES
Lumbering Tools
Best Selected Material.
UNEQUALLED FINISH.
REPRESENTATIVES:
J. H. Roper Co., Coristine Bldg., Montreal.
C. D. Ten Eyck, 145 Victoria St., Toronto.
W. Reynolds & Co., Confederation Bldg., Winnipeg.
C. A. Godfrey, 1059 Hamilton St., Vancouver.



TWO CENTS PER WORD
You can talk across the continent for two cents per word with a WANT AD. in this paper.

HONER
AND
GRIMM
METALWARE MANUFACTURERS
SPAICHINGEN
GERMANY



The Leading Producers of Metal Tea and Coffee Pots, Sugar Bowls, etc.; in both Tin and Nickel Plated, first-class finish.

Also all kinds of Toilet Articles, including Metal Shaving Sets, Shaving Mirrors, Manicure Stands, etc.

It will pay you to investigate this line. These goods create new business.

Canadian Agents:
Messrs. RAU, VOSS & CO.
160 Bay Street, Toronto

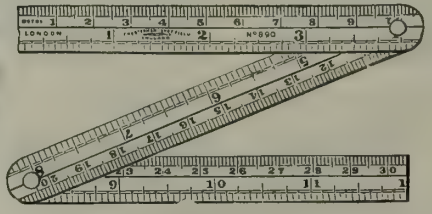
Steel Rules, Gauges, Etc.

CHESTERMAN'S
MEASURING TAPES
Linen and Steel

TRADE J C MARKS
CONSTANTIA J C
TRE BLE

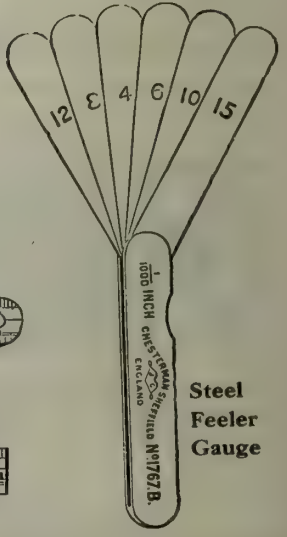


For Prices, Catalogues, etc., apply to
F. H. SCOTT, 404 Coristine Bldg., Montreal



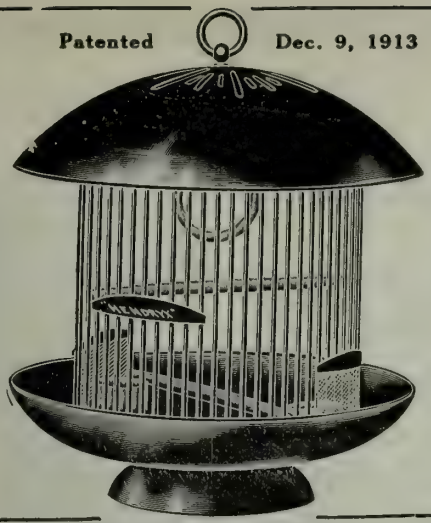
Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

Patented Dec. 9, 1913



"HENDRYX" A WORD FOR QUALITY

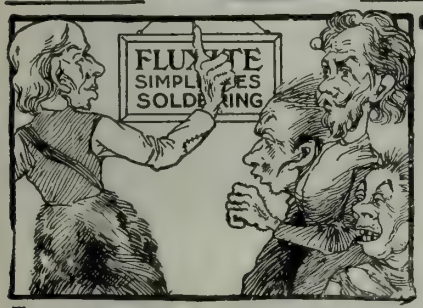
Newest Fancy Canary Cage

The Mandarin

Made of Solid Brass.

Upright wires, No. 12 size require no centre cross-rail.
Diameter of body 9½ inches, height 16½ inches.
Finished in Dull Brass, Polished Brass or Antique Copper.
Entirely different from any cage ever made.
Let us mail you our catalog, showing complete line.

THE ANDREW B. HENDRYX CO., New Haven, Conn.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

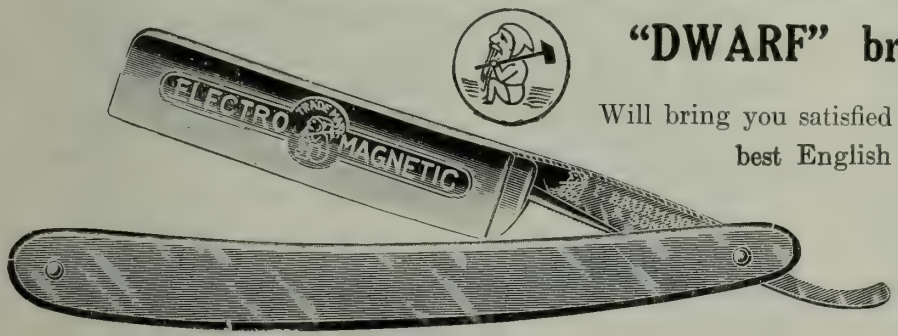
and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

Friedr. Baurmann & Sons, Solingen, Germany

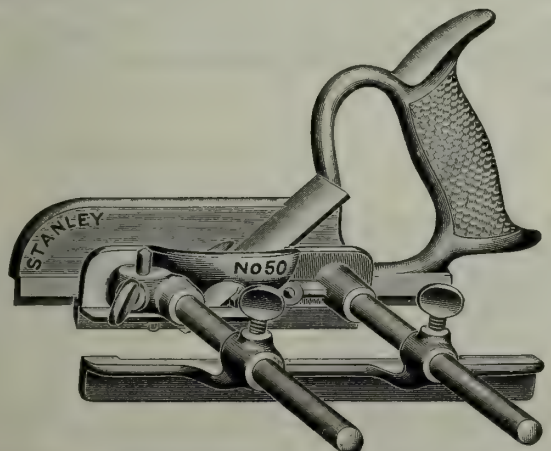
Manufacturers of High-Grade Razors and Safety Razors



"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand-forged and hand-ground—very carefully tempered by special secret process, ensuring highest results.

Write for our Catalogue.



Stanley Tools

STANLEY NO. 50 PLOW, BEADING and MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR

HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

An Ermined Judge

The Supreme Court of Canada is becoming overloaded with business. The big increase in cases during 1913 has meant that the six judges who sit daily in the dingy old building at Ottawa have been hard-worked men. The procedure is simple, dignified, and conducted with almost an Arctic silence.

Yet there is a human side to the situation, for the trappings of flesh cannot be wholly discarded in this, the Clearing House of legal wrangles.

A special writer, at the suggestion of "MacLean's Magazine," visited the Court, and in other divers places dug up much useful information concerning which the average Canadian knows little.

The March "MacLean's" will appear with the first of the celebrated Coburn covers, and the illustrations have been attempted on a strikingly broader scale. Besides this leading article there is the pronouncing of a leading Toronto doctor on "The Truth About Radium."

Several short stories, well illustrated, will appear in this issue.

Do not miss this copy. The cover alone, being something new in Canadian journalism, will be more than worth the price.

Send your name and address on a postcard to Dept. "M" and commence your subscription with this striking number—Mail it to-day.

Subscription $2 a year. *Twenty cents a copy.*

The MacLean Publishing Co.,
LIMITED

143-9 University Ave. -:- TORONTO

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that **cast iron top and bottom**, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.
Winnipeg

Bissell's 1914 Spring-Easter Offer

In Force Feb. 10th

In order that our customers may be able to order Bissell sweepers to the very best advantage at the outset of their spring business, we are bringing out our Spring-Easter offer this year nearly a month earlier than usual. It will be in force Feb. 10th, and expire May 10th.

The interest shown by our customers in the past has prompted us to repeat our offer of one nickel-trimmed

"GRAND RAPIDS" SWEEPER FREE

in consideration of a very nominal amount of local advertisingand window display as heretofore.

We will be glad to mail you a copy of our Spring-Easterannouncement, with proof sheet of free co-operative newspaper cuts.

Bissell Carpet Sweeper Co.
Grand Rapids, Mich.
(Largest Exclusive Carpet Sweeper Manufacturers in the World)

BRANCHES:
New York City (Salesrooms and Export Department).
Niagara Falls, Ont. (Factory).
Paris, France.
London, England (Agency).



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

PEASE HEATING SYSTEMS

MOST DURABLE
MOST ECONOMICAL
COST LEAST FOR REPAIRS

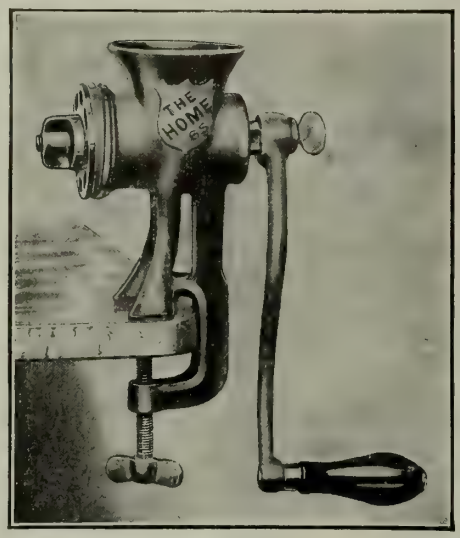
Write to-day for Catalogue and Prices

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

You will find this
MAXWELL "HOME 65"
FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

DAVID MAXWELL & SONS, St. Mary's, Ont.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

Dept. A. RENFREW, PA.

WILLIAM ATKINS & CO., LIMITED
Reliance Steel and File Works
SHEFFIELD, ENGLAND

Makers of the well-known
"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools
Files, Twist Drills, Saws, Hammers, etc.



TRADE MARKS WACO TURTLE BRAND

Any information can be obtained at our Canadian Office

Agent

GEO. A. MARSHALL

70 Lombard Street, **TORONTO**

Strong—as its name implies.

Firm as a rock, rigid as steel, a giant in its own capacity—even as was the ancient Greek — the **Hercules Step Ladder** must appeal particularly to you, whose patrons know quality, and want the best.

For home, factory or office, for any and every use, its trussed construction and husky metal fittings make it absolutely **safe.**

Its fine appearance makes it almost sell itself; its sterling quality and long service-giving capacity make it stay "sold" for all of its life. And the profit you get from its sale is by no means the least important of its good points.



Let us send you prices at once.

The Stratford Mfg. Co., Limited
Stratford ***Ontario*** ***Canada***

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse of Alberta. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



Amatite ROOFING

How To Sell Amatite

Here is the argument that sells Amatite to the consumer. Imagine yourself using it and see how effective it is—

"Yes, I can sell you the ordinary 'rubber' roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and **needs no painting.** You just lay Amatite on your roof and leave it alone. It takes care of itself.

"Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is easy to lay. The nails and cement are supplied free. The price is no higher than a first-class painted roofing and you save all the cost of paint in the future.

"Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best."

This is the kind of argument that sells goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

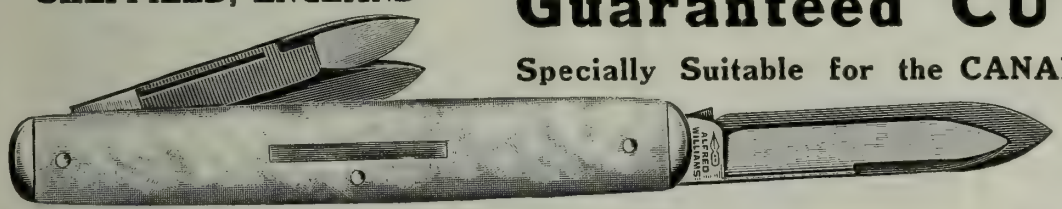
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ALFRED WILLIAMS

SHEFFIELD, ENGLAND

Guaranteed CUTLERY

Specially Suitable for the CANADIAN MARKET



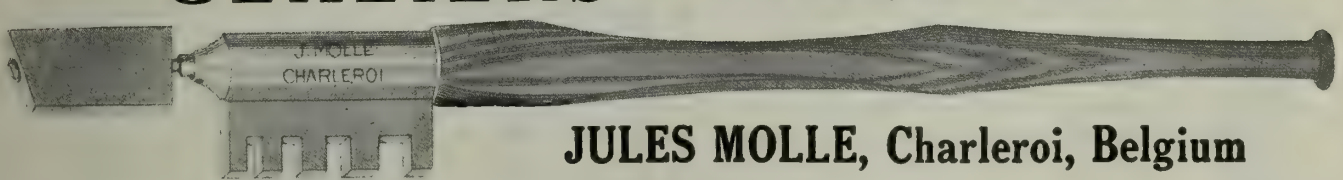
TRADE-MARKS

EBRO

Pen A·W· Brand

SOLD BY HARDWARE JOBBERS

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

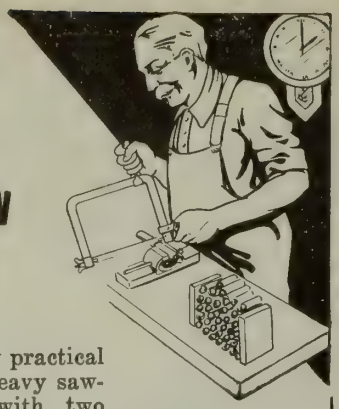
Glaziers' Patent Diamonds (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

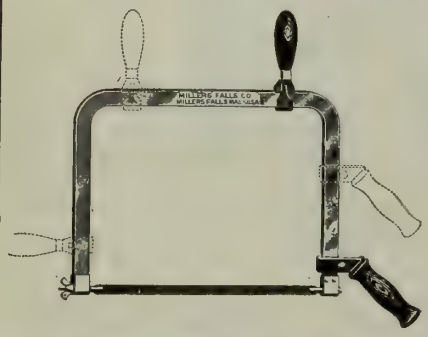
Also Sole Canadian Agents for National Belgian Glass Co.

Saint-Roch-Auvelais, Belgium

THE
GREAT CONVENIENCE
of our
STAR HACK SAW FRAME No. 014



will be appreciated by every practical man. Specially made for heavy sawing (rails, girders, etc.), with two handles adjustable to any point on the frame, giving firm, steady hold. Depth under back, 10¼ inches; blades may be faced in four directions.
Strongest where the strain is greatest, yet light and easy to handle.
Put a Star Hack Saw in a Star Frame, and get the best of service and satisfaction.
Send for Catalog.



Millers Falls Company

28 Warren Street
New York

"Finish" counts

Take the expensive automobile. It may have the best engine built, the finest transmission, the most comfortable coach-work, and the starting-lighting system may be perfect, yet the manufacturer does not rely on these alone—he makes the finish as good as he knows how—he makes it express **quality.**

Likewise do the makers of good tools give their products an appearance that vouches for the service they will render.

Guard their most valuable sales-asset, by specifying that all bright goods be wrapped in **British-American Wax Paper,** before shipment to you. Make sure that your stock will arrive and remain with all its selling force, ready, at your command.

When you've explained it to your jobbers fairly, they'll catch on, and be glad to comply. For they'll understand that by so doing they can keep you satisfied and make sure of your orders.

So send them a postal to-day.

The
British-American Wax Paper Company, Limited
Darling Building, Toronto



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS
Millbury, Mass., U.S.A.



Robt. Sorby & Sons, Ltd.
SHEFFIELD



have a very extensive assortment of garden forks, trowels, rakes, hoes, shears, and sets of garden tools.

Finishes may be all bright, bright and red, all blue, bright and blue or black.

Our goods yield a good profit.

Geo. H. Saywell Co., Winnipeg and Montreal



Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

Old Standard Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.

Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

ESTABLISHED 1849

MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



Write for New Catalog to

Thomas W. Kirby
75 Yonge St. Arcade
TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG.



HERE'S A GO!

SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

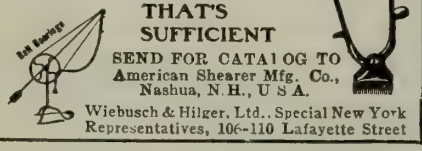
SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

NUMBERS

PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

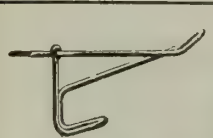


DOUBLE CLAW

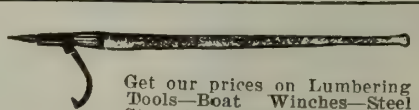
Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

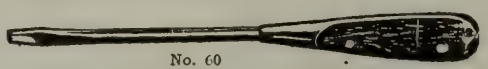


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

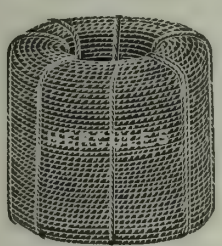
Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

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SASH CORD

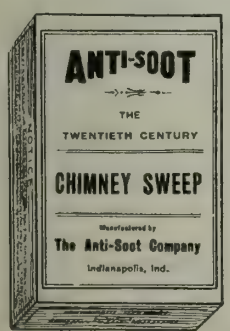
The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

Anti-Soot at 15c.



cleans your customer's stove-pipes and chimney, and brings him back for another package. Ask your jobber or write us for fuller particulars.

Moncrieff & Endress

65 Scott Bldg. WINNIPEG

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

When writing advertisers, kindly mention having seen the ad. in this paper.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. **52 Canada Life Bldg., Montreal.**

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRST-CLASS HARDWARE **business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)**

FOR SALE — COMPLETE OUTFIT OF plumbing, tinsmithing machines and tools, good as new, and a snap if sold at once. Apply Box 73, Hardware and Metal, Toronto. (5)

A FIRST-CLASS HARDWARE, FURNITURE and implement business, stock, etc., about $6,000.00, building $4,500, annual turnover $28,000.00. Located in first-class farming district, large territory. Good reason for selling, Saskatchewan. Box 74, Hardware and Metal, Toronto.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED TO EXCHANGE—320 ACRES IMproved land, clay loam, good supply of water, and buildings, in good district, for hardware stock. Address C. Bock, Elbow, Sask. (7)

WANTED—TINSMITH WITH SOME KNOWledge of plumbing, accustomed to village and country work. State age, experience and wages. Box 80, Hardware & Metal, Toronto. (8)

WANTED—AN EXPERIENCED TINSMITH, capable of installing furnaces, etc., and one who if required, can act as Hardware Salesman. Must be sober. Apply, giving credentials and salary expected. The Acheson Hoskins Co., Oyen, Alta. (9)

EXPERIENCED HARDWARE TRAVELLER with excellent connection in British Columbia is desirous of securing agency for Canadian lines of hardware, stoves and household goods. Address E. B. Biggar, 471 West Marion St., Parkdale, Toronto. (7)

SITUATIONS WANTED

YOUNG MAN WITH TWO YEARS' EXperience as hardware clerk desires position in retail store, good references. Box 191, Whitby, Ont.

YOUNG MAN HAVING 16 YEARS' EXPERIence, 8 years travelling, desires position as traveller, manager or buyer. Good, sound connection throughout Ontario. Well connected with all the best English firms. Box 77, Hardware & Metal, Toronto. (8)

RESPONSIBLE POSITION REQUIRED BY young man with sixteen years' general hardware experience, covering wholesale, retail and road. Total abstainer, good business experience, and well recommended. Box 78, Hardware & Metal, Toronto. (7)

YOUNG MARRIED MAN WITH 14 YEARS' experience in general hardware, including 4 years as manager, desires position with responsible wholesale or retail Western firm. References A1. Box 79, Hardware & Metal, Toronto. (11)

MISCELLANEOUS

PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Construction of a 15-inch Hydraulic Self-Propelling Steel Suction Dredge," will be received at this office until 4.00 P.M., on Tuesday, March 3, 1914, for the construction of a 15-inch Hydraulic Self-Propelling Steel Suction Dredge.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of T. H. Schwitzer, Esq., Mech. Superintendent, Birks Building, Ottawa, Ont.; J. L. Nelson, Esq., Supt. of Dredges, Vancouver, B.C.; J. S. MacLachlan, Esq., District Engineer, Victoria, B.C.; C. C. Worsfold, Esq., District Engineer, New Westminster, B.C.; J. G. Sing, Esq., District Engineer, Toronto, Ont.; Collectors of Customs at Kingston and Collingwood, Ont., and A. E. Dubuc, Esq., District Engineer, Montreal, Que.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 20, 1914.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—51193.

Readers of Hardware and Metal Let Us Know Your Wants

Hardware and Metal is in a position to secure information on new lines in the Hardware trade, and of novelties occasionally asked for in the Hardware store.

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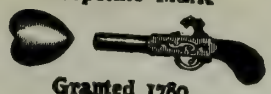
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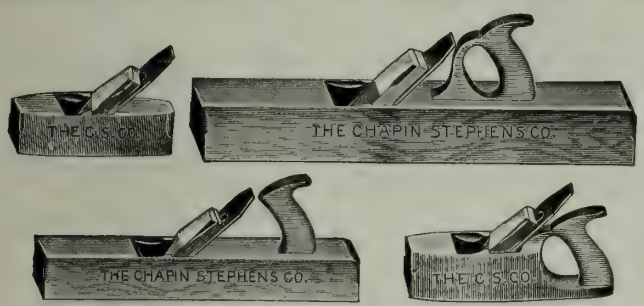
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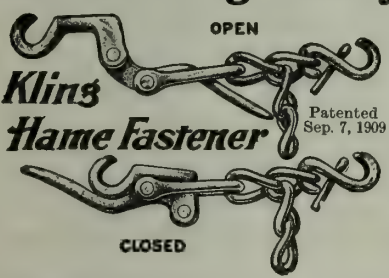
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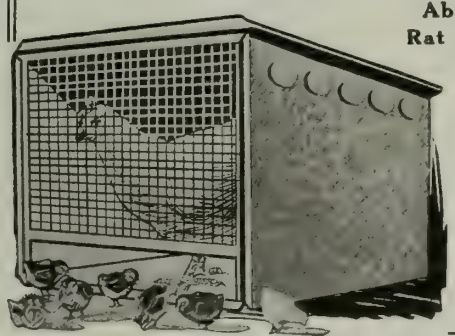
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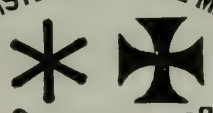
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F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

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The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

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Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

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B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

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Hoyt Metal Co., Toronto.

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Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

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Hamilton Stove & Heater Co., Hamilton.

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Pink, Thos., & Co., Pembroke, Ont.

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Snell Mfg. Co., Fiskdale, Mass.

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Winnipeg Paint & Glass Co., Winnipeg.

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L. S. Starrett Co., Athol, Mass.

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Henderson & Richardson, Montreal.
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Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Wright, E. T., Co., Ltd., Hamilton.

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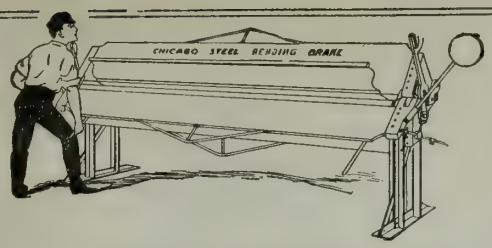
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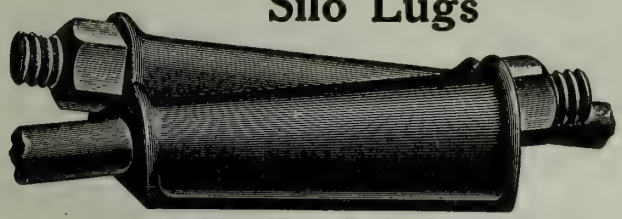
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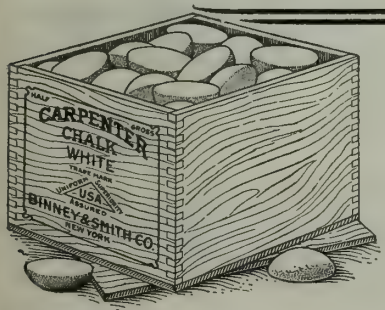
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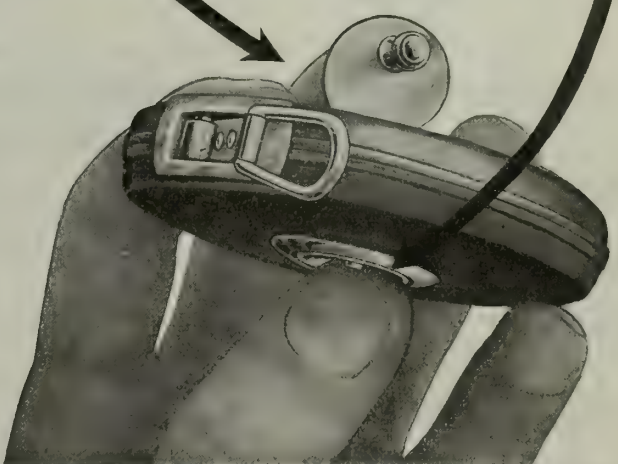
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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.

Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries

Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

Canadian Sales Agents:

WITTING BROS., LIMITED

Montreal, - P. Q.

When re-stocking

consider the merits of

D. Peres Barrel Brand Cutlery.

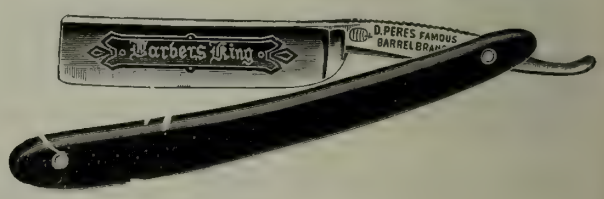
They lie, not only in the big profit it pays you, but also in the patronage it captures and keeps for your store.

And many Canadian dealers will tell you how well it does this.

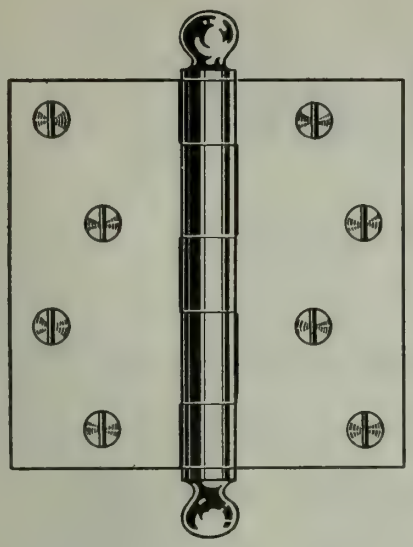
WRITE FOR PARTICULARS.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Razors, Pocket Knives and Scissors



Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.



Immediate Shipments Guaranteed

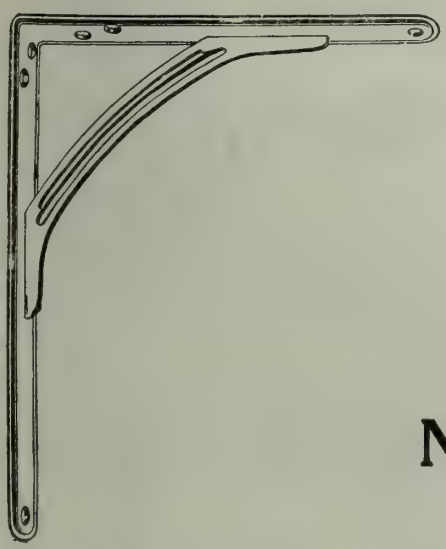
of

STANLEY

No. 241 Butts

No. 792 Shelf Brackets

No. Sc. 935 or 937 Corrugated Strap and "T" Hinges



WRITE, TELEPHONE OR TELEGRAPH TO

A. Macfarlane & Co.

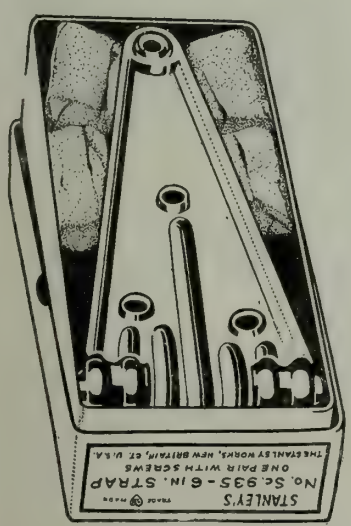
Coristine Building, Montreal

Canadian Representative of

The Stanley Works

NEW BRITAIN, CONN.

NEW YORK CHICAGO



Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec



An Easy Way To Sell Saws

ATKINS STERLING SAWS

Made in Canada. The Saws that pay **two profits**. The first is the largest legitimate profit of any manufacturer's brand. The second is the profit made by satisfying your best customers.

We'd like to tell you all about them and how "We Help You to Sell."

E. C. ATKINS & COMPANY

HAMILTON, ONT. **Vancouver Branch, 109 Powell St.**



Babbitt Metal,

The Quality means maximum efficiency, quick turnover and a Larger Business.

Hoyt Metal Co., Toronto, Ont.
New York, N.Y.; London, Eng.; St. Louis, Mo.

Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin and Antimony.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

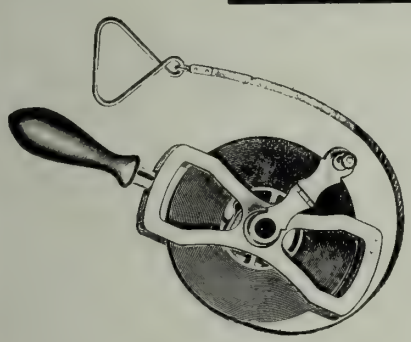
GUTTA PERCHA & RUBBER, LIMITED

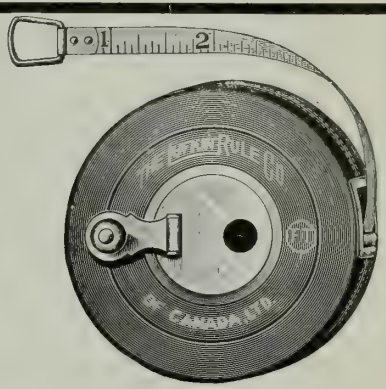
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

YOU KNOW





LUFKIN

Measuring Tapes and Rules

NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE" No. 203 "CHALLENGE" No. 263 "RIVAL", ETC. No. 243

MADE IN CANADA **Your Jobber Stocks Them**

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

ALL COLORS **CAMPBELL'S** ALL SIZES

VARNISH STAIN

It stains and varnishes with one sweep of the brush

FLOORS, FURNITURE AND WOODWORK

Has stood the test and scrutiny since 1886, is beautiful and durable and best known for its quality

Fall in line to-day, Mr. Dealer, and send for our special co-operative plan for 1914

We give distributors free local advertising, beautiful store-selling helps and we guarantee satisfied customers.

MANUFACTURED BY

CARPENTER-MORTON CO.
Established 1840 BOSTON, MASS.

A. RAMSAY & SON CO.
Canadian Distributors MONTREAL, Canada



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 7

February 14, 1914

MINERVA QUALITY

and our Selling Co-operation are certain to cause a big increase of business



Full Imperial Measure in Every Can



This is the British Brand of paint that has won fame by its covering, lasting and protective qualities.

It is a brand that brings the merchant bigger business and better profits everywhere.

Minerva Agents will gladly relate their experiences, and you can profit by same.

May we get you in touch with some now?

Write for details about our 1914 campaign. It will pay you.

PINCHIN, JOHNSON & CO. (CANADA), LIMITED.

Minerva House

Toronto Winnipeg London, Eng.

Established 1834



DOMSTEEL · WIRE · Products

"From Ore to Finished Product."



WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Specify "Domsteel Sterilized Blued Lath Nails."

DOMINION IRON & STEEL CO. Limited

Head Office and Works

SYDNEY, N.S.

Sales Offices:
Sydney, N.S., 112 St. James St., Montreal., 18 Wellington St. E., Toronto.

The Use of



RED TIP

Taps, Drills, Etc.

insures you against disappointment and failure.

NEVERSLIP



TAPS



and DRILLS



are made especially to fit Red Tip Calks and Shoes. They are subjected to careful and minute inspection, and are proven perfect in every detail before they leave the factory.

Protect Your Customers

by insisting on Red Tip Tools for Red Tip Shoes and Calks.

RED TIP MEANS QUALITY

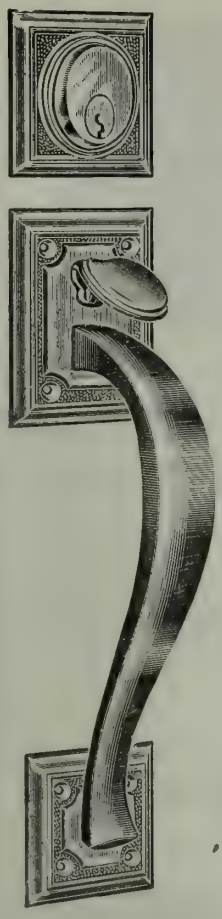
The

Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N. J.

Canadian Factory and Office,
559 Piux IX Avenue, Montreal

Send for Booklet T.



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

CHATEAU LAURIER, OTTAWA



"CROWN" METAL ROOFING USED ON THE CHATEAU LAURIER, OTTAWA, HEADQUARTERS FOR THE HARDWARE CONVENTION

All the Copper Roofing, Kalamein Doors and Windows, Bronze Elevator Enclosures, etc., used in the erection of this magnificent Hotel built by the Grand Trunk Railway Company,

WERE MANUFACTURED AND ERECTED BY

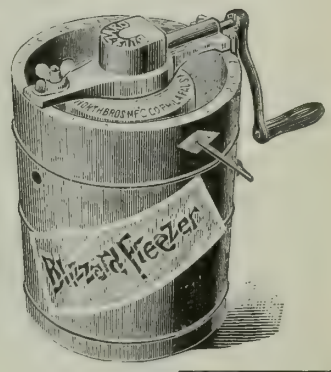
McFarlane-Douglas Co., Limited

Wholesale Manufacturers and Contractors

250-260 SLATER ST., OTTAWA, CANADA







North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

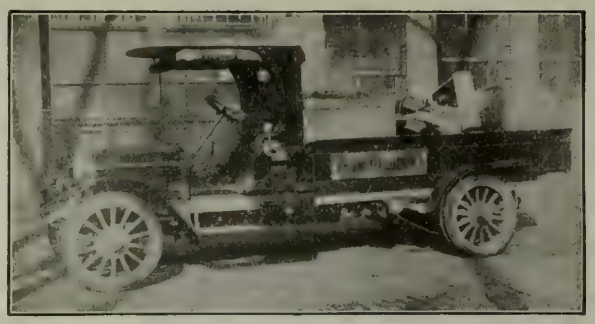
Now is the time to place your order for shipment later.

Your jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co.
Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

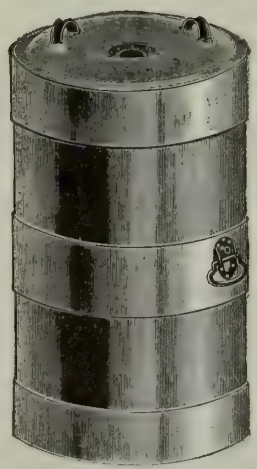
Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

S. M. P. MADE-UP CANS OR TRIMMINGS



We can supply made-up

Milk Cans, Cream Cans
Creamery Cans
Railroad or Delivery Cans

We also carry in stock any trimmings required for these cans, which we can supply promptly.



PRICES ON APPLICATION

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO **LIMITED**

KEMP MANUFACTURING CO.

MONTREAL TORONTO **WINNIPEG**

A Big Proposition is Open to "WIZARD" DEALERS

Last year over fifty-one thousand dealers sold Wizard Triangle Mops and Polish through the heavy advertising done by the manufacturers in National publications.

This year the advertising campaign will be bigger than ever, and the dealers who handle Wizard Mops and Polish will do even a better and larger business on this line than in the past.

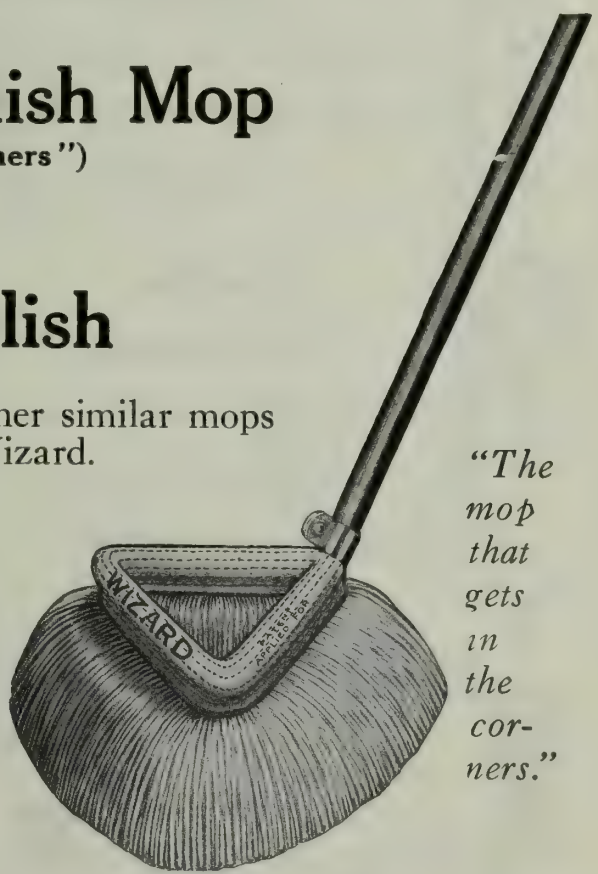
Wizard Triangle Polish Mop

(The Mop that "Gets-in-the-Corners")

and

Wizard Furniture and Floor Polish

are so much better in every way than other similar mops that a comparison will always favor the Wizard.



"The mop that gets in the corners."



25c. bottle.



50c. bottle.



1 qt. can $1.00

Retail price $1.50

The Wizard Mop is of very full stocked Cotton Threads permanently bound into a cloth-covered **Triangular** Metal Frame. The handle is attached to the frame by an "elbow joint" which gives a free up-and-down play to the handle.

The Mop is sent out properly saturated with Wizard Polish. When the Mop becomes soiled it can be thoroughly cleansed with hot water and soap and renewed with Polish.

Wizard Polish is not an oil nor a varnish. It is a Wood Food and Polish Renewer.

Besides its use with Wizard Mops for cleaning and renewing Hardwood Floors, Linoleums and Oil Cloths, it is unexcelled for use in repolishing furniture, carriages, pianos, etc. It dries instantly and does not gum or stick.

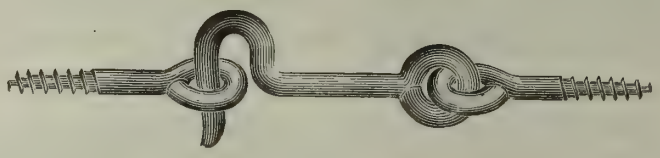
This is a money-making proposition for any dealer.

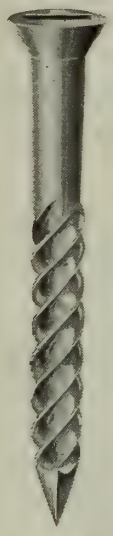
LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

The Steel Company of Canada, Limited

Hamilton







Should **quick delivery** be a factor, we are prepared to guarantee **prompt shipments** from our well-assorted stock of standard sizes of the following products—





Wire Nails,	Tacks,
Fence Staples,	Wood Screws,
Poultry Netting Staples,	Machine Screws,
Corrugated Fasteners,	Bolts and Nuts,
Fencing and Gates,	Rivets and Burrs, (Iron and Copper)
Wrought Iron Pipe,	Steel Bars,
Lead Pipe.	Bright Wire Goods,





Horse Shoes and Horse-Shoe Nails.





WIRE

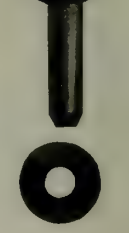




Bright, Oiled and Annealed, Spring, Rivet, Bolt, Copper, Brass, Tinned Mattress, Bookbinders and Broom.







Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

YOUR JOBBER CAN SUPPLY YOU

with any of these Red Devil goods.



No. 715—Splicing Clamp



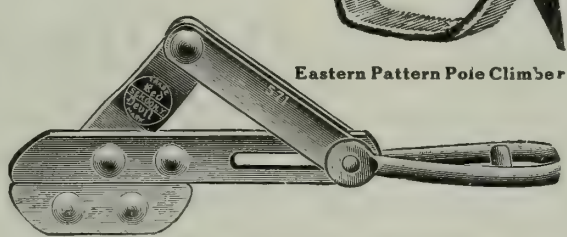
No. 871—Lineman's Tool.



No. 566—Havens Clamp.



Eastern Pattern Pole Climber



No. 571—Buffalo Grip—Made In All Sizes.

If You Want Satisfaction For Your Customers

TRADE S.&H.CO. Red Devil N.Y. U.S.A. MARK

Get The Goods Bearing This Seal

Smith & Hemenway Company

150-152 Chambers Street, New York.

What "Plymouth Cordage" Means

The three noteworthy things about the products covered by the phrase "Plymouth Cordage" are their number, diversity, and well-known high quality.

This high quality is maintained in all "Plymouth Cordage" at all times. It is the result of superior manufacturing resources and methods, and rests on a policy which has stood the sales test for eighty-nine years.

These facts are of vital account to every dealer seeking connections that shall be of permanent value to himself and his customers.

Our Ottawa Exhibit

at booth 124, New Machinery Hall, during the Canadian Hardware Manufacturers' convention, February 16-21, will show a large number of the products of the Plymouth Cordage Company.

Come and see this exhibit. Let us tell you what "Plymouth Cordage" is doing for others. Then judge what it will do for you.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

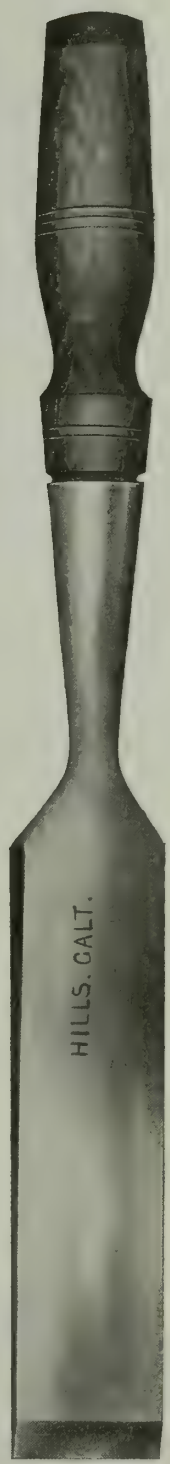
Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



Made from the best raw material procurable for the purpose. Every tool carefully inspected before leaving the factory.

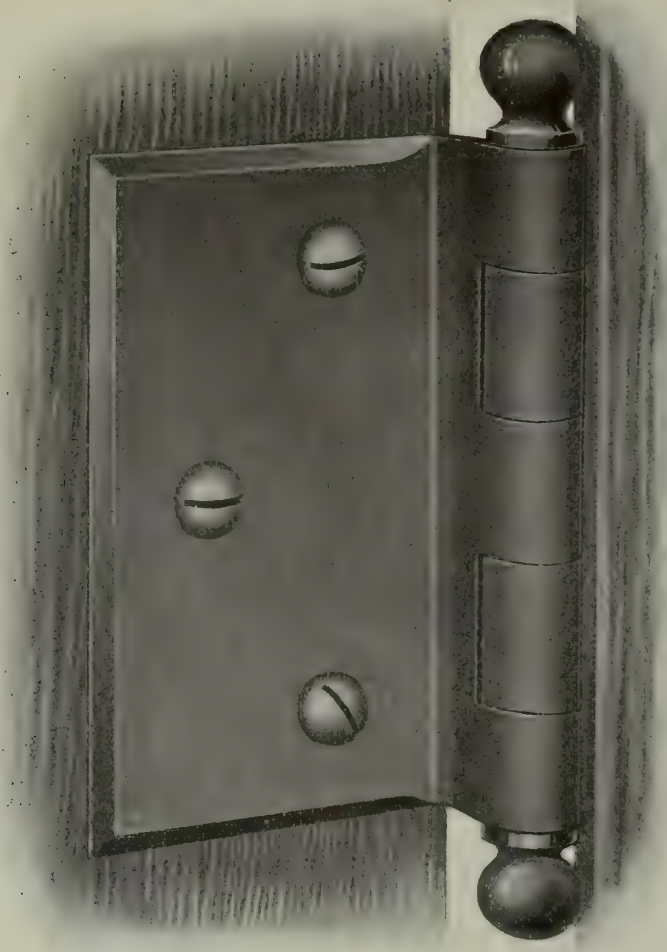
Consequently we guarantee everything we manufacture.

Our representative will be in Ottawa to meet our customers and to make new ones.



ALLAN HILLS EDGE TOOL CO., Limited

GALT - - ONTARIO



No. 165 BUTTS

Our New Half-Mortise Bevelled-Edge Butts make enthusiastic boosters out of every hardware dealer who handles them.

They have a loose pin, ball tips, with a reversible tip that is threaded and screws into either end of the Butt.

ORDER NOW.

Canada Steel Goods Co., Ltd.
HAMILTON, ONT.

The Famous CUMMER-DOWSWELL Line of Household Labor-Savers will be on Display at Ottawa, Feb'y 16 to 21. 26 styles—Power and Hand Washers. 41 Styles—15 Sizes—6 Grades Clothes Wringers, and Everyone a Trade-Winner



Seafoam Electric

THEY

Embody every desirable Feature Known to Successful Washing Machine and Clothes Wringer Construction.

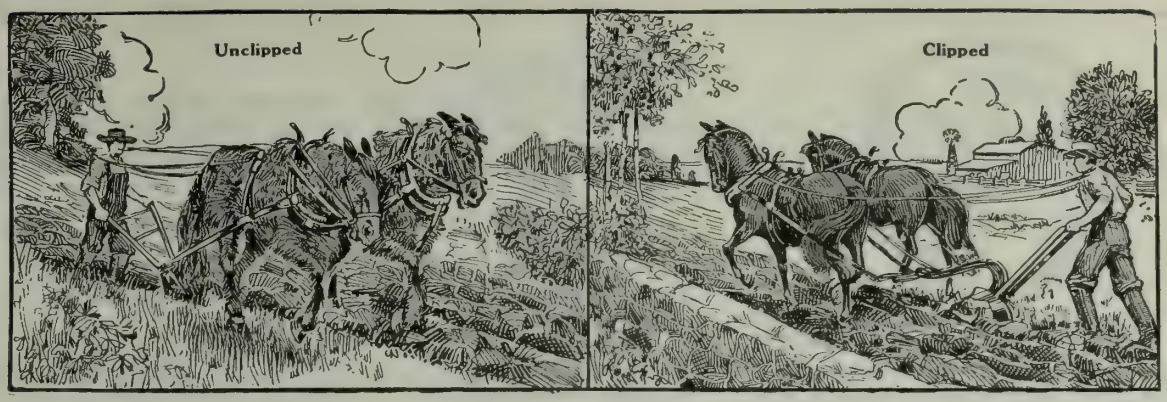
They are used throughout the length and breadth of Canada and in many parts of the World.

Look for Them.

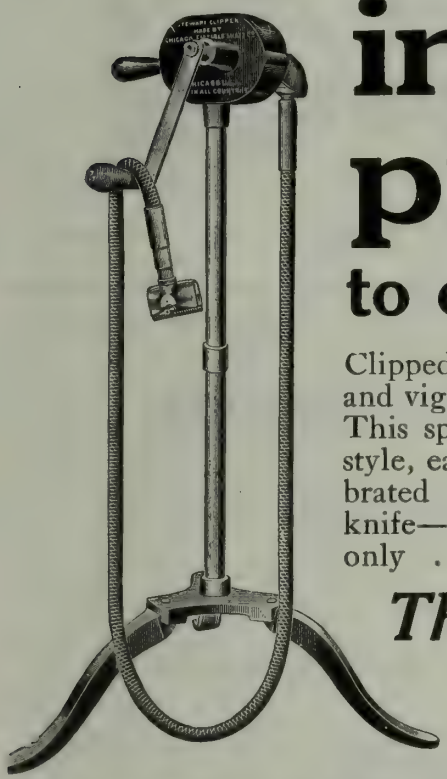


Warwick

Cummer-Dowswell Limited - Makers - Hamilton, Canada



These pictures show why you can sell the Stewart Ball Bearing Horse Clipping Machine to every man who owns horses

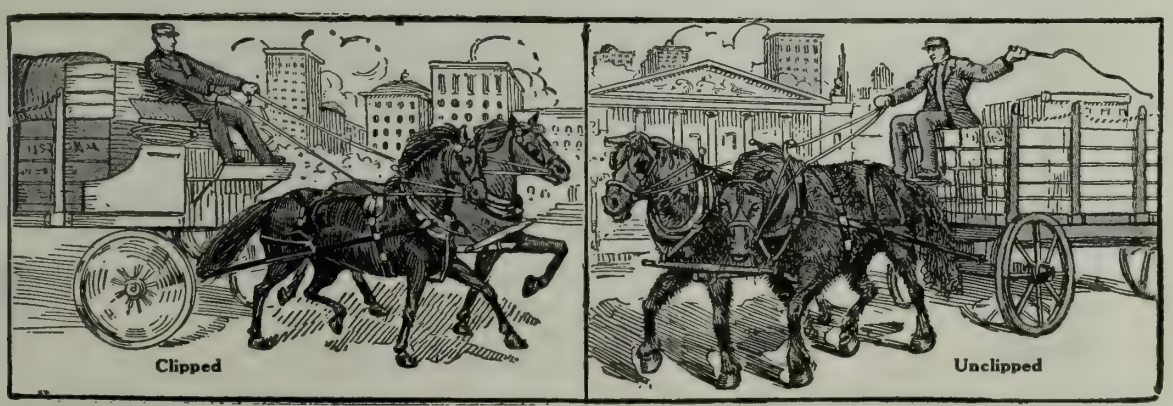


Clipped horses not only have a better appearance, but they are full of life and vigor, they dry off quickly, rest well, and do more and better work. This splendid machine, with file hard, cut steel gears, six feet of new style, easy running flexible shaft and the celebrated Stewart single tension nut clipping knife—highest grade. Retails in Canada at only **$8.75**

There is a good profit in every sale for the dealer — ***All the principal jobbing houses of Canada carry it in stock***

It is time now to get them on your floor for spring trade. Ask your jobber. Write for complete 1914 catalogue.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 Ontario St., CHICAGO



CANADIAN BEAUTY
ELECTRIC HEATING APPLIANCES

Trade-Mark Registered

Note Our List of Canadian Beauties:—

- Electric Sad Irons.
- Electric Disc Stoves.
- Electric Tailors' Irons.
- Electric Radiators.
- Electric Toasters.
- Electric Hot Water Urns.
- Electric Chafing Dishes.
- Electric Coffee Percolators.
- Electric Instantaneous Water Heaters for Bathrooms, etc.
- Electric Billiard Table Irons.

Designed and Made in Canada by Canadians.

Renfrew Electric Mfg. Co.
LIMITED

Renfrew **Ontario**

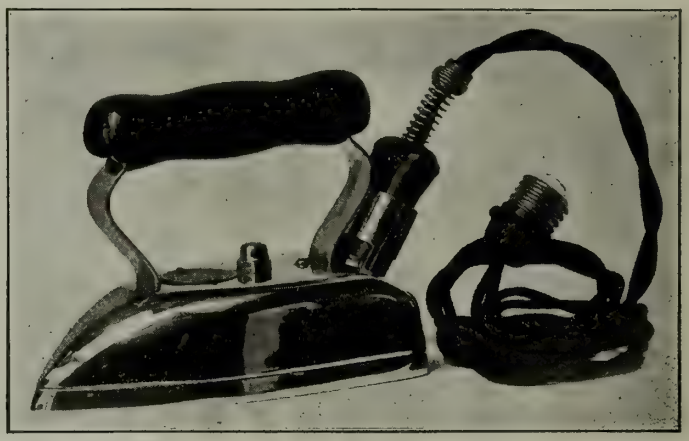
Mr. Hardware Dealer:—

When you are at the Canadian Hardware Manufacturers' Exhibition at Ottawa (Feb. 16-21st, 1914,) don't overlook calling at Booth No. 40 and see our display of Electric Heating Appliances.

Below you will see a cut of the

"Canadian Beauty"
Electric Iron

We want you to see this Iron—handle it, look it over, and be convinced that it is the best Iron on the Canadian Market. We guarantee the Heating Element for all time.



If you are not able to attend the Ottawa Exhibition of Hardware Mfrs., let us quote you Trade Prices on our goods.

LUNDY
SHOVELS

Made of open hearth crucible steel

Strap and blade point are exceptionally strong and durable

We have made a careful study of the strong and weak parts of other shovels and, in the "Lundy" we believe we have a product that is without a near rival for strength and durability.

We have taken great care in finishing so as to make our shovels attractive. We make them in three grades to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. We guarantee quick shipments and satisfaction.





The Lundy Shovel & Tool Co., Limited
General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

Superior Features

When you prove to mechanics that you can sell them a tool or instrument having some feature which gives greater speed or convenience, you make an easy, profitable sale. It pays to be familiar with a line that offers many such possibilities.

Starrett Tools

are all designed to give just a little better service than any other tools could do. The quick-acting micrometer, the combination set, and other tools in actual use in many shops prove this.



STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The Starrett Spring Nut Calipers

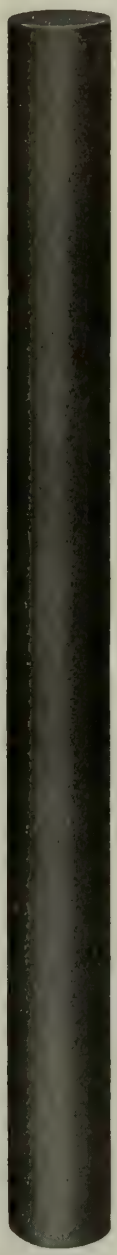
are a good example of time-saving tools. The adjusting nut when released opens in two sections and may be pushed to its adjustment without turning as in the case of ordinary calipers.

Send for our big, new, free catalog No. 20MA, describing the full line of mechanics' tools and hack-saws.

The L·S·Starrett Co·Athol·Mass·

World's Greatest Toolmakers

From the Rough Stock To the Finished Drill In One Chucking



Rough Stock

Wilt Twist Drills are made by a process that accomplishes at a single chucking the work that under ordinary conditions requires five or six separate operations.

It is a revolutionary process and marks a noteworthy advance in twist drill manufacture.

It is a process by which accuracy to a remarkable degree is assured.

A process by which a clean-cut, well-defined clearance is obtained.

A process which, coupled with hardening of scientific accuracy, makes Wilt Twist Drills the most efficient drills manufactured to-day.

Be sure and visit our exhibit at the Convention of Hardware Dealers and Manufacturers, Ottawa, week of Feb. 16-21.



Finished Drill

The Wilt Twist Drill Co.
of Canada, Limited

Walkerville, Ontario



Efficient!

A combination of simplicity in operation—compactness in construction! The Barr Account Register keeps your customers daily aware of the extent of credit used—gives **you** an ever-ready record of the "standing" of your customers' accounts up to the minute.

Barr Account Registers

form a friendly line of approach in handling credit accounts, and have shown many merchants the way to bigger business.

Write us **to-day**—ask for information in detail and a demonstration—it costs nothing and means money to you.

Barr Registers Limited
Trenton, Ontario

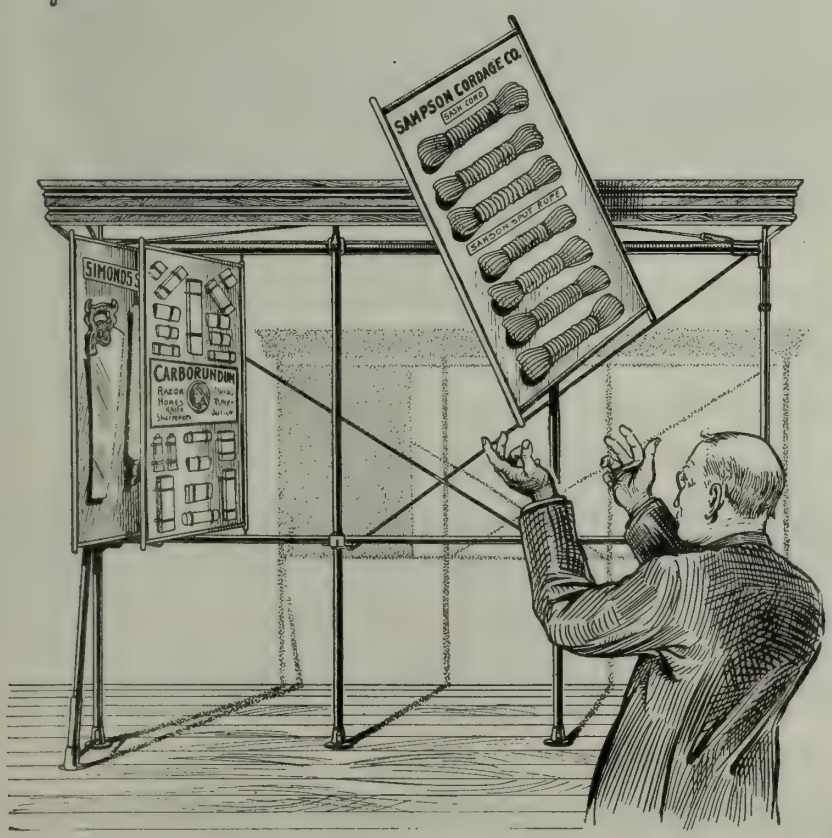
Great Britain—Head Office: Dacre House, No. 5 Arundel Street, Strand, London, W.C.
Factory: Birmingham, England

Two Vital Selling Problems Solved



This is what the Manufacturers and Jobbers will do for you.

They'll send you their Samples on MULTIPLEX Wings.



How to sell a man quickly what he comes to buy is one of the pressing problems of your business.

Another problem even more important is to sell every customer something else he needs, but had not thought of.

The Multiplex method has solved both these problems by showing samples of hundreds of different things where every customer will see them when buying the one thing he came to buy.

While his first purchase is being wrapped, he turns the leaves of the Multiplex, finds something else he needs, and buys that too.

The Multiplex Way is the Easiest Way

to make extra sales. Thousands of dealers have found that out. Try it yourself!

This is the way; order a main frame with 3 or more wings—on condition that we, within 60 days, find at least six manufacturers who will furnish you with other wings ready mounted with their samples.

It's Up To You

It's up to us — so write at once and let's give you all the facts about this "Bigger Business Scheme."

The Multiplex Display Fixture Co.

919 N. 10th St., St. Louis, U.S.A.
1733 Republic Bldg., Chicago
1133 Broadway, New York

Is your business entirely successful?

Can you feel that the lines you handle are returning the best possible profit, for the amount of work you have to give them?

Don't you think that perhaps you may have overlooked some gilt-edged proposition—probably because you have been too busy to get out and scout around?

You certainly have, if you are not already handling

Rogers' Portland Cement

for it is a commodity with an ever-widening field, and an established prestige for excellence of manufacture, which makes it the favorite of engineers and architects, and which ensures its use on the most important contracts.

All around your store—within a block or so—there are buildings of some sort or other being erected. You can supply these builders with the Rogers cement they need, and they'll be glad to let you do it because it saves them hauling.

And you need not carry a big stock either; we'll ship direct to the job as promptly as you notify us.

Be a Rogers dealer—now, before your territory is snapped up.

ALFRED ROGERS LIMITED, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

Mr. J. C. Dietrich, President of the Shurly-Dietrich Co., of Galt, Ontario

writes us that owing to their plant being destroyed by fire, all business at present will be transferred to The R. H. Smith Company, St. Catharines, of which Company he is also President, where they will run a night and a day shift, and hope to be able to supply all their customers as usual. They wish to thank the trade for their patronage in the past and hope that they will continue to favor them with their business, as heretofore.

COMMUNITY SILVER



A HOLD-UP

DIARY OF A MERE MAN

Monday,_____3d, 1913

"POINTING a spoon at my head, Tess last night demanded my purse. 'I'm a Community Silver-ette, fiercely militant', she threatened. 'My platform—women's right to new spoons if their old ones are worn or hideous.'

Tuesday,_____4th, 1913

Tess and my purse out shopping.

Wednesday,_____5th, 1913

A chest of Community Silver arrived today. Tess is certainly some spoon chooser!

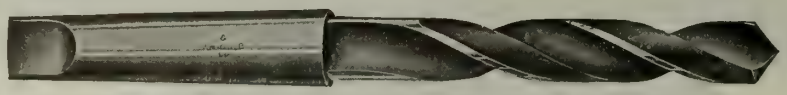


¶ Community Silver is built by overlaying solid silver upon a "backbone" of stiffer metal. This solid silver is so especially thickened at the wearing points, and toughened to resist wear, that in a long lifetime you will never see or touch anything but pure silver.

AT YOUR SERVICE FOR 50 YEARS

SIX TEASPOONS. $2.15 (engraving extra). In Canada, $2.75

Long Service is a Natural Result of The "Twisted-While-Hot" Process



It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can secure it by adopting "Hercules" High-Speed Drills.

"Hercules" High-Speed Twist Drills

are made from a High Percentage Vanadium High-Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.
The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.
Your jobber will supply them or you can send order direct. Send for Catalog No. 82-G.

Trade W B Mark

Tools of Quality Bear These Marks

Trade W&B Mark

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Stocks carried at Winnipeg and Montreal **Office and Factory, St. Catharines, Ont.**

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. **TORONTO, Ont.** **PRESTON, Ont.** **WINNIPEG, Man.** **SASKATOON, Sask.**

Offices in all large cities

Head Office: PRESTON, ONTARIO

We'll Have an Exhibit at the Ottawa Convention

That will surprise and greatly interest the hardware trade



We're showing lines that the trade has never seen before.

Booth 103-104
left of main entrance of Convention Hall

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

FINDLAY BROS. CO., LIMITED

Head Office and Works: - CARLETON PLACE, ONT.
Branch House: - 260 PRINCESS STREET, WINNIPEG



Progressive Dealers are Careful Buyers

And Progressive manufacturers careful sellers,
And selling carefully means satisfying the buyer,
So to accomplish this, McClary's sell and the dealer buys

Quality Goods

which include the

"SAMSON" RAILROAD OR DELIVERY CANS

The "Samson" Bottom—the strongest, most sanitary bottom because it is stamped from one-piece, heavy sheet steel and pressed by the most powerful machine of its kind in Canada. There are no rivets to hammer in, no screws to tighten up, no hoops to adjust, everything smooth and sanitary.

The improved method of connecting the breast to the body ensures perfect rigidity and strength. The body overlap, which is curved to the shape of a half-circle, is placed **outside** the bottom of the breast. Inside the cavity thus formed, we put a half-circle piece of iron, and the whole connection is then firmly soldered together.

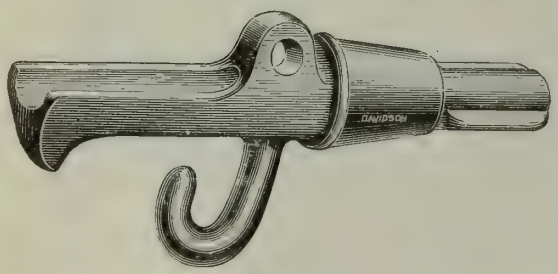
The extra heavy wired edge is another strong feature.

Write for a supply of our new 1914 "Samson" Booklets—

McClary's

MONTREAL HAMILTON LONDON
TORONTO CALGARY WINNIPEG
VANCOUVER SASKATOON
EDMONTON ST. JOHN, N.B.

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the **"EMPIRE" SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL TORONTO WINNIPEG

Never Look Backwards SELL Quality Goods

To progress, to achieve a business success and then retain your trade, you must have the motive power behind your sales. Our splendid organization, our complete advertising campaign, our perfect service will bring you the Trade, but it's the famous quality of our goods that will **keep** it for you. Commence right by displaying our

Sask-Alta Range

The attractiveness of the design and the solid appearance of the Range provides an exterior that will appeal to every prospective customer.

The patented lift-top works in conjunction with the Broiler Door—One operation means saving energy.

The burnished cooking top gives a bright, polished surface—no black-leading necessary.

The grates are patented double duplex—one end can be worked independently of the other, so that fire has no dead ends.

The Fuel Saver in the smoke pipe is simple working, and efficient; and saves money.

The Semi-Steel linings in the fire-box are proven by test to be the best.

"McClary's on goods is a quality name."

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN, N.B. EDMONTON SASKATOON

—To be displayed at the Ottawa Convention



Extended, with Warming Closet. For Hard or Soft Coal or Wood.

MAPLE LEAF STEEL RANGE

PROVED BY MANY YEARS OF SERVICE TO BE THE BEST VALUE IN A LARGE STEEL RANGE ON THE CANADIAN MARKET.

Construction embodies every practical modern improvement known to the stove builders' art.

Nothing that would in any way add to its efficiency has been omitted, and it contains many features that are new and admirable.

It is unexcelled in design and ornamentation.

The Body is made of heavy polished steel of a refined quality. All parts that are exposed to the direct action of the fire are double thickness with asbestos mill-board between, all securely united together.

The Fire Box is straight, very roomy, lined with extra heavy cast sectional linings and fitted with the celebrated Duplex Grate, also wood grate. When desired to burn wood only, flat wood grate can be supplied.

The Oven is made of heavy wrought steel, extra large and high and is well braced with heavy cast-iron stays.

Flue Box is made of cast iron and will not burn out.

The Combination Coal and Wood Door is hung to swing away from the oven and has a heavy cast-iron lining. It is a drop door on a swing frame, giving a large opening for burning wood and a satisfactory one for burning coal.

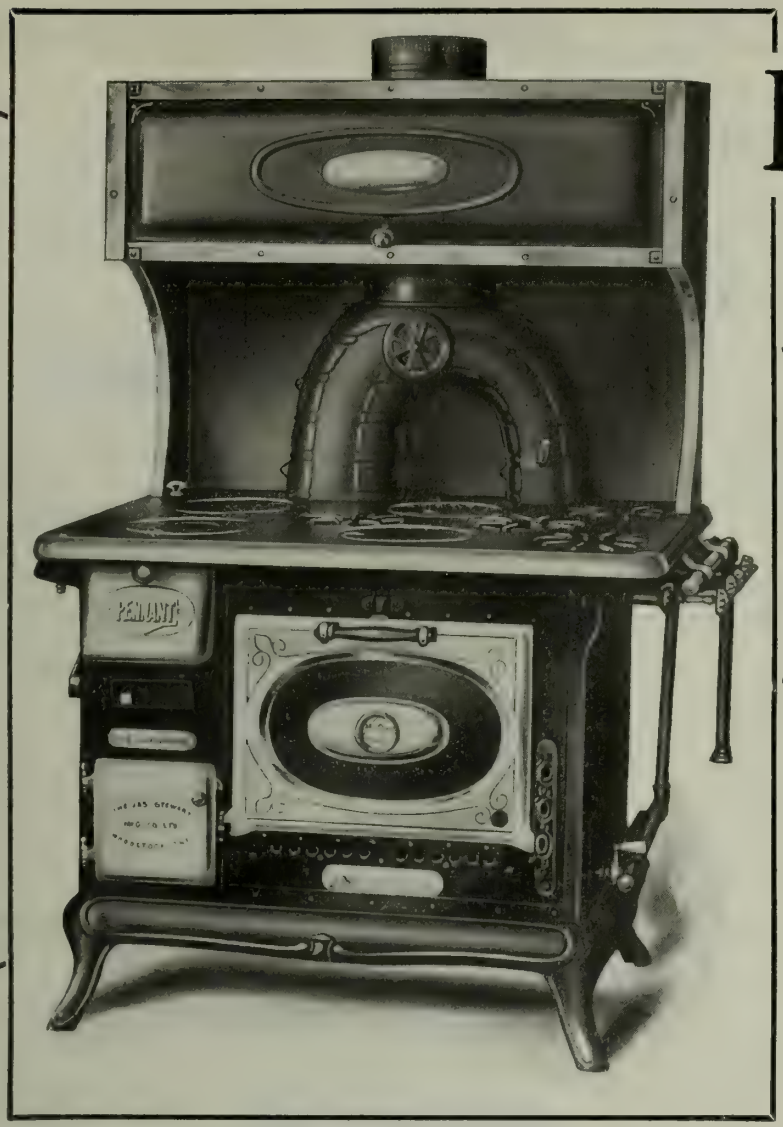
If you attend the Convention be sure to call and see us. We want you to see how well made and how attractive the Maple Leaf Range really is.

If, however, you cannot be with us drop a line for full details and references.

Manufactured by

The Beach Foundry Company Limited

WINCHESTER, ONTARIO



PENNANT

Two-Fuel Range

Change the Fuel Without Changing The Range

The display of

"GOOD CHEER"

STOVES and FURNACES

will be the largest of the kind at the

OTTAWA HARDWARE EXHIBITION

FEBRUARY 16th to 21st.

THE PENNANT is the "last word" in household cooking appliances, offering, as it does, **Two Complete Stoves within the compass of One Good-Sized Kitchen Range,** and always available for coal, wood or gas without any tinkering or manipulating of burners.

¶ The top has four 8-inch holes and four holes for gas, presenting a total of **Eight Cooking Holes,** and all available at the one time if required.

¶ There is positively no connection between the coal and gas sections of range, so both fuels can be used at the same time.

¶ Oven flue and flues under main top carry all natural gas fumes direct to chimney.

¶ If you have gas in your town write us for particulars.

The James Stewart Mfg. Co.

LIMITED

Woodstock, Ont. - Winnipeg, Man.



BOOTH No. 8

Ottawa Hardware Convention

—

See the new 1914 features in

New Perfection

WICK BLUE FLAME

Oil Cook Stoves

New Perfection Oil Range No. 5, with Wonderful Thermos Oven, provides three methods of cooking, Fast, Slow, Fireless. The latest, best, and most complete of all modern cooking devices. Most economical.

The Blue Top stove will be popular this year.

Perfection

SMOKELESS

Oil Heaters

New Models, giving improved wicking process, also undiminished flame to the last drop of oil, putting these heaters in a class by themselves. They have no equal on the market. Nickel and Blue Enamel finish.

For Best Results Use

ROYALITE OIL

The IMPERIAL OIL Co'y. Limited

Toronto, Montreal, St. John, Halifax, Winnipeg
Edmonton, Regina, Vancouver, etc.

BECAUSE the ejector is the final feature that makes a double-barrel gun a most desirable all-around gun, we have made the Fox Ejector a special selling feature of Fox Guns.

FOX GUN

Ejector at $7.50—

in addition to the regular price of any Fox Gun—*is now being extensively advertised.* Gunners who have already made up their minds that the Fox is the gun for them will be lining up at the dealers. Wouldn't it be a *profitable* idea to be ready for them?

ASK YOUR JOBBER

THE A. H. FOX GUN COMPANY

4768 N. Eighteenth Street PHILADELPHIA

10



"WILWEAR" Bath-Room Fittings

the goods that produce an expression of confidence on the face behind the counter. That expression brings sales and profits to the dealer. "WILWEAR" is guaranteed, and has all the good features that make selling a pleasure, namely, quality, weight and finish. No dead stock when handling our patterns. Don't be contented with results from high-priced lines; your customers are entitled to more consideration. Send for catalogue "B."

NOVELTY MFG. CO.

WATERBURY, CONN.



GURNEY-OXFORD



SEE YOU AT OTTAWA!

Everybody's talking better business! Everybody's headed for Ottawa with a search-warrant for better goods—better methods—better understanding—better co-operation.

To those of you who don't know Gurney-Oxford goods or methods we ask you to ask us to show you—that should be part of your Convention programme.

To those of you who are old friends, you know you're welcome—our travelling staff will be there in force, so you'll see faces you know, and we've some new goods you should get acquainted with at once.

Yours for a big 1914.

The Gurney Foundry Company, Limited

TORONTO MONTREAL HAMILTON WINNIPEG CALGARY
VANCOUVER EDMONTON

KIR-BEN
TRADE MARK

Kir-Ben Furnace

Here illustrated for the first time, incorporates a number of exclusive and patented features which will be explained in detail in future issues of *Hardware and Metal.*



Dealers should see this furnace at the

Ottawa Convention

where it will be exhibited for the first time.

KIR-BEN, LIMITED

ALMONTE ∴ ONTARIO

KIR-BEN TRADE MARK

KIR-BEN TRADE MARK



"OTHELLO" TREASURE

THE WONDER-WORKER

RESERVOIR, TILE, HIGH CLOSET AND GLASS OVEN DOOR.

The "Othello" Treasure, the latest production on the market, out for the first time last year, and we have sold hundreds of them. It sells at sight. Is the most beautiful design ever put on the market. Semi-plain. Lift-off Nickel Polished Top. Plain or Glass Oven Door, Large Firebox, Drawout Coal or Wood Grates.

See the **Othello** at the Ottawa Exhibition; our representatives will be there to look after your wants.

We issue a "**Beautiful Sales Portfolio**" of the "**Othello Treasure,**" which will be mailed on request.

The D. Moore Co., Limited, Hamilton, Ont.

Western Distributers: Merrick Anderson Co., Winnipeg, Man. John Burns, Vancouver, B.C.

BRASS

Brass Goods of every description in use by the Plumber, Steamfitter and Engineer. Sold under the Morrison absolute Guarantee of Quality. Also a complete line of handsome Electric Light Fixtures.

Most of our lines can be shipped from stock the day the order is received.

Complete catalogues and price lists on application.



The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide St. W. **Toronto, Canada**

NICHOLSON DEALERS ARE NICHOLSON FRIENDS

When 10,000 dealers are 10,000 loyal friends, you can readily draw your own conclusion.

Every Nicholson dealer is a loyal Nicholson friend. The profit possibilities may have attracted them first—but it's the spirit of friendly co-operation that makes them "stick."

Files couldn't be made better than Nicholsons make them—so we've devoted much time to bettering our highly satisfactory service to the trade.

Bigger factory stocks—quicker shipments—more rigid inspections — down-to-the-minute goods — and a determination to make NICHOLSON-MADE FILES a most profitable line to carry.

These are the advantages that put the Nicholson brands in Canada's progressive retail stores.

BRANDS:

Kearney & Foot ***Great Western***
American ***Arcade*** ***Globe***

At Your Jobber

50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

NICHOLSON FILE COMPANY
Port Hope, Ont.

"File Filosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

If you do not know which brand of aluminum utensils is the best—why not phone to ten of your customers and ask them?

WRITE—



Goodell-Pratt's GP 888

IN YOUR WANT BOOK



and you will get the best moderate-priced Hack Saw Blade on the market.

Highest Grade of Tool Steel

Tempered for All-Around Work

For prices of these and 1500 other tools, address

Goodell-Pratt Company Toolsmiths Greenfield, Mass., U.S.A.



Hamilton, Ont.

To Convince you of the High Quality of our Whips

we would like to take you through our factory so that you could see the material that goes into our whips and how it is put in—the care and pains we take to make every whip give the utmost satisfaction. But if you can't come, let us do the next best thing—send you our $15 **Special Sample Assortment** (F.O.B., Hamilton), made up exclusively of the best selling low and medium-priced lines, every whip of which is guaranteed to give absolute satisfaction to you and your customers.

Remember, this is sent on the definite understanding if they do not open up to your satisfaction, or better still, completely to your liking, they can be returned at our expense.

To those who send us an order NOW for SAMPLE ASSORTMENT we will send, no charge as a special premium, an imported hand-carved Malacca, a whip that retails at $3.50

To Sheet Metal Workers :—

We invite your attention to

The Most Durable of All Rust-Resisting Sheets

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

KEYSTONE

—FROM—
UNITED STATES STEEL
PRODUCTS COMPANY
NEW YORK, U.S.A.

KEYSTONE COPPER BEARING SHEETS

BLACK and GALVANIZED

"A Product Without a Peer"

Send for our Booklet describing this material and illustrating actual WEATHER TESTS made under various conditions of exposure during the past two years.

The EXTRA COST of this product is MERELY NOMINAL.

We are prepared to make PROMPT SHIPMENT.

UNITED STATES STEEL PRODUCTS COMPANY
NEW YORK ~ ~ Branch Offices WINNIPEG and VANCOUVER
EXPORTERS OF THE PRODUCTS OF THE
AMERICAN SHEET AND TIN PLATE COMPANY, PITTSBURGH, PA.

B. & S. H. THOMPSON & CO., LTD.
MONTREAL, 507 Transportation Building TORONTO, 1205 Traders' Bank Building
SELLING AGENTS FOR EASTERN CANADA

Plant of The Pedlar People, Limited

Oshawa, Ont.



Headquarters for Eaves Trough, Conductor Pipe and Fittings; Metal Ceilings, Siding, "George" and "Oshawa" Shingles, etc.

Send for copy of our big, new catalogue No. 22 H.M.

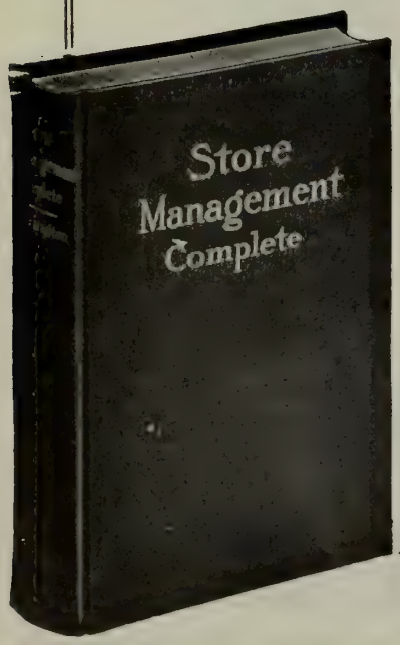
Large and varied stock always carried at Ottawa, Montreal, Toronto, London, Chatham, Quebec, Calgary, Halifax, St. John, Sydney, Winnipeg, Vancouver.

We will be exhibiting at the forthcoming Ottawa Convention and will be glad to meet the trade at Booth No. 56.

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.

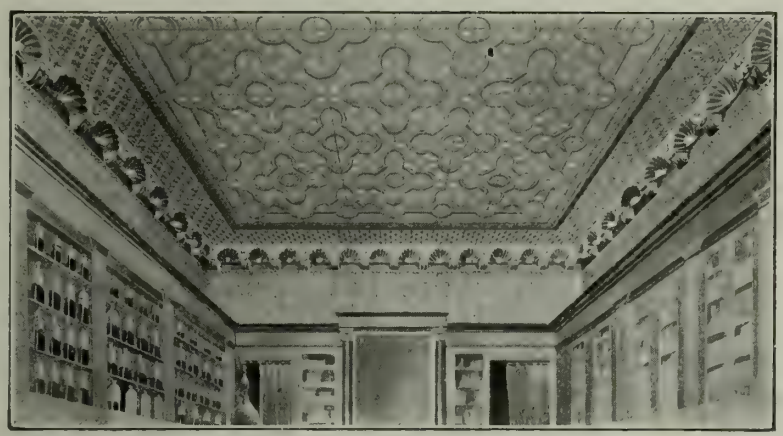
143-149 University Avenue **TORONTO**

To the Hardware
and Tinsmithing Trade!

A QUESTION:—

How much business is there for you in Re-decorating the Interiors of Stores, Theatres, Hotels, Cafes and Homes?

To say nothing of new buildings!



You can estimate on Interiors like this!

THE ANSWER

There is plenty of business—profitable business—for **you**, Sir, in recommending and selling "Metallic" Artistic Steel Ceilings and Walls.

Not only are "Metallic" Ceilings and Walls smart looking when laid, but they are more easily applied because of the **exactness** of each individual sheet.

Being Fireproof and practically everlasting "Metallic" Ceilings and Walls are far superior to plaster or papered walls.

The saving in labor enables you to quote prices which land you the jobs.

The superiority of the materials ensures the duplication of orders—pleased customers will talk about your work.

Our method of quoting you prices when specifications or dimensions are given is no small help to you in your business.

Write for full information to-day.

The
METALLIC ROOFING
COMPANY LIMITED
Manufacturers—Established 1884
TORONTO — WINNIPEG

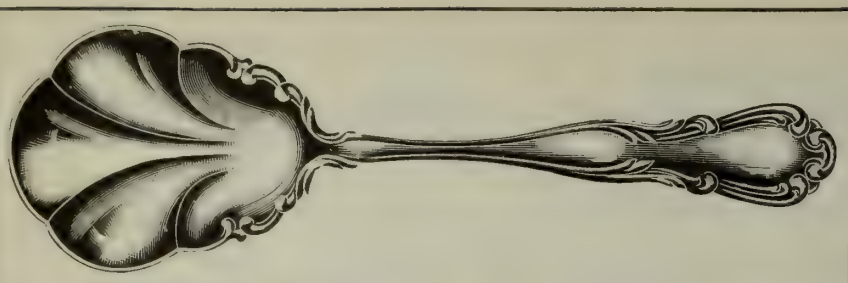
Beware of Imitations of H. Boker & Co.'s "Tree" Brand "King Cutter" Razors

Without This King Cutter **None is Genuine**



The name "King Cutter," as well as the design, are both registered. Infringements of same will be prosecuted. Insist on having H. Boker & Co.'s "Tree" Brand "King Cutter" razors and give your customers perfect satisfaction.

For Sale by all Leading Wholesale Hardware Houses



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

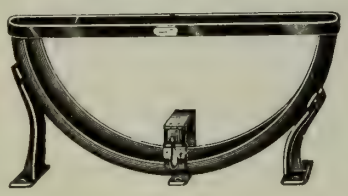
AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High-Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him



Our best sales in the United States are made by Hardware Dealers who find the

AUTO TIRE HOLDER

to be a very profitable line to carry.

The Sly Perfect Tire Holder goes on the running board, **compact, neat** and **strong.** Secure and cannot become an easy mark for theft.

We have a good proposition for reliable Canadian dealers. Let us give you particulars.

The W. W. Sly Mfg. Co., - Cleveland, Ohio, U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Warehouse and Store Trucks

Many different styles and sizes. We make barrows for every requirement.



Our Implements

Give a service that draws the dealer and his customers closer together

It will be to the interest of every hardwareman to get our catalogue No. 10. It fully describes our lines. Handle only Meaford Implements and you will be safeguarded against lost trade that comes from dissatisfaction.

The Meaford Wheel Barrow Co., Limited
MEAFORD, ONTARIO



Sterling Concrete Carts

Self-lubricating wheels, big capacity, simple and durable, made in 5 sizes, Nos. 0, 1, 2, 3 and 4.

"UNIVERSAL"

Coffee Percolators and Tea Ball Tea Pots



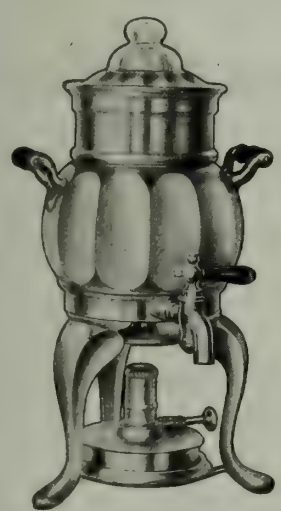
Made of Copper, Heavily Nickel-Plated.

No.	Capacity.	Each.
52	2 cups	$2.25
52	4 cups	2.50
56	6 cups	2.75
58	8 cups	3.25
510	10 cups	3.75



Made of Pure Aluminum, Highly Polished.

No.	Capacity.	Each.
74	4 cups	$3.50
76	6 cups	4.00
79	9 cups	4.50
714	14 cups	5.00



Made of Copper, Heavily Nickel-Plated.

No.	Capacity.	Each.
404	4 cups	$13.75
406	6 cups	15.50
409	9 cups	17.25



X-Ray View

It is easy to convince your customers that the faster the water in a percolator is pumped over and through the coffee the quicker the beverage is ready to serve, and the greater amount of good qualities will be extracted from the coffee grounds. The liquid does not need to boil to get the best of coffee, in fact it should **never be allowed to boil,** because only the bitter, harmful tannin is extracted by so doing.

You see the vital importance of the statement we are driving home to every lover of delicious coffee that "UNIVERSAL" PERCOLATORS CIRCULATE SIX TO TEN TIMES MORE WATER AND IN LESS TIME MAKE DELICIOUS COFFEE THAN ANY OTHER PERCOLATOR, because this means to them better coffee prepared more economically.

Cash in your share of this increased trade, while we furnish the publicity with dealer selling helps. Many styles of aluminum, coffee, nickel and enamel patterns to choose from, make this easy.

AN ATTRACTIVE DISPLAY STAND FURNISHED FREE WITH YOUR FIRST ORDER FOR ONE DOZEN PERCOLATORS.



X-Ray View

You see from the above illustration that tea can be made at the exact strength desired, when the "Universal" Tea Ball Tea Pot, is used. Some of the best tea grown has been spoiled by guess-work, when making the beverage. We know your customers love good tea and we know we make the best tea pot. This seems like an opportunity that should be developed to our mutual advantage. Again let us remind you of the several attractive "Universal" patterns which will appeal to the purchaser of high-grade goods.



Made of Aluminum, Highly Polished. German Silver Tea Ball.

No.	Capacity.	Each.
200	6 cups	$3.00



Made of Aluminum, Highly Polished. German Silver Tea Ball.

No.	Capacity.	Each.
400	6 cups	$3.50



Made of Copper, Heavily Nickel-Plated. German Silver Tea Ball.

No.	Capacity.	Each.
606	6 cups	$11.25

You are offered a liberal supply of Dealer Selling Helps on all "Universal Home Need," such as show cards, lantern slides, circulars, newspaper ads., etc.

For Prices Write Your Jobber, or Direct to Us.

UNIVERSAL

LANDERS, FRARY & CLARK

New Britain, Conn.. U.S.A.

UNIVERSAL

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.



The demand for the Dana—

Naturally reaches its height along in the sultry months of July and August. But people who go away to summer cottage or camp, usually leave in May, and they also want some ice cream, during the hot months, and would like to take the "Dana" with them.

So, therefore, if you're on the look-out for some profitable business, you'll put in a stock of "Dana's" and start suggesting to your customers that they include one in their summer kit.

Show them the Dana,—explain how the can is very tall in proportion to its diameter—how the dasher keeps the contents moving and removes the frozen cream from the sides of the can, as fast as it becomes solid; demonstrate to them that the Dana is just as easy to grind as a watch is to wind—and you'll sell out before the real hot weather even begins.

Doesn't this sound a good proposition to you? It will look even better when you learn of the profits.

So write us to-day.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA CO., CINCINNATI



The Choice of the Man Who Knows

Coldwell Lawn Mowers are the oldest established, best known and most liked lawn mowers on the market. In

COLDWELL'S
Imperial Hand Mower

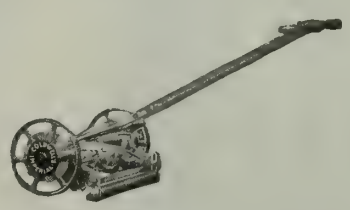
You are offering your customers the best lawn mower made. It has

Reversible channel-shaped bottom knife,
Triple-pawl ratchets,
Renewable bronze bearings,
Positive lock adjustment.

The Coldwell line is complete, in 150 different styles and sizes. It includes horse and putting green mowers with the new patented feature — demountable (interchangeable) cutters; and other hand mowers for every purpose.

Catalogue and prices will be mailed you on request.

Let us make you a subscriber to "The Long Green," our monthly magazine. It will cost you nothing, and we think you will find it instructive as well as entertaining.



COLDWELL'S LAWN MOWER COMPANY

PHILADELPHIA NEWBURGH, N.Y. CHICAGO



J. C. O'Connor
Sales Manager, Toronto

All Together at Ottawa

Hardware Convention

February 16th to 21st, 1914



Geo. Cameron, Ottawa



Showing Electric Recorder and Cash Till



E. E. Precourt,
Sherbrooke, Quebec

Our representatives who will be there to meet you at Booths 110 and 112.

Dominion Register Co.
LIMITED

TORONTO, ONT.



F. J. Nelson,
Hamilton



Visit Our Booths at Ottawa

and have a talk with us about our

WRIGHTLIGHT FOR 1914

It will be a NEW TYPE of SHORT GLOBE Lantern that will beat anything yet exhibited.

Made throughout in our factory, from our own designs, under our own patents.

NOT an adapted imitation, but, like ALL OUR PRODUCTIONS, AN ORIGINAL MODEL.

BE SURE to see our NEW DESIGN before booking up for present-day types which our new product will put ENTIRELY OUT OF THE RUNNING for the 1914 season.

Come to Ottawa. Come to our booths. We want to shake you by the hand and talk to you. We'll make you feel as happy as though you were in Hamilton.

E. T. Wright Co., Limited, Hamilton, Canada

February 16——OTTAWA——21 February

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

The Jobbing Trade can now be assured of prompt deliveries from our extensive flat-ware stock at

Winnipeg, Hammond Building, Albert St.

or

Vancouver, Fairfield Building, Granville St.

as well as from our

Toronto Sales Rooms.

ABINGTON



Note.—The Wm. A. Rogers S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price.—Why?—It is plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, FEBRUARY 14, 1914. No. 7

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Dominion Ammunition

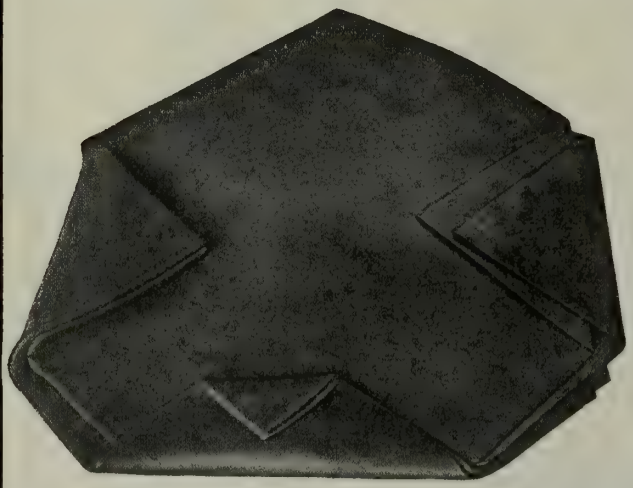
IS MADE IN CANADA. IS SOLD BY CANADIAN DEALERS

and will be shown at the Canadian Exhibition at Ottawa.

We have something to say and more to show.

VISIT OUR BOOTHS, NUMBERS 35 AND 36.

"GLOBE" STEEL SHEETS



A good grade Black Sheet suitable for particular work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

GALVANIZED CANADA PLATES

The first brand imported to Canada and still the best in every way.

If you want reliable Canada Plates insist on "Dominion Crown."

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVI. FEBRUARY 14, 1914 No. 7

Arrangements For "Hardware Week"

Special Trains Will Leave Toronto and Montreal—A Large Attendance Expected—All Arrangements Have Been Completed—Important Matters Will be Discussed.

ALL arrangements have been completed for the second annual exhibition of the Canadian Hardware Manufacturers' Exhibitors' Association, and the ninth annual convention of the Ontario Retail Hardware and Stove Dealers' Association to be held at Ottawa, Ont., during the week of Feb. 16 to 21.

Exhibitors and retailers are looking forward to a pleasant and profitable week, and with the excellent provisions that have been made for the comfort and entertainment of guests, their expectations should be fulfilled.

The exhibits will be of a very high order, and every hardwareman present at Ottawa should arrange to spend considerable time in looking over the array of hardware that will be on display.

On Monday, Feb. 16, special G. T. R. trains will leave Toronto and Montreal. The Toronto train will leave about 1.30 p.m., giving visitors from Western Ontario points ample time to make connections. The Montreal train leaves at 5.30 p.m.

At 9.00 p.m. an informal reception will be held at the Chateau Laurier.

On Tuesday at 9 a.m. the official opening takes place and the exhibition will be open to hardwaremen only.

At 2 p.m. there will be a joint meeting of the Ontario Retail Hardware and Stove Dealers' Association, the Quebec Retail Merchants' Association and the Canadian Hardware Manufacturers' Exhibitors' Association. At this meeting, matters of importance to each association will be taken up.

The visit to the House of Commons on Tuesday evening will be one of the treats in store for those attending the convention and exhibition. At 2 p.m. Tuesday a matinee for the ladies will be held. Tuesday's programme will end with a collation at the Chateau Laurier at 10.30 p.m.

The complete programme is shown in the accompanying panel.

Among the special features there will also be a theatre party for ladies at 8 p.m. Wednesday.

At 8 p.m. Thursday there will also be a theatre party as guests of the Exhibitors' Association.

A number of illustrated lectures will be given by manufacturers, these lectures will not be for the purpose of advertising the products of the manufacturers, but rather for the purpose of showing retailers how various lines of goods are made.

The Question Box Sessions of the Ontario Retail Hardware and Stove Dealers' Association will be open to all attending the convention and exhibition, whether members of the Retail Hardware Association or not. At these meetings a number of very interesting subjects will be discussed.

During the convention a number of short talks will be given by officers of the Retail Hardware Association. The following speakers will take part:—W. F. Macpherson, Picton, Ont., "Trade Agreements;" W. J. Carter, Picton, Ont., "Special Sales Plans;" C. C. Lee, Goderich, "Uniform Half Holidays;" E. J. Creeper, Owen Sound, "Retail Advertising;" C. W. Conn, Tillsonburg, "Tinshop Costs;" Jas. McGregor, Oakville,, "Cost of Delivering Goods."

First Vice-President W. F. Macpherson, of Prescott, will have some interesting information for those present, on subjects which have been successfully taken up and carried out by American Associations.

As secretary of the Advisory Committee he will report having made satisfactory progress with a freight audit bureau with a view to establishing such a department in connection with the Ontario Retail Hardware and Stove Dealers' Association. This work would be done at a reasonable cost and should mean a great saving to the retailers. The plan has been tried out by American associations and has proven very satisfactory, in many cases resulting in considerable profit for the retailer.

H. Occomore, president, Ontario Retail Hardware and Stove Dealers' Association in a recent letter to Hardware and Metal, stated as follows:—"With the convention only a week ahead everything looks bright for the most successful meeting we have ever had. Especially should it be a record year on account of being held as it is, in the Dominion's Capital. For their own individual good the hardware and stove men cannot afford to miss this year's gathering together. I feel that anyone present at Ottawa this year will be well repaid for any sacrifice they may make to get there."

Another of the questions to come under discussion is the proposed sale or exchange bureau to enable members to





M. R. Griffiths, Toronto, President C.H.M.E.A.

sell or exchange stock which is not moving with them. The question will be discussed thoroughly, as it is felt by many members of the association that such a bureau is necessary.

It is to be hoped that there will be a large attendance and that the association will be able to enlist a large number of new members.

At the last meeting in Hamilton it was felt that, although the best convention ever held, there should be a larger membership in the association. One prominent manufacturer frankly stated at one of the convention meetings "that the retailers should get closer together, gather strength in numbers and thus gain an influence that would become effective. It is, therefore, advisable that if big things are expected there should be a big organization of members to back up the work of the officers and assist them in creating an influence that would be effective.

The Canadian Hardware Manufacturers' Exhibitors' Association have made



H. Occomore, Guelph, Ont., President O.R.H. & S.D.A.

A MESSAGE FROM PRESIDENT GRIFFITHS.

Hardware and Metal,
Toronto, Canada.

On the eve of what bids fair to be the most representative joint meeting of hardware interests, both selling and manufacturing, it is very encouraging to note the feeling of harmonious co-operation which exists on all sides. The great idea of mutual service and practical good-will is everywhere in evidence. Let us all, then, use the opportunity to push on to a more complete, just, and equitable understanding of our common interests.

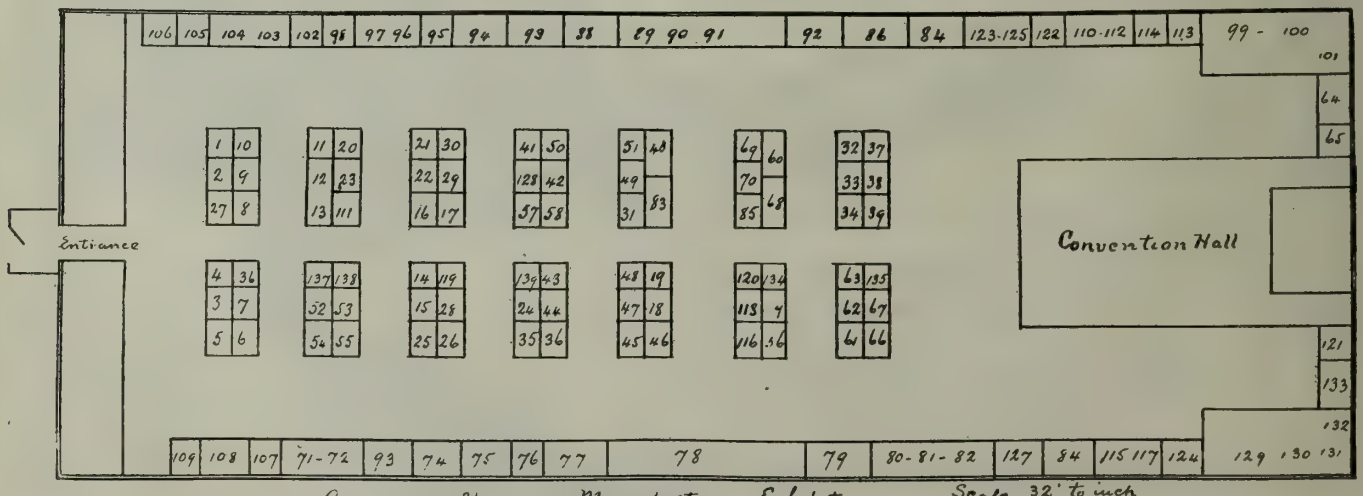
Yours very truly,
M. R. GRIFFITHS,
President.



W. J. Carter, Picton, Ont., Member Executive O.R.H. & S.D.A.

MESSAGE FROM PRESIDENT OCCOMORE OF O.R.H. & S.D.A.

With the Convention only a few days distant it looks to me as though we will have one of the most successful meetings in the history of the organization. There should be a large attendance and I feel that any hardware merchant who attends will be well repaid for any sacrifice he may make to get there. Many important problems will be discussed, and a large attendance is expected from the Eastern Provinces. The fact of the Convention and Exhibition being held in the Capital of Canada should also be an inducement for hardware merchants to be present at Ottawa next week.



Canadian Hardware Manufacturers Exhibition
Machinery Hall - Ottawa

Scale 32' to inch



W. F. Macpherson, Prescott, Ont., 1st Vice-Presi. O.R.H. & S.D.A.

W. F. Macpherson, Prescott, Ont., 1st Vice-President Ontario Retail Hardware and Stove Dealers' Association, and Secretary of the Advisory Committee, has devoted a large amount of time investigating methods adopted by American Associations, and in a recent letter to Hardware and Metal, he stated as follows:

I will be able to report at our Convention having made a very favorable agreement with a freight audit bureau to handle the claims and audit the freight bills of the members of our Association. This, I claim, should be a great advantage to our Association, as similar agreements amongst the American Associations have been productive of a very great financial gain to the members of the various associations. Other matters of great interest will also be included in the report, and, with the many advantages to be obtained from the Convention meetings and the very large and excellent Exhibition of the manufacturers, I think it would profit every hardware dealer in Ontario to make it a point to attend the Convention in Ottawa.

Yours very truly,
W. F. MACPHERSON,
Sec'y to Advisory Committee.

splendid arrangements regarding railroad rates, hotel accommodation, etc.

Rates, Etc.

The rate from Toronto to Ottawa is $7.70 return, on certificate plan, plus $5 for hotel accommodation for five nights. The rate from any other station between Halifax and Edmonton is single fare on certificate plan, plus $5 for room, without bath, in Chateau Laurier or Hotel Russell for five nights. Room with bath is 50 cents per day additional for each person.

All who can conveniently do so are requested to make connections with the special hardware trains leaving Toronto and Montreal on Feb. 16.

There is no additional charge for traveling on the special trains and during the trip hardwaremen will have an opportunity of getting better acquainted.

Toronto special leaves the Union Depot at 1.30 p.m. and the Montreal special leaves Montreal at 5.30. Both specials will be G.T.R.

Be sure and secure a certificate when purchasing a ticket from your ticket agent. This certificate plus 25 cents, when signed by the secretary at Ottawa, can be exchanged for a return ticket without additional charge.

It had been previously decided upon to have a deputation wait on the Federal Government to present resolutions of the retailers, on subjects such as the unjust charges for reinspection of scales and measures; parcels post, and co-operative stores. It has been found that these matters have been taken up by the Retail Merchants' Association and the matter has been dropped for the present.

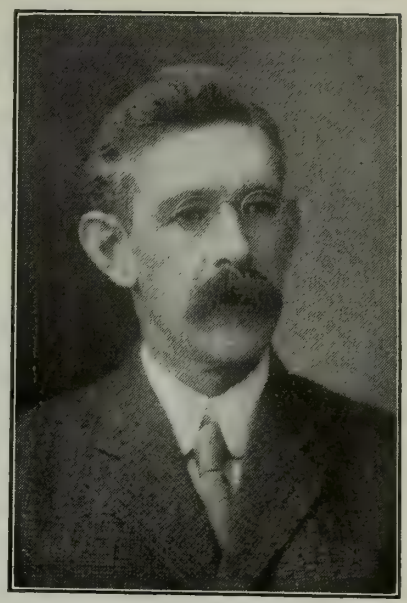
The Exhibition.

The officers of the Canadian Hardware Manufacturers' Exhibitors' Association have worked hard to make the coming exhibition the "best ever," and from recent reports the indications are that they have succeeded.

We have been informed that the exhibits will be larger in number than at any previous exhibition. The officers deserve credit for the able manner in which they have conducted arrangements, especially after the disaster to Howick Hall, where it was planned to hold the convention and exhibition.

Machinery Hall where the exhibition will take place has a floor space 140 ft. x 400 ft., allowing ample space for display. A section of the building has been reserved for the convention meetings.

There is a splendid car service to the exhibition grounds. A lunch counter in charge of a competent caterer will be established in the exhibition building,



F. M. TOBIN,
Sec'y.-Treas. C.H.M.E.A.

LAST-MINUTE DOPE FROM TOBIN.

February 11th,

At least half of the exhibits for the big Exhibition are already on the ground. The booths are all erected and exhibits are to be placed in their location as fast as they arrive.

The Dominion Board of the Retail Association will hold a meeting at the Chateau Laurier on Monday, the 16th and the members attending will remain during the week of the Exhibi-

To the James Stewart Mfg. Company, Woodstock, falls the honor of having the first furnace in operation at the Machinery Hall. Mr. Stewart was on the grounds early Monday morning, superintending the arrangement of their large exhibit.

Mr. R. McC. Smith of the G.T.R. is on hand with a carload of their exhibits which is to occupy a large space in the Machinery Hall.

An elaborate programme has been arranged for the ladies, including a special contest for a Canadian Hardware Manufacturers Exhibitors' Cup which is to be donated to the Ski Club for this occasion.

The members of the Local Committee are extremely active in arranging for theatre parties, special drives about the city and visits to points of interest, including some of the largest industries, the mint and museum.

and those attending the exhibition and convention will be enabled to secure lunch without the necessity of leaving the building.

The entertainment committee have made splendid arrangements for the entertainments of visitors and a good time is assured to all attending the exhibition and convention next week.

LIST OF EXHIBITORS.

Many of the firms exhibiting, will display new lines, not previously offered to the trade. Among the firms exhibiting, are the following:—

National Acme Mfg. Co., Montreal; Onward Mfg. Co., Berlin, Ont; Flexible Conduit Co., Guelph, Ont.; Tallman Metal & Brass Co., Hamilton; Canadian Steel & Wire Co., Hamilton; Kir-Ben Co., Ltd., Almonte; Springer Lock Mfg. Co., Belleville, Ont.; Imperial Oil Co., Toronto; Butterworth Foundry Co., Ottawa; Clare Bros. Co., Ltd., Preston; Steel Company of Canada, Hamilton; David Maxwwell & Sons, St. Mary's; Ottawa Paint Works, Ottawa; E. T. Wright & Co., Hamilton; Clare Bros., Preston; James Smart Mfg. Co., Ltd., Brockville; Dustbane Mfg. Co., Ltd., Ottawa; One Minute Washing Machine Co., Toronto; E. B. Eddy Co., Hull; Empire Agencies, Ltd., Toronto; Canada Brush Co., Ltd., St. John, N.B.; Oneida Community Co., Niagara Falls; Northern Aluminum Co., Ltd., Toronto; James Stewart Mfg. Co., Ltd., Woodstock, Ont.; Dominion Cartridge Co., Montreal; Renfrew Electric Co., Renfrew; Canadian Buffalo Sled Co., Preston; Autographic Register Co., 10 St. Peter St., Montreal; Barr Register Co., Trenton, Ont.; Gutta Percha & Rubber Mfg. Co., Toronto; Chadwick Brass Co., Ltd., Hamilton; The Beach Foundry Co., Winchester; Canada Metal Co., Ltd., Toronto; Moffatt Stove Co., Weston; Radiant Electric Co., Grimsby; Gurney Foundry Co., Toronto; The Pedlar People, Ltd., Oshawa; Dominion Iron & Steel Co., Ltd., Sydney, N.S.; Williams Chemical Co., Russell, Ont.; Brantford Roofing Co., Ltd., Brantford; Richards-Wilcox Canadian Co., Ltd., London; The Gazette Printing Co., Ltd., Montreal; Herald Co., Ltd., Montreal; Hall Zryd Foundry Co., Hespeler; Ontario Lantern & Lamp Co., Hamilton; Lufkin Rule Co., of Canada, Ltd., Windsor, Ont.; Gillette Safety Razor Co., Montreal; McFarlane Douglas Co., Ltd., Ottawa; Shurly-Deitrich Co., Ltd., Galt, Ont.; Canadian Wire & Iron Goods Co., Hamilton, Ont.; Canadian Heating & Ventilating Co., Owen Sound; Gendron Mfg. Co., Toronto; Greening Wire Co., Hamilton; Grand Trunk Railway, Montreal; Bishopric Wall Board Co.; McClary Mfg. Co., London, Ont.; Meakins & Son, Ltd., Hamilton, Ont.; Glidden Varnish Co., Toronto; Cummer Dowswell, Ltd., Hamilton; S. F. Bowser & Co., Toronto; John Morrow Screw & Nut Co., Ltd., Ingersoll; Taylor-Forbes Co., Ltd., Guelph; H. W. Johns-Manville Co., Ltd., Toronto; F. W. Bird & Son, Hamilton; E. C. Atkins & Co., Hamilton; Canadian Tap & Die Co., Ltd., Galt; Stratford Mfg. Co., Stratford; Ware Mfg. Co., Ltd., Oakville; Grant-Holden-Graham Co., Ottawa; Auto Strop Safety Razor Co., Toronto; Findlay Bros., Ltd., Carleton Place, Ont.; Boeckh Bros. Co., Toronto; National Machinery & Supply Co., Hamilton; Nineteen Hundred Washer Co., Toronto; D. F. Jones Mfg. Co., Ltd., Gananoque; Dunlop Tire & Rubber Mfg. Co., Toronto; Dominion Register Co., Toronto; Hardware and Metal, Toronto; Dominion Register Co., Toronto; Steel Trought & Machine Co., Tweed, Ont.; The Steel Equipment Co., Ltd., Ottawa; J. H. Connor & Sons, Ltd., Ottawa; Hamilton Stove & Heater Co., Hamilton; Canadian Hardware Journal; The Alabastine Co., Paris, Ont.; Geo. C. Kaitting & Sons, Ltd., Galt; Henry Disston & Sons, Ltd., Toronto; Independent Cordage Co., Toronto; Patterson Mfg. Co., Ltd., Toronto; D. Moore & Co., Hamilton; Smart-Woods, Ltd., Ottawa; Stamped & Enamel Ware Co., Hespeler; Wilt Twist Drill Co., Walkerville.

PROGRAMME FOR OTTAWA CONVENTION.

Monday, February 16.

1.30 P.M.—Special train leaves Toronto, G.T.R.
5.30 P.M.—Special train leaves Montreal, G.T.R.
9.00 P.M.—Informal reception at Chateau Laurier.

Tuesday, February 17.

9.00 A.M.—Official opening. Exhibition open to Hardwaremen only.
10.00 A.M.—Committee meeting.
12.00 Noon—Luncheon and address.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
2.00 P.M.—Matinee for ladies, Cy Warman at Chateau Laurier.
4.00 P.M.—Adjourn to Exhibition Hall.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.30 P.M.—Visit to House of Commons
10.30 P.M.—Collation at Chateau Laurier.

Wednesday, February 18.

9.00 A.M.—Hardware Exhibition open to Hardwaremen only.
12.00 Noon—Luncheon and address.
2.00 P.M.—Retail Convention.
3.30 P.M.—Adjourn to Hardware Exhibition.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party for ladies.
8.00 P.M.—Retailers meet in banquet hall, Chateau Laurier.
8.00 P.M.—Exhibitors meet in room, Chateau Laurier.
10.30.—Illustrated lecture for Dealers, Chateau Laurier.

Thursday, February 19.

9.00 to 10.00 A.M.—Retail Convention.
10.00 A.M.—Hardware Exhibition open to Hardwaremen only.
12.00 Noon—Luncheon served at Exhibition.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party as guests of Exhibitors.

Friday, February 20.

9.00 to 10.00 A.M.—Retail Convention.
10.00 A.M.—Hardware Exhibition open to Hardwaremen.
12.00 Noon—Luncheon served at Exhibition.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
8.00 P.M.—To be announced later.

Saturday, February 21.

8.00 A.M.—Special trains to Toronto and Montreal.

Lessons That Are Learned from the Inventory

The Need of Taking Stock at Least Annually is Emphasized—Too Many Merchants Think They Are Better Off Than Actual Conditions Show—Special Instances Cited.

Third of series written for Hardware & Metal by William Cambell.

IT is my intention in this article to go thoroughly into some phases of stock-taking. The subject will perhaps seem a little untimely, as most retail merchants take their inventory during the first few weeks of the new year. In many respects, however, the present is the most suitable time possible. I venture to say that a large proportion of the merchants who have finished up their stock-taking either did not carry out the work on the most thorough basis or failed to comprehend all that their inventory had to teach them. Perhaps, therefore, the facts which I desire to present are likely to impress themselves thoroughly when the work of stock-taking is still fresh on the mind.

What Inventory Shows.

The first point to be brought out is the importance of the annual inventory. In the first place, it lets you know for certain what your stock is, and by including it in your assets your balance sheet when prepared by an accountant will show you how you stand. Secondly, if you took stock a year before, the difference in the amount of your surplus item will show your net gain during that period. Thirdly, if you have kept a purchase and sale journal and know the amount of your total purchases and total sales, it will show your gross profit—a most important point, because it will show you for certain what percentage of profit you have made, not what you think you are making. For instance, if you have put 40 per cent. on to your cost your stock-taking should show that your gross profits have been 28½ per cent.

Stock-taking tests your profits and determines if there is any leakage, so that at least stock should be taken once a year for that reason alone. The biggest and most progressive stores keep stock systems to tell them what their stock should be at any time, and if anyone could say with reason: "Oh, I take stock only once in about three or four years, because I have a good idea of what I have," it would be them. Yet, we find that the firms with the best records take stock the most frequently. Why? Because it pays them to do it, and they are in business, and they have big business because they have the right methods and know every detail of their business.

The writer knows men conducting large stores and enjoying the reputation of aggressiveness who have not taken stock for three years or more. They claim they have a good idea of what their stock is. I have tested this knowledge on several occasions and I would not risk a nickel on it.

Every retail hardware merchant should read the accompanying article, which is the third of a series written for Hardware and Metal by Wm. Cambell. The subject discussed is one in which each merchant is vitally interested. Two articles on cost accounting have appeared in previous issues of Hardware and Metal. The articles have been prepared by an expert who has had many year's experience. — Editor's Note.

A man starts in business and does $5,000 a year; he has five-thousand-dollar ideas, and possibly knows the amount of stock he is carrying; his business grows and he is doing three or four times that amount. That man's stock will have outgrown that man's ideas, and if he takes stock he will find that he has a great deal larger stock than he thought he had.

The Man Who Thought He Knew.

I was consulted by such a man once, and he wanted his business put in order. He confided to me that he knew all about it himself, but that he wanted to show it to a partner who was to get a share. I asked him how much stock he had, and he told me confidently that he could tell any leakage directly, and he almost apologized to me for his weakness in allowing an inventory of his stock to be made. It showed $6,000 more stock than he thought he had. I do not think he has quite forgiven me yet, but he increased his insurance, fired the man who kept his stock and put fresh energy into his sales department.

How to Go About It.

The next phase to be considered is the proper method of procedure in taking stock. It is a fact that many retailers who take stock out of a sense of duty carry out the work in such an incomplete way that it is really useless; worse than useless, for the merchant accepts the totals at their face value and believes he knows how his business stands. An incomplete inventory will often give a merchant an entirely erroneous idea of his standing and lead to the adoption of suicidal methods.

I remember one instance where a certain merchant had been carrying out his stock-taking each year quite regularly, but doing so on a slipshod basis that amounted in reality to guessing at what he had in stock. To make it worse, he based each succeeding year's inventory to a great extent on that of the previous year, with the result that each year he got further away from the truth. When the time of readjustment came—as it must come in all such cases—the difference between the real value of the stock and the figures on the books was almost unbelievable. It was great enough to create a suspicion of dishonesty in some minds, but I knew that the whole difficulty had cropped up through sheer carelessness.

System for Recording Stock.

Now, how is stock to be taken so that every article shall be taken down for certain and a prominent record kept, one that can be referred to and any article traced at once—a list that anyone can go over and check quickly? For this you need sheets numbered 00 to 99, and as it is generally sufficient to have 50 on a sheet, you need two sets of sheets, one set numbered 00 to 49 and the other 50 to 99. The reason for this is that you only need two lots of printing, even if you require hundreds of sheets; after you get to 99 you add the figure 1 to the 00 and you have 100.

Previous to taking stock a ticket must be placed on each article or package to be taken, and, as it is taken down, the number on the list is marked on the article or package; the first article will be numbered 00, the second 1, and so on. The articles must be taken down in exactly the same order as they are arranged, so that a package numbered 40 would be between articles numbered 39 and 41.

If this system is thoroughly followed out you will get all your stock down and nothing down twice .

These sheets should be filed in a post binder and then you have a permanent and reliable list of your stock.

The experience of the writer extending over twenty years devoted to a study of business methods has shown him the necessity of taking stock frequently. Profit by this and you will never regret it. It is simple but it is comprehensive. It enables the merchant to cover the ground and to thoroughly estimate the stock.

HARDWARE AND METAL

VOL. XXVI. No. 7 Toronto, Canada, February 14, 1914 Two Dollars per Year

The Buying End in the Caboose

A RIPPLE of mild amusement percolated through the ranks of the buying fraternity, wholesale and retail, recently, when a contemporary paper published an illustration showing a long train representing the hardware business puffing along on the road to success. The locomotive was the selling end and away at the far end of the train was a little caboose. And, lo and behold, this caboose represented the buying end!

No one is inclined to minimize the importance of the selling end, and least of all the buyer. The buyer's success depends on the ability of the selling end to dispose of what he puts into stock. But with all due respect to salesmanship, it is not wise to overlook that other phase of a business which is quite clearly of equal importance—the buying. Surely, the buying end was entitled to representation at least as the tender which supplies the matter for the locomotive. But the caboose! Why not have left it off entirely? Why not concentrate on the selling end, Mr. Hardwareman, and leave the buying to attend to itself, or perhaps let the junior clerk attend to it. We confess to an inclination to join in the amusement that has been manifest in the ranks of the hardware buyers.

The position of Hardware and Metal is and always has been to give as much information as possible on all phases of the hardware business. The great bulk of our special articles—some five or six each week—are devoted to sales topics. Salesmanship is the underlying idea behind most of our regular departments—"What other hardwaremen do," "The junior clerk's page," and so on. At the same time it has been our earnest policy to keep the buying end equally prominent; an object which has been obtained by our unexcelled service on market reports and our new goods department. That this part of the trade paper is the one which appeals most directly to the merchant is clearly evident from letters received from subscribers of Hardware and Metal. They want market news, the information to assist them in their buying.

An Educational Contest

THE annual Christmas window contest of Hardware and Metal was the most successful of any yet held, from every standpoint. The number of displays submitted was the largest on record. The quality was higher than ever before. In fact, there has been a steady improvement noted from year to year in the quality of the displays entered. Hardware and Metal has held the mirror up to the advance of the art of window-trimming in the hardware trade; more than that this paper has assisted to a marked degree in raising the standard of display work.

A gratifying feature of the contest was the even representation of entrants from all parts of the country. There was a particularly large number of displays sent in from the Western provinces and the quality was uniformly high.

Despite the fact that the standard has advanced very markedly in the last five years, there is still much room for improvement in the work of the average hardware window trimmer. Some of the displays submitted contained faults in arrangement and decorative treatment which practically spoiled them. In many instances the goods were arranged in haphazard manner, a little of one line here, more of the same there. Wide strips of crepe paper were stretched from side to side of the window or diagonally across the space, thus spoiling the view and hurting the appearance of the display in a material way. These mistakes should be avoided and until they are eliminated, the general standard will not advance.

The average display man should give more study to the subject. If he were to take up the art of display in a systematic way he would discover new theories, new ideas and plans which would revolutionize his work. The harmonizing of colors, the preservation of balance, the utilization of space to best advantage are points which have been studied closely by experts and reduced to a scientific basis. A need that most display men feel is for more fixtures and better fixtures. The lack of proper facilities makes it impossible to show the very best results.

The improvement that has been effected of recent years has been most marked and satisfactory, however. The annual contests conducted by Hardware and Metal have been a potent factor in bringing this improvement about.

The Business Situation

BUSINESS during the past week with hardware, stove and metal merchants has been fair for this season of the year. The volume of business passing at present is not large, but too much should not be expected during this season of the year. The outlook for spring business is good and booking for future has been heavy. There is a decided improvement in the metal market. Stove manufacturers, although quiet at present, are booking good orders for spring delivery. The Financial Post, commenting on the Business Outlook stated as follows:—

In every part of the Dominion trade and commerce during the week have been inclined to quietness, but underneath this inactivity there is hopefulness born of the easier money conditions at capital centres. Though day-to-day money in London, as reference to our cable will indicate, is available for the time being at less than one per cent., and although money at New York is relatively as easy, there are no immediate signs of drooping commercial rates in Canada. During the week brokers have been able to get some accommodation at 6 per cent., as compared with 6½ a week ago, but the amounts available for this purpose are not large. Not too much credence can be placed in statements to the effect that there is abundance of money at 6 per cent., especially at Montreal. Some private lending has taken place, producing the appearance, temporarily, of an abundant supply. We are not yet, however, satisfied that it would be good policy on the part of the banks to place too large a proportion of their funds at call in Canada, nor is it at all probable that they will be able to do so. Their reserves are none too strong. After a period of anxiety they will very naturally incline towards the comfort and ease which strength in cash resources give them. They are, however, confronted with the imminence of heavy borrowing in London, where new issues are already causing some concern, and with the imminence also of a crisis in Mexican affairs. Moreover, reports from Brazil during the week have not been reassuring, nor have those from Paris. Trade in Britain is being maintained, and there also commodity prices appear again to be ascending. Here, therefore, are factors which are not conducive to continued monetary ease.

To forecast the probable course of business is made more difficult by the developments of the week. January bank clearings and those for the current week show a very decided falling-off, and for the first few weeks of the year the decline in the issue of building permits is very marked.

Rolling stock of the railroads is to a greater extent becoming unemployed. These particular circumstances indicate dullness, and also a very cautious attitude on the part of business, despite the bold front which published opinion clothes it. No doubt, as we have already stated, there is a healthy underlying hopefulness, which is fully justified by the actual easing of money rates at capital centres.

The decline in building may safely be attributed to the period, now happily past, during which the procuring of loans was a hopeless task, and bank clearings have contracted as a result of the elimination of speculation, largely, but not wholly, in real estate. Commerce will have a better chance to revive if the speculation referred to does not return; and, in so far as the building situation is concerned, the availability of money will tend from now on to stimulate activity. In Eastern Canada the demand for 7 per cent. mortgage money is still strong, and on central property on low percentage of valuation 6 per cent. and even 5½ per cent. money can be got. But it is the supply of the higher-priced money, available for the needs of the home-builder, that concerns business men most. As yet we do not discern any signs of an adequate supply becoming available for some time. Conditions in European centres are changing, and it is quite probable that before midsummer our more influential agencies will be able to place large amounts of debentures at a rate that will enable them to supply borrowers at rates prevailing at the beginning of 1913 and in 1912. There will not be any trade buoyancy until we have these conditions.

The Ottawa Convention

DURING the coming week Canadian hardware merchants will have an opportunity of visiting one of the largest displays of hardware and kindred lines, that has ever been gathered together in the Dominion. The Canadian Hardware Manufacturers Exhibitors' Association has at great expense prepared an exhibition worthy of the attention of any person at all interested in the hardware business. It is to be hoped that there will be a large attendance of delegates at the Exhibition and Convention at Ottawa next week. The Convention meetings will also be interesting to hardwaremen. Many important topics will be taken up, and trade problems discussed. The Question Box discussion should be particularly interesting on account of the many problems confronting the retail hardware merchant at the present time. The attendance of a large number of merchants who are expected from the Eastern provinces should also help to make the Convention a success. Splendid arrangements have been made for the accommodation and entertainment of visitors. Special rates at hotels and with the railways have been secured, and hardwaremen can visit Canada's Capital and the Exhibition and Convention at very reasonable expense. There are many interesting sights in the City of Ottawa. An article elsewhere in this issue gives information regarding the city and its points of interest.

Hardware merchants who are unable to go to Ottawa next week should endeavor to send one of their employees. Some merchants have signified their intention of taking some of their clerks to Ottawa. It is safe to predict that any employer or employee visiting Ottawa next week will return home, with new ideas, and more enthusiasm, which will reflect to the advantage of his business during the balance of the year.

Editorial Briefs

HOW MUCH is each member of your staff worth to you? It's a question that every hardwareman should answer.

• • •

IT'S GOOD THAT the storm king is "having his fling" this week. Mild weather should be on the books now for convention week.

HOPE TO SEE you all on the hardware special train next week.

• • •

THERE WILL BE a few hardware buyers on the special train Monday. Suppose they will be banished to the caboose. Or why let any buyers go to Ottawa at all?



Ottawa: The Heart of Canada's Capital.

The Exhibition and Convention City

A List of Interesting Places Hardwaremen Will Have An Opportunity of Visiting—A Treat in Store for Those Attending the Exhibition and Convention.

HARDWAREMEN and their wives visiting Ottawa the Capital of the Dominion, will no doubt wish to see some of the places of interest to be found in the city. In this article Hardware and Metal is going to take the reader for a trip through the city of Ottawa, pointing out some of the very interesting places which may be visited and giving instructions as to how these places may be reached.

In one of the panels accompanying this article is given a list of places, with names of the various car lines to be used.

The C.P.R. and Grand Trunk Railways have a union station which, for beauty of architecture and situation ranks very high. The traveler on arriving at the depot is at once in the heart of the Capital. Below is the dark water of the Rideau Canal, recalling the early days of Bytown, when the name Ottawa had not come into use. The canal connects with the River Ottawa by a series of precipitous locks, kept in perfect trim, but not much used.

Across the road is the renowned Chateau Laurier, one of the largest and most up-to-date of Grand Trunk hotels. But the eye long ago will have seen the towers of the Parliament Buildings, which stand on a promontory, and help to give to Ottawa its beauty and distinction.

Turning another angle in the circle, one faces the post office, not a very imposing building for the Capital, but having a unique situation at the head of Connaught Place, a plaza, which spans the Rideau Canal, and on which you stand as you leave Central Station. Looking ahead, straight over the locks, northwards, your eye catches a glimpse of the Alexandra Bridge, which connects the Capital with Hull, Que. The Laurentian mountains are in the distance. Look around. To the east lies the older part of the city. Look up the canal, and you will get a glimpse of residential new Ottawa. By proceeding to the left, you will come to Sparks street, the commercial street of Ottawa.

This is the experience of those from the east and the west, who arrive at Central Station.

Machinery Hall, where the exhibition will be held, is located in the Exhibition grounds. Exhibition cars run from Sparks street along Bank street, and pursue a straight course to the Exhibition Grounds.

Among the interesting places to visit are the Victoria Museum, Rideau Hall. The latter place can be reached by taking a Rockcliffe street car on Sparks street, going east. It passes along Sussex street, where the new Government departmental buildings are being erected. This is one of the most interesting streets in the city. It is an old commercial thoroughfare. Near the English church at the beginning, is the office of "Le Tempts," the only French daily newspaper. On the right one gets a passing glimpse of Byward market, attended by farmers from miles around.

At a considerable distance along Sussex street, the visitor will be struck by the jail-like appearance of a smart-looking building, the doors of which are guarded by soldiers. This is the Royal Mint, in which our coins are made. Canadian bills are manufactured by two private concerns, whose plants are situated near the Parliament Buildings. Near the Mint is the Archives building.

A remarkable view then opens up to the eye. The car runs on the very edge of a cliff, overlooking the river, and east and west the view is one that will not easily be forgotten. From here the grade is downward. At the foot, near some large lumber mills, are Rideau Falls, where the Rideau River empties itself into the Ottawa from a height of about 50 feet.

The district around here is quiet, and almost like a country village. The car climbs a hill leading to Rockcliffe Park, famous for its rifle ranges and scenery, and it is a little way up this hill that the traveler must alight to see Rideau Hall. Returning, at the foot of the hill, a St. Patrick street car may be taken.

which passes through another section of the city.

House of Commons.

When the hardware dealer looks out from Central Station, he sees the spires and pinnacles of the House of Parliament. By walking up Wellington street on the other side of the Post Office, he will come to the driveways leading to the various buildings. The main entrance is through Victoria Tower. A stairway on the right leads to the Senate Chamber, and one on the left to the House of Commons. Both Houses are identical in design, shape and size, being 82 by 45 feet. The galleries in each case provide accommodation for about 1,000 people. The soft light of stained-glass windows is considerably intensified by roofs of corrugated glass. Under a canopy is the Regal chair, occupied by the Governor-General at the opening and closing of Parliament. On a dias immediately in front is the Speaker's chair. The south wall is hung with portraits of King George III. and Queen Charlotte, and from a door in the right corner a staircase leads to the "corner-stone."

The Victoria tower is ascended by a winding staircase leading past the clock, with its dials eight feet in diameter, and its 14-foot pendulum which strikes the hours on a bell weighing a ton with a 50-lb. weight. From the top an unsurpassed view is to be obtained of the country for many miles in every direction. The Union Jack flutters during the day, and an electric light flashes from the highest point of the tower when either House is in session.



B. D. BLACKWELL,
Chairman Entertainment Committee C.H.M.E.A.

The west block contains the Departments of Customs, Inland Revenue, Public Works, Trade and Commerce, and Marine and Fisheries.

The east block contains the offices of the Governor-General and the Departments of State, Finance, Justice, Privy Council, Solicitor-General, Auditor-General, Indian Affairs and Dominion Police.

The south block is named after Sir Hector Langevin, a former Minister of Public Works. In it are the Departments of Agriculture and Post Office, part of the Interior Department, Patents, Copyrights, etc.

City of Hull.

No visit to the Capital should be terminated before seeing the city of Hull, that dark spot across the river. Before crossing, stand on Parliament Hill behind the House, and take a good look at one of the few French cities in Canada. Hull is probably more a French city than Quebec itself. Notice the enormous amount of lumber stacked around. It is a sight seen nowhere else in the world. On the left are the gigantic Chaudiere Falls, supplying power to the immense paper mills of J. R. Booth, the "lumber king," and those of the E. B. Eddy Co. Note the many religious buildings, distinguished by their whiteness, contrasted with the dark framework of the dwelling houses.

To reach Hull, take a St. Patrick car going west on Sparks street, which crosses the Ottawa river near the Chaudiere Falls, allowing the visitor to get a clear view of the cataract, as well as of the Booth and Eddy mills. The car goes no further than the other side of the river. The visitor may either take one of the Hull Electric Railway cars, or walk through the city. It is best to return by one of the Hull cars, from which a splendid view of the Houses of Parliament can be obtained while crossing the Alexandra bridge. The ride is one of the most interesting in the district.

Other Places of Interest.

Those who are interested in churches



Some of the Capital's Prominent Hotels.

may visit the Basilica, the Roman Catholic cathedral, situated near the Royal Mint. This can be reached by taking a Rockcliffe car east. The Victoria Memorial Museum, which cost $1,200,000 to build, is one of the most imposing buildings in the city. Take an Elgin street car. For those who enjoy an automobile ride, there is nothing better than a spin over the Driveway, which extends from the Experimental Farm to Cartier Square along the bank of the Rideau Canal, and through Rockcliffe Park.

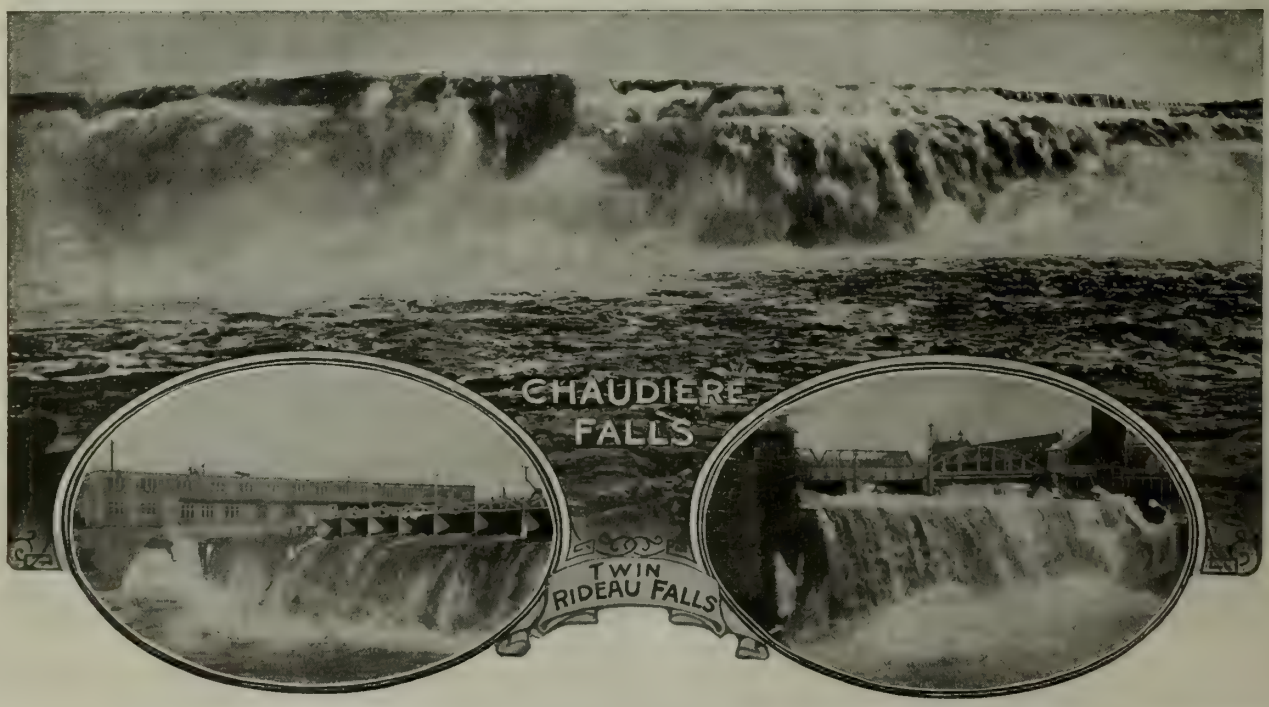
Other places of interest are the Parliamentary Library, situated in the Houses of Parliament, the Government Printing Bureau, the National Art Gallery, the Supreme Court, the Government Fisheries exhibit, the Carnegie Library, and the Otawa University. There are several beautiful parks, but at this time of the year they are not very inviting. A popular breathing space is Parliament Hill, with its wide stretches of lawn, its trees, shrubbery, summer houses and, above all, its magnificent outlook up and down the Ottawa, and across to the Quebec shore. Here, half-way between the edge of the cliff and the river, is the pleasant path known as the "Lovers' Walk," and here is Parliament Square, a large open space 700 by 600 feet, which shows off the buildings around it to the best possible advantage.

The Experimental Farm.

The Experimental Farm, covering 460 acres of land, is situated three miles from the city hall, and from it experimental agriculture in the several provinces of the Dominion is directed. While the chief object of the work is to obtain

POINTS OF INTEREST AT OTTAWA.
(Sparks Street Car Lines Used as Base of Directions.)

Place.	*Street Car Sign.*	*Direction Bound.*
Archives	*Broad St. Sta.-Rockcliffe*	*East*
Aylmer, Que.	*Hull-St. Patrick.*	*West*
Aylmer, Que.	*Aylmer*	*The Plaza*
Britannia, Summer Resort	*Britannia and Somerset*	*West*
Basilica	*Broad St. Sta.-Rockcliffe*	*East*
Broad St. Station C.P.R.	*Broad St. Sta.-Rockcliffe*	*West*
City Hall (Elgin and Queen Sts.)	*All Cars to Sparks and Elgin Sts.*	
Court House, Nicholas St.	*Bank and Laurier*	*East*
Cartier Square:—		
Drill Hall, Normal, Model School, Collegiate Institute	*Elgin St.*	*East*
Chaudiere Falls:—		
Water Works Pump Station	*Hull-Elgin*	*West*
Can. Northern Ry. Depot	*Laurier Ave.*	*East*
Experimental Farm (460 acres) *and Royal Observatory*	*Experimental Farm*	*West*
Grand Trunk Central Depot:—		
G.T.R., C.P.R., N.Y.C. lines	*All lines*	*East*
Gov. Fisheries Exhibit, O'Connor and Queen Sts.	*All cars to O'Connor and Sparks Streets.*	
Govt. Printing Bureau	*Broad St. Sta.-Rockcliffe*	*East*
Government House, "Rideau Hall"	*Broad St. Sta.-Rockcliffe*	*East*
Hull	*Hull-St. Patrick.*	*West*
Parliament Buildings	*All lines to Sparks & Metcalfe*	
Public Library and Y.M.C.A.	*All lines to Sparks & Metcalfe*	
Post Office and Plaza	*All lines*	*East*
Protestant Hospital	*All lines*	*East*
Royal Mint	*Broad St. Sta.-Rockcliffe*	*East*
Royal Observatory	*Experimental Farm*	*West*
St. Luke's Hospital	*Elgin St.*	*East*
Victoria Museum:—		
Geological Exhibit	*Elgin St.*	*East*
Art Exhibit	*Elgin St.*	*East*
Water St. General Hospital	*Broad St. Sta.-Rockcliffe*	*East*
DRIVEWAY	*ANY MOTOR BUS OR TAXI-CAB LINE.*	



by repeated experiments useful data on the seeding, cultivation and harvesting of farm crops, on the breeding, feeding and housing of various classes of live stock, and on the conversion of milk into other marketable products, the management of the whole is, as far as possible, conducted for profit, all operations being carried on after the most approved practical methods. The live stock consists of four classes of animals; namely, horses, cattle, sheep and swine. A small dairy for the care and preparation of the milk for the market is operated. Poultry is also an important department.

Dominion Observatory.

Near the north gate of the Experimental Farm is the Dominion Astronomical Observatory. This building is of Romanesque architecture, carried out in grey sandstone trimmings. The main building was begun in 1903 and occupied in April, 1905. A wing for a "transit" house was added in the following year. The total cost was approximately $175,000. In the interior a central octagonal tower is surmounted by a revolving hemispherical dome, under which is the telescope. There is also an astronomical library, reading-room, photographic room and lecture-room.

Manufacturing Centre.

Many of those attending the convention will have time to pay a visit to some of the important industries. It must not be forgotten that while Ottawa is one of the most beautiful cities in the Dominion, it is quite an important manufacturing centre. Several of the largest industries in the country are located in the capital.

There are about two hundred industries in Ottawa and Hull, giving employment to about 20,000 persons, and paying out in salaries about $8,500,000 per annum. The district output of lumber for 1912 aggregated 559,000,000 feet, board measure, valued at $16,800,000.

Among the industries in Ottawa that will appeal to visitors to the hardware convention are:—Aluminum Castings, Ltd., Parkdale Ave.; Butterworth Foundry Co., Broad street, makers of furnaces, stoves, etc.; Beaver Co.; Capital Wire Cloth & Mfg. Co., Armstrong and Hamilton avenue, wire cloth, etc.; Canada Floors, Ltd., Champagne and Wellington streets, sanitary floors, roofing, etc.; Canada Cement Co., Gatineau road, Hull; Carlton Mfg., Co., tents, awnings., etc.; J. H. Connor & Son, 10 Pretoria avenue, washing machines,

(Continued next page.)



Ottawa. Principal Street Scenes.



Ottawa's Transportation Facilities.

THE REJUVENATING BUG.

A representative of Hardware and Metal recently called at the Winnipeg house of the Miller, Morse Hardware Company and observed that the rejuvenating bug had been working hard. The firm have completely remodeled their offices and have adopted many of the latest appliances for thoroughness and speed.

Uniformity is the keynote. One is impressed, not by the individual fixtures, but rather the whole; everything tends to harmonize, and at once you see that the arrangement is ideal for cooperation.

The firm have also prepared for the Winnipeg bonspiel, an occasion always looked forward to by many jobbing houses in the city.

Many customers and friends take advantage of the slack season and reduced railway fares to come in and pay a visit

The Miller, Morse Hardware Co have provided ready accommodation for letter writing, and their mail department handles and delivers all letters sent in their care. The latest magazines and daily papers are to be found, with comfortable provision for their perusal.

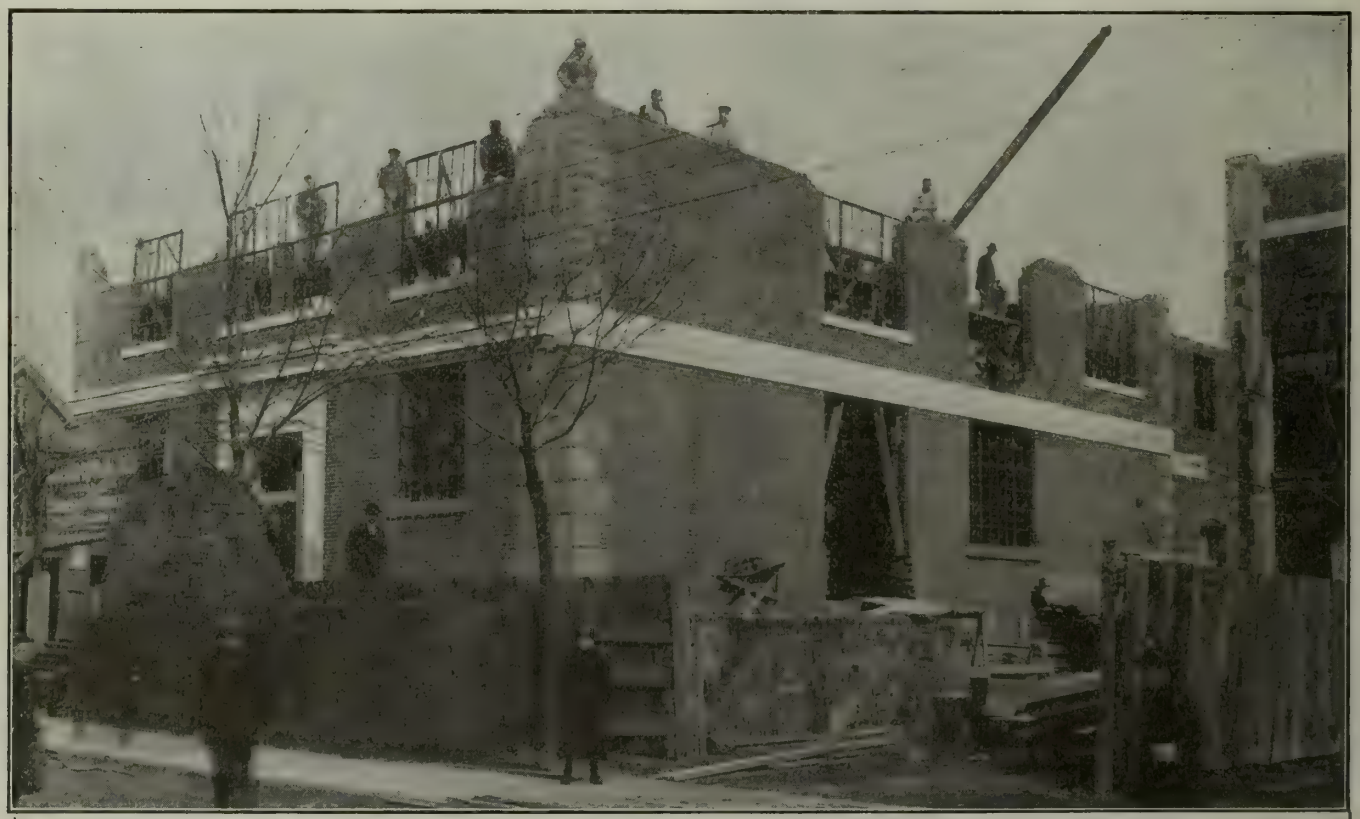
JUDGING SALESMEN.

The salesman who fails to make a sale and permits a customer to walk out, may be a poor salesman. He may not have shown his stock in the proper light; he may have been personally distasteful to the customer; he may have talked too much about his stock, or he may have done or failed to do hundreds of things that might have won a sale. On the other hand he may have been particularly pleasing to the customer personally; he may have shown his goods in the best light possible, and may have said just enough and no more; yet the customer didn't buy, because the article he wanted was not in stock. Under the circumstances it might have been possible for the salesman to have forced something upon the customer that he would have returned the following day. A good house is known by its satisfied customers. A salesman then should be known by his satisfied customers.

EXHIBITION AND CONVENTION

(Continued from page 51.)

etc.; Dominion Electric Co., 417 Sparks street., electric irons, etc.; James Davidson, Ltd., refrigerators, toboggans, etc.; T. Lawson & Sons, 376 Wellington St., castings, babbitt metals, etc.; Laurentian Foundry Co., 94 Ottawa street, furnaces, stoves, etc.; J. Leslie & Sons, 114 Scott street, tinwares; Modern Electric & Mfg. Co., 436 Wellington street, electric fixtures; McFarlane & Douglas, 350 Slater street, metal roofing; National Mfg. Co., Lyon and Catharine streets, steel stoves and ranges; Ottawa Stair Works, 989 Somerset street, refrigerators, etc.; Ottawa Paint Works, 687 Wellington street, oils, paints, etc.; Pritchard - Andrews Company, 264 Sparks street, stamps, scales, etc.; The Steel Equipment Co., Ltd.; Grant, Holden, Graham Co., Ltd.; Smart Woods, Limited.



The above picture shows the progress being made on the five-storey 50 x 100 addition to the MacLean Publishing Co.'s building on University Avenue, Toronto, proprietors of this paper.

This building will provide space that has been urgently required for the last year or two for the editorial and business staffs of their various publications. That we have great faith in the future of Canada is shown by the fact that we have acquired the whole block on University Avenue, running from Edward to Agnes Street. As the business develops and as Canada develops, the next building will be erected on the southern corner of the property, bordering on Agnes Street. The old building on your right of the picture—and it is only four years old—is one of the most substantially built brick, steel and reinforced concrete buildings in Canada. It will be devoted exclusively to the printing presses eventually. It runs through to Centre Avenue.

Bad Debt Problems Were Discussed

Retail Merchants of British Columbia Get Together in Annual Convention on the Question of Improving Collection Facilities —Deputation Waits upon Hon. Mr. Bowser.

By Special Wire.

Victoria, B.C., Feb. 10.—The two-day convention of the British Columbia Retail Merchants' Association adjourned this evening after consecutive and spirited sessions. A number of important resolutions were passed, dealing with problems facing the trade.

The convention opened on Monday with a large attendance of retail merchants from all parts of the province, and representatives of all trades. A significant feature was the unanimity shown on many points, all the trades represented displaying a willingness to co-operate to secure better conditions.

Many of the points taken up and debated at greatest length had to do with proposed amendments to the provincial statutes, giving the merchant more adequate protection against the "dead beat." Statistics were introduced which showed that during the year 1912 the money lost by the retail merchants of the Province of British Columbia through bad debts amounted to one million dollars. This staggering total had not been improved upon during 1913, which was a bad year in the matter of collections. The unfairness of laws which permitted so serious a condition to develop was most pointedly brought out.

The present Capias Act fixes the amount at $50 for which a man can be prosecuted. Anyone owing less than that amount cannot be reached effectively. This phase of the question was debated at some length, and the consensus of opinion was that the minimum amount should be changed from $50 to $10.

The Loan, Act, which allows farmers' money at 4 per cent. for co-operative societies, was criticized.

Changes were advocated in the Garnishee Act.

It was thought that there should be provisions making wives jointly responsible for goods sold for maintenance of the household.

In fact the "bad debt" problem bulked very largely in the proceedings, and the greater amount of the time was taken up in discussing the many phases of it. Resolutions covering the points above were carried.

To-day a strong delegation waited upon Attorney-General Bowser and laid the resolutions before him. The speakers gave a strong presentation of their case and showed the extent to which losses from bad debts had grown, demonstrating that it constituted a severe menace to business.

Hon. Mr. Bowser gave attention to the arguments presented and promised that the question would be given full consideration.

A number of routine matters were taken up at the convention, including election of officers and making arrangements for convention next year. The 1915 convention will be at Victoria.

The above brief synopsis of the proceedings at the convention of the British Columbia Retail Merchants' Association held at Victoria on Monday and Tuesday was secured by wire from our editorial representative in the City of Victoria. A complete report is being sent on, giving full particulars and a resume of the discussions. This will appear in next week's issue.—Editor.

Inauguration of the Parcels Post System

For First Time Three Months Weight Limit of 6 Pounds—After Three Months, Limit Will be Increased to Eleven Pounds—Ordinary Stamps Being Used — Additional Charge in Some Districts.

A SOUVENIR mail-bag sent by Postmaster-General Pelletier to the Duke of Connaught inaugurated Canada's Parcels Post system at midnight on Monday. The first deliveries took place Tuesday morning, Feb. 10.

To what extent parcels post will be used is still problematical. For the first three months parcels up to 6 lbs. only will be accepted. After the first three months parcels up to 11 lbs. will be accepted.

Retail hardware merchants will receive a certain amount of protection from the mail order houses by making use of the local zone, which gives him a low rate for twenty miles in each direction from the town in which his store is located.

It will no doubt take some time to get the new system working smoothly.

Mail order houses are already sending out adveritising matter regarding parcels post, and will, no doubt, make a huge effort to boost sales by featuring parcels post.

Retail merchants should begin immediately to make use of the new system, especially the local zone.

Hardware and Metal has published several articles pointing out how the new system could be used.

In the near future a number of articles will appear showing how American hardwarmen have made use of parcels post, and pointing out how Canadian hardwaremen can also use methods that will make the new system work to their advantage.

The accompanying panels show the information that has so far been issued by the Postal Department regarding rates, stickers, etc.

What May Be Sent.

Articles of mail matter acceptable at parcels post rates include farm and factory products, merchandise of all descriptions, such as dry goods, groceries, hardware, confectionery, stationery, blank books, etc., seeds, cuttings, bulbs, roots, bedding plants, scions or grafts, and all other matter not included in the first class, and not excluded from the mails by the general prohibitory regulations with respect to objectionable matter.

CANADA—PARCEL POST
PERISHABLE
HANDLE WITH CARE
This gummed label is to be attached to parcels containing perishable articles, such as meat, fish, butter, fruit, etc., also to the back of the "fragile" tag, which is to be used when articles of a perishable nature are being forwarded.

This label to be used only when sacks contain fragile articles.
CANADA—PARCEL POST
FRAGILE
HANDLE WITH CARE
REMOVE TAG CAREFULLY AND USE AGAIN.
P.P.2 500,000-15|1|14.

Parcels consisting of third-class matter may be mailed at parcel post rates, or third-class matter rate at the option of the sender.

Parcels containing intoxicating liquors or explosives are expressly prohibited.

Sender's Address.

It is desirable that the sender's address should appear either inside the parcel or on the cover, and this must be kept distinct from the address proper.

A parcel may contain invoices and accounts provided they relate exclusively to the contents of such parcel; it is also permitted to enclose a card or slip of directions for the identification or treatment of the article or articles contained in the parcel. Care must be taken not to paper giving in a brief manner necessary abuse this privilege by converting such notes or marks, designed solely for the facilitation of business between the sender and addressee, into what might properly be called correspondence. A parcel containing a letter or any writing intended to serve the purpose of a letter in the ordinary sense will become liable to letter postage.

Limit Is Six Pounds.

During the organization period, which includes the months of February, March and April, the limit of weight is six pounds, but after that it will be eleven pounds. In the same period there will be no insurance, but parcels may be registered. In addition to the regular rates of postage an additional fee of five cents, prepaid by postage stamps, is required for each parcel mailed for local delivery in places where the letter carrier system is in operation.

How to Pack Goods.

In the regulations for the parcels post the Postmaster-General has given specific suggestions how the various articles should be packed for safe transit through the mails.

For instance, in regard to eggs, it is recommended that a papier mache, wooden or other box of a rigid material with a tight-fitting lid be used; that each egg be wrapped separately in newspaper or other protecting material and fill up the vacant spaces carefully. In addition, the parcel is to be clearly marked as containing eggs.

Specific regulations are given as to the

(Continued on next page.)

Postal Rates By Parcel Post

	1st lb.	2nd lb.	3rd lb.	4th lb.	5th lb.	6th lb.	7th lb.	8th lb.	9th lb.	10th lb.	11th lb.
Within 20-mile zone	.05	.06	.07	.08	.10	.12	.14	.16	.18	.20	.22
Within each provincial zone	.10	.14	.18	.22	.26	.30	.34	.38	.42	.46	.50
Ontario rate to Quebec or Manitoba	.10	.16	.22	.28	.34	.40	.46	.52	.58	.64	.70
Ont. rate to Saskatchewan or Maritime Prov's.	.12	.20	.28	.36	.44	.52	.60	.68	.76	.84	.92
Ontario rate to Alberta	.12	.24	.34	.44	.54	.64	.74	.84	.94	1.04	1.14
Ontario rate to British Columbia	.12	.24	.36	.48	.60	.72	.84	.96	1.08	1.20	1.32

Law effective Feb. 10. 1914.
Weight limit, 11 pounds.
Weight limit first 3 months, 6 pounds.
Size limit, 2 feet 6 in. long; 12 in. wide or deep.

Place this table in your hat—it will come in handy. It shows parcels post rates for each post office in Canada for the 20-mile zone and the provincial zone, and the Ontario rates to other provinces.

Appointment of Western Canada Editor

Chas. W. Byers to be Western Canada Editor of Hardware and Metal—Rapid Growth of the West Necessitates An Addition to Staff of Western Representatives.

THE growth of the Western Canadian provinces has been so rapid, and of such importance, that Hardware and Metal has recognized the necessity of making additions to the western staff. In addition to the present Vancouver and Winnipeg representatives, Hardware and Metal will, from now on, have a Western Canada editor, in the person of Chas. W. Byers, with headquarters in Winnipeg.

Mr. Byers will tour the West in the interests of Hardware and Metal and will keep closely in touch with the western hardware trade studying trade, and market conditions, and problems which confront the western retailer.

The appointment of a Western Canada editor will help to strengthen Hardware and Metal where it is already strong and will demonstrate to our many readers in the West, that Hardware and Metal is not slow to recognize any improved service which can be instituted for the benefit of the readers of this paper.

The steps taken is but another evidence of the determination of Hardware and Metal to make the service given as efficient and thorough as possible. and to uphold the record which it has held for the past twenty-six years.

Chas. W. Byers the western editor of Hardware and Metal is well qualified for the position, as he has had a thorough newspaper and trade paper experience. His work has brought him in close touch with hardware markets in the East, and the experience thus gained will prove invaluable in studying conditions in the West.

Before entering journalism Mr. Byers had a varied experience, all of which has helped him in making a success of his work in connection with trade papers.

Mr. Byers studied engineering under Professor William Robinson at Nottingham University, winning two scholarships there and graduating in 1906.

In June of that year Mr. Byers sailed for the United States, where he obtained his first position with the Sullivan Machinery Co., manufacturers of mining machinery, Claremont, N.H. After seven months in their shop, he was sent to operate their coal cutting machines at Wind Rock, Tennessee. For eight months he worked in and around various mines in the Southern States, and returned north in the winter of 1907 to Cincinnati, Ohio, obtaining a post with Allis-Chalmers & Co., in their electrical shops.

In 1908 he visited his home in England, and, on returing, worked for several months in the shops of the Vermont Farm Machinery Co. at Bellows Falls, Vt. It was while here that the Semet-Solvay Process Co., with whom Mr. Byers had been associated in Ensley, Ala., made him an offer to go to Detroit, there to conduct tests on their coke ovens, with a view to taking charge of a bat-



CHAS. W. BYERS.

tery of new ovens which they were erecting. He accepted the post, and was with the company the greater part of 1909.

As winter approached, a temptation came to enter the journalistic field. Up to this time, Mr. Byers had never seen the editorial sanctum.

He went to Ottawa and secured a position on the Evening Journal. In August 1910 he received an offer to join the staff of the Hamilton Spectator and accepted, remaining with the latter paper until the following year when he went to England for the coronation and returned to Canada just prior to the general elections. Because of his knowledge of the French language he was given a position on the editorial staff of the "Daily Witness," before long being appointed telegraph editor. He later became assistant to the city editor. After spending eighteen months with the "Witness" Mr. Byers joined the editorial staff of the MacLean Publishing Company, on the trade and technical papers with headquarters at the Toronto office.

The western market reports will be enlarged and will come under the supervision of Mr. Byers.

PARCELS POST SYSTEMS.

(Continued from page 54.)

methods in which liquids, oils, or fatty substances must be packed in order to be sent through the mails. Strong wooden or heavy cardboard blocks or tubes are necessary, with a cushion of some absorbent material to take up the liquid in case the container should break. Further, every precaution must be taken to make the block or tube water-tight. Manufacturers or dealers who intend to send such articles in quantities are recommended to submit a sample package to the officials, so that the conditions are seen to be observed.

Further all parcels have to be prepared in such a way that the contents can be easily examined, and the sender's name and address should appear on the cover of the parcel.

Extra Charges.

Note A.—During the organization period, covering the months of February, March and April, 1914, an additional fee of 5 cents, to be prepaid by postage stamps, will be charged on each parcel mailed for local delivery in places where the letter carrier system is in operation.

Note B.—During the months of February, March and April, 1914, no packet will be accepted for transmission by parcel post weighing more than six pounds.

Note C.—An additional charge to meet the extra cost of transportation will be made on parcels addressed to or posted at offices in certain outlying districts when such parcels have to be conveyed more than 100 miles by a continuous stage service, such districts to be designated by the Postmaster-General.

Tags, Labels, Etc.

For fragile articles, an official tag has been provided. For perishable goods, a gummed label of similar design is provided. When the article in a parcel is both fragile and perishable, the label is to be stuck on the back of the tag.

No parcels will be collected for postage. Even the big mail order houses, sending out hundreds of parcels every day, will have to take them over to the post office in their own wagons. All people sending out a large number of bundles at a time are requested to notify the post office authorities, in order that they may be handled without loss of time.

Current News of the Hardware Trade

New Firms.

South Durham, Que.—Z. Blain & Fils, tinsmiths, have registered.

Vancouver, B.C.—McKinnon Heating and Plumbing Co. have registered.

Moose Jaw, Sask.—The Best Hardware Co. has incorporated.

Conquest, Sask.—Mitchell Bros. have commenced their hardware business.

Business Changes.

Imperial, Sask.—C. T. Emde has disposed of his hardware and furniture business.

Teeswater, Ont.—The hardware business of Dick & Son has been sold to Mr. Dormer, of Oshawa.

Expanse, Sask. — The Rotstein Brothers have disposed of their hardware business to W. L. Schulz.

Winnipeg, Man.—The Winnipeg Metal and Heating Co. will in future be known as the Empire Metal and Heating Co.

Wapella, Sask.—The partnership of Kidd and Clements has been dissolved and the firm is being succeeded by Kidd & Clements, Ltd., who are taking over all assets and assuming all liabilities of the former company.

Fire Losses.

Galt, Ont.—The large plant of Shurly, Deitrich, Ltd., saw and bed manufacturers, was destroyed by fire.

Exshaw, Alta.—Fire did considerable damage to stock-house, shipping-house and sack-cleaning department of the Canada Cement Co. Officials of the company state that the fire will not interfere with the company's business, as they have large stocks in No. 2 warehouse at Exshaw, and also at Calgary.

To Open Hardware Business.

Miami, Man.—Jas. A. McIntosh, who has been for several years connected with the business of Watson & George, of Morden, is leaving to go into the hardware business at Kerrobert, Sask.

Appointed Manager.

Guelph, Ont.—J. B. Clay, president of the Canadian Gate Company, left recently for Cedar Falls, after appointing T. S. McCutcheon manager of the business. Mr. McCutcheon has been on the selling staff for the past couple of years, and is well versed in the company's affairs.

Retailers Elect Officers.

Belleville, Feb. 10.—The officers elected by the Retail Merchants' Association for the ensuing year are as follows:—President, F. B. Smith, hardware merchant; first vice-president, H. E. Fairfield; second vice-president, John McFee; secretary, M. H. Mowry; treasurer, Wm. Doyle; committee, Messrs. Jennings, E. Dickens, Lanning, Wallace.

The city assessment for the year is about completed, and shows the population to be 11,803, an increase of 682 over that of last year.

Ontario Incorporations.

Steffens & Noelle Aktiengesellschaft, capitalized at $40,000, to carry on trade in bar-iron, hoop iron, sheets plates, etc.

Beeson Non-Skid Tire Band Co., Ltd., capitalized at $40,000, head office Ford, Ont., to manufacture and deal in auto accessories, non-skid tire bands, etc.

The Beam Bros. Mfg. Co., capitalized at $40,000, to manufacture and deal in threshing machines, boilers, farm implements, etc., with head office in the town of Waterloo, Ont.

The Clauss Shear Co., Ltd., capitalized at $40,000, head office Toronto, Ont., to manufacture and deal in shears, scissors, razors, strops, tinners' snips, manicure articles and all kinds of household cutlery and hardware, etc.

Gibbons, Kemp Co., Ltd., capitalized at $40,000, head office London, Ont., to manufacture and deal in vacuum washers, fuel-saving devices, etc., and to take over the business of the Dominion Specialty Mfg. & Sales Co., London, Ontario.

Dominion Incorporations.

Keeptone Electric Co., Ltd., capitalized at $75,000, head office Hamilton, Ont., to manufacture and deal in autos, boats, motor vehicles, bicycles, engines, motors, etc.

Death of J. H. Fairbank.

J. H. Fairbank, generally known as "The Father of Petrolea," and its leading citizen for the past 45 years, died at his home on February 10, after an extended illness. Mr. Fairbank was actively identified with nearly all Petrolea's leading industries, including the Vantuyl & Fairbank hardware stores in Petrolea and Oil Springs. Mr. Fairbank was one of the first promoters of the oil industry in Petrolea. He was also closely identified with public life, and held many public offices. He represented East Lambton in the Dominion Parliament from 1874 to 1889.

Death of J. W. Thompson.

The death occurred recently, in the General Hospital, Winnipeg, of John W. Thompson, M.P.P., for Minnedosa, Man. The deceased was at one time a hardware merchant at Minnedosa, and was one of the pioneers in the West.

Death of L. D. Sutherland.

Winnipeg, Man. — Llewellyn David Sutherland, sales manager for the Winnipeg branch James Smart Manufacturing Company, died Thursday night at his home, 313 Aubrey Street, at the age of 37. He had been ill two weeks, suffering from heart trouble. Mr. Sutherland was a son of William Sutherland, 434 Spence Street, manager of the Smart Manufacturing Company, and had been a resident of Winnipeg for 11 years. He was born at Ingersoll, Ont., and later lived in Brockville, Ont., and Detroit, Mich., before coming to this city. He was widely known among the hardwaremen of Winnipeg and the western provinces.

Personal Notes.

F. W. Miskelly, hardware dealer, Smith's Falls, paid Toronto a business visit this week.

S. Bonathon, hardware merchant of Newcastle, was a business visitor in Toronto this week.

W. M. Leith, of J. Wiss & Sons, Newark, N.J., was a caller on the Montreal hardware trade during the week.

Mr. Howe, representing the Dover Manufacturing Company, was calling on the Montreal hardware trade during the week.

Alex. H. Purdom, manager Purdom Hardware Co., London, Ont., left early in the week on a business trip to New York.

Mr. Best, a partner in the firm of Campbell & Best, hardware merchants, Peterborough, was a business visitor in Toronto recently.

Mr. Barton and Mr. Fisher, of the Barton & Fisher Hardware Co., Port Arthur, are spending the week in Toronto. They intend visiting Ottawa so as to enable them to attend the convention.

William Miller has discontinued his connection as secretary of the firm of Henry Disston & Sons, Philadelphia, and on February 1 associated himself with the Simonds Mfg. Co., Fitchburg, Mass., and Chicago, Ill. Mr. Miller has had many years' experience in the saw business, having been associated with Henry Disston & Sons for 37 years.

Following is the report prepared by one of the judges, delegated to judge the displays entered in the Annual Christmas Window Contest conducted by Hardware and Metal. It was a difficult matter to award the prizes out of so large a selection of displays of high merit. The judges were men well qualified to undertake the task, and they submitted each display to a close scrutiny. The judges were as follows: T. A. Lytle, retail manager Aikenhead Hardware Co., Toronto, H. H. Black, member of the Executive of the Window Trimmers' Association, T. B. Costain, managing editor MacLean publications and former editor of Hardware and Metal.—Editor.

Awards in Christmas Window Contests

Judges Announce Their Decision—Growing Interest Each Year —Western Canada Well Represented—High Quality Displays Submitted—Several Received Honorable Mention.

THE annual Christmas window contest of Hardware and Metal has been growing of wider interest with each succeeding year, culminating in a truly inspiring contest at the close of the past year. Not only was the number of contestants larger, but the representation from the various provinces was more thorough. The West was particularly well represented, many photographs being submitted by Western trimmers.

An outstanding feature was the very markedly high quality of the displays submitted. Those who have seen the trims sent in year after year, as the writer has done, cannot help but have noticed that the quality of the work has been gradually getting better. Year by year hardware window trimming has advanced. It began on a comparatively low standard and has now attained a stage where it ranks with the best work seen in any other trade.

It is undoubtedly fair to ascribe a share of the credit for this development to Hardware and Metal. The articles which have been given to the trade have helped materially in creating a realization of the importance of window displays as well as educating the display men to do a higher grade of work. For many years Hardware and Metal has reproduced window trims of all kinds of goods. The writer knows of several hardwaremen who have clipped all pictures of windows which have appeared and have filed them away, using them constantly and to good advantage in arranging trims themselves. Finally, the annual Christmas contest had done a great deal to educate the hardware window trimmer; a fact most amply attested by the improvement seen each year in the quality of the displays submitted.

A Difficult Decision.

The awards announced last week were reached with great difficulty. When the judges settled down to the task of selecting the six best trims from the two huge piles of photographs before them, they realized that their task was far from a light one. As the work advanced, this impression deepened. There were so many really splendid windows submitted that to make a fair selection entailed the closet and most exacting scrutiny, the study of detail and the careful analysis of general effect. We feel, however, that the windows finally selected were the best of the lot when passed under the close scrutiny and rigid examination that was found necessary. Our reasons for ranking the prize winners in their respective order will be outlined later.

It should also be explained that the judges faced another very grave difficulty. Many of the best displays were shown on small and indistinct photographs. In several cases it was practically impossible to appraise the worth of a window because the print was too poor to show up the details. In other cases, the photograph was sufficiently clear to demonstrate that the window had been a good one but not good enough to make the display attractive appearing. Would the judges be justified in eliminating contestants whose photographs handicapped them in this way? This question was debated at some length and regretfully the judges felt impelled to rule in the affirmative in a number of cases where the prints were very indistinct. A number of others were considered strongly, however; and one was awarded a prize.

Have Standard Size.

In this connection the judges feel that they have a suggestion which Hardware and Metal might adopt with advantage next time. A standard size might be set for all photographs entered. This would give all contestants a fair chance. It should be possible for each trimmer to get a photo of the proper size as Hardware and Metal offers to pay a sum to all unsuccessful contestants to cover the expense of having the photograph taken.

The Basis of Judging.

The windows were judged on a dual basis. First the appearance of each was considered, its power of attracting attention, of pleasing the passer-by. Second, the selling force of each was appraised. Needless to state the latter consideration bulked larger in the opinion of the judges in the ratio of two-

PRIZE WINNERS IN CHRISTMAS WINDOW CONTEST.

The judges have just announced the prize winners in the Annual Christmas Window Contest of Hardware and Metal. Reproductions of the prize-winning displays, and full information appear in this issue of Hardware and Metal. Following are the prize winners:—

Places of 5,000 and Over.

First Prize.—Fred J. Mills with Mills Hardware Co., Hamilton, Ont.

Second Prize.—Chas. Byford, with Bond Hardware Co., Guelph, Ont.

Third Prize.—C. H. Smith, with J. H. Ashdown Co., Calgary, Alta.

Places Under 5,000.

First Prize.—W. S. Petrie, with D. Leckie, hardware, Kelowna, B.C.

Second Prize.—D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont.

Third Prize.—John F. Bingham, with G. A. Binn's hardware, Newmarket, Ont.



Display by Fred J. Mills, with Mills Hardware Co., Hamilton. Awarded first prize in places over 5,000.

thirds to one-third. By marking on this basis, the judges determined the percentage value of each display.

The appearance of a trim depends largely on the arrangement of the goods, and the decorative effects. As far as the best windows were considered, there was little to choose on this point. They were all attractive and striking to a marked degree, unique arrangements and strikingly original ideas being worked out in each.

In determining the sales force of a window, many factors entered. A good assortment in itself constitutes selling force if the articles are well arranged. In many cases, however, the value of the assortment was practically ruined by the fact that the goods were scattered in a decidedly promiscuous way. Knives would be found in one corner of the window. More knives would be stuck in another corner and perhaps later the eye would perceive still more of them stuck up somewhere on the background. With a trim of this kind it is impossible to look over the complete assortment of any line without looking the whole display over; a serious weakness inasmuch as the average person will refuse to do this.

Another consideration bearing strongly on the question of sales force is the use of price cards. Some of the best displays were quite seriously marred by the total absence of cards of any kind. Others went to the other extreme, putting in cards of such unsual size that the display seemed to be one of cards rather than of hardware goods. The goods were completely subordinated. The best windows had small and neat cards for each article shown.

This rather lengthy prelude will serve to show the lines of examination along which the judges proceeded in seeking to render the fairest verdict possible.

Places Over 5,000.

The selection of photographs submitted in the contest for places over 5,000 was a particularly fine one; and the task of the judges was, therefore, correspondingly hard. After very careful consideration the choice was narrowed down to three—the three which obtained the highest marking on the basis decided upon. It may be stated that there were many other trims which came very close but the judges felt that the three selected had a small but an unmistakable margin.

Then came the task of deciding the order. It was felt that the window of the Mills Hardware Co., Hamilton, deserved a higher rating on both points than the other two and it was, therefore, awarded the first place. A particularly good point was the way in which it had been "built up." Starting with the base of the window, the arrangement progressed upward, giving the display a well filled-in appearance and providing an unusually high order of selling merit as well as presenting a highly artistic appearance. The price cards used were very small and neat. One fault may be pointed out—the over-profusion of the decorative effects at the top. A much simpler setting in this respect would have improved the general effect.

The race for second place ran close between the display of the Bond Hardware Co., Guelph, and that of J. H. Ashdown Co., Calgary. Both were artistically arranged, with elaborate backgrounds, clever decorative effects and unique arrangements of goods. They ranked very high indeed. That of Mr. Smith was as



Display by W. S. Petrie, with D. Leckie, Kelowna, B.C. Awarded first price in places under 5,000.

good as any display submitted in point of general arrangement of goods and decorative effects. In fact, the judges were inclined to believe that it excelled all others by a very small margin in this respect. But it contained no price cards. And this, it was felt, seriously militated against its selling force.

On this point the decision hinged and second place was awarded to Mr. Byford of the Bond Hardware Co.

Places Under 5,000.

It was a merry race also in the contest for places under 5,000.

First place was awarded to W. S. Petrie, of Kelowna, B.C., largely on the undoubted selling force of the display. The large space at the disposal of the trimmer had been filled with comparative sparsity and each article was ticketed with a large card. The cards were really too large, but the lack of crowding in the window overcame this fault to a considerable extent. As it stood, the display had a most unusual degree of selling force and on that quality won the award.

The second prize window, that of T. S. Tait & Sons, Campbellford, Ont., presented many good points with one partial fault. It was "flat," with no attempts at building up whatever. This effect was relieved to some extent, however, by the good use made of the background.

The third prize window, that of G. A. Binns, Newmarket, was one of unusual originality. It contained some features distinctly new as will be seen from the description given later. The photograph did not do the trim justice, but it gave sufficient detail to demonstrate to the judges that this was a display of unusual merit. It was, therefore, given a place in the awards.

HONORABLE MENTION.

The following were given honorable mention in the contest, and will each receive $1.50 *to cover cost of photographing displays:—Jules Gordeau, with J. H. Ashdown Hardware Co., Winnipeg; W. S. Bate, with McLaren Hardware Co., Winnipeg; L. A. Phaneuf, with South Hill Hardware Co., Moose Jaw, Man.; R. H. Thornhill, with the P. Hymmen Co., Ltd., Berlin, Ont.; Chas H. McGibbon, with Peterboro Hardware Co., Peterboro; A. L. Shields, Kincardine, Ont.; H. H. Otton & Sons, Barrie, Ont.; Thos. Houghton, Parkhill, Ont.; J. Sutherland, with the Whitten Co., Bracebridge, Ont.; Jas. A. Craig, with Van Tuyl & Fairbank, Petrolea, Ont.; Ted Robert, with B. Carriere & Fils, Hull, P.Q.*

Letters From Winners.

The following letter is from W. S. Petrie, with D. Leckie, Kelowna, B.C., winner of first prize in places under 5,000:

"For the past few years I have been greatly interested in window dressing, believing as I do that there is no better method of showing wares than in a judicious display artistically and strongly shown.

In arranging my 1913 window, my intention has been to have a closed-in background as you will readily see from photograph described, as follows:

First I made a frame of three rough boards 12 feet long, on which I tacked three pieces of beaverboard 4 ft. by 8 ft., and for the side panel to the right I used one piece 4x8 and a piece 2x8, and same were tacked to the wall; the beaverboard was then tinted with Hall's dis-

"John, this Lantern is a pippin"

The Smith Hardware Store said it was—I bought it and I heartily agree with them because I have never had a lantern that was near as good, and I've paid some mighty big prices too.

What's its advantages!

Why! it gives a 12-candle power, bright white light, and will burn 32 hours continually with one filling.

The globe does not become smoked, or break.

The strongest wind will not blow it out.

It is easy to clean, easy to fill and easy to light.

What's the name of it!

Trulite

Cold Blast
LANTERN



I Want a Trulite Lantern

Cold Blast

Bill Young Says His is a Pippin



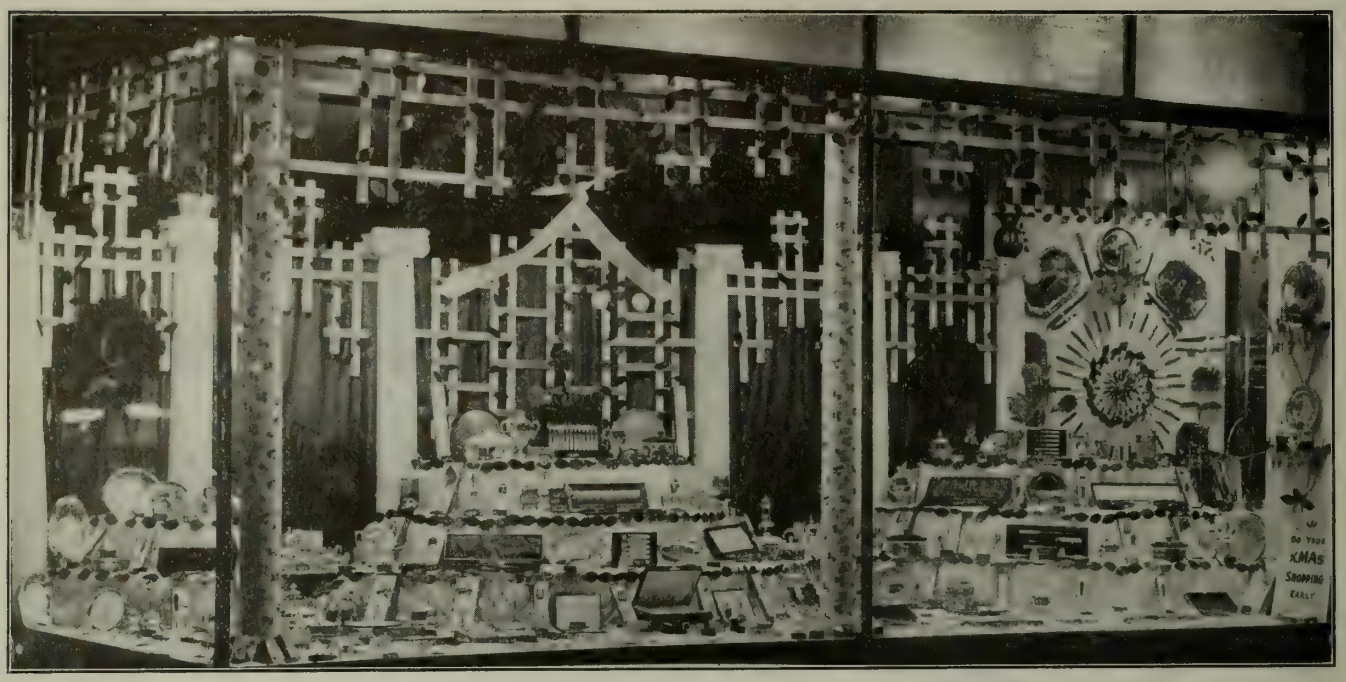
This is the way Business comes to Trulite dealers. Every user's a good Advertiser.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

J. W. Moncur, General Sales Manager

SOLD BY ALL LEADING WHOI ESALE HOUSES



Display by Chas. Byford, with Bond Hardware Co., Guelph. Awarded second prize in places over 5,000.

temper a canary color, the front was then paneled with British Columbia fur, stained with S. and W. Belgian oak oil stain, this blending very nicely indeed.

The shields also of beaverboard and covered with dark tan sateen on which were shown as you will notice, silverware.

The decorations were poinsettia vines which you see surrounding the different shields giving the window a gay and festive appearance very suitable to the season.

On the floor I have placed at intervals two small tables covered with pale grey linen centrepieces on which are shown cut glass. In the centre, a pyramid 4 tiers, covered also with dark tan sateen on which are shown carving sets and brass vases.

On either side of small tables I have placed two pedestals on which are two brass fern pots with growing ferns inside. On the floor, covered with dark tan sateen, are numerous carvers, scissor sets, and silverware. Each article shown is distinct from the other which, with the clear marked prices, proved an attractive display for the shopper and a profitable one for our firm."

A letter from Jno. F. Bingham, with G. A. Binns' hardware, Newmarket, Ont., described the novel features of his display as follows:

"The window was a great attraction as we had an electric railway in it running at intervals; also an optical illusion in the little house. It was worked by electric lights flashed on and off and so arranged that when the one light was on, nothing but a doll in bed could be seen, but when the other one came on, Santa was seen standing beside the bed ready to fill the stocking."

A letter from Chas. F. Byford, with the Bond Hardware Co., Guelph, Ont., one of the winners, described his display as follows:

"In this window, as will be seen, lattice work was used to good advantage, that at the top of window near the glass was painted a flat white and that at the background, white and gold; all had the imitation holly entwined.

The round white pillars with the capital's white and gold, stood out prominently against the olive green sateen curtains.

On the floor, three sets of steps were arranged in circular shape, this was done with empty wood cartridge boxes which are all one size and I find very useful for this particular part of the work.

White cheese cloth was used for covering the floor, the edges of the steps were trimmed with holly leaves.

An arch fastened on the two centre pillars covered with real holly sprays, under which was hung a wreath with a dove, holding in its beak a piece of white ribbon with Christmas Greetings in gold letters on it.

The use of palms and some sprays of yellow chrysanthemums added taste. Silverware was shown chiefly in this window, together with some cased cutlery and each article was priced with a neat card.

The corner window was made up of brass goods, nickel ware, safety razor,, shaving outfits and other articles suitable for Xmas gifts. This display went a long way towards helping to break last year's record for Xmas trade."

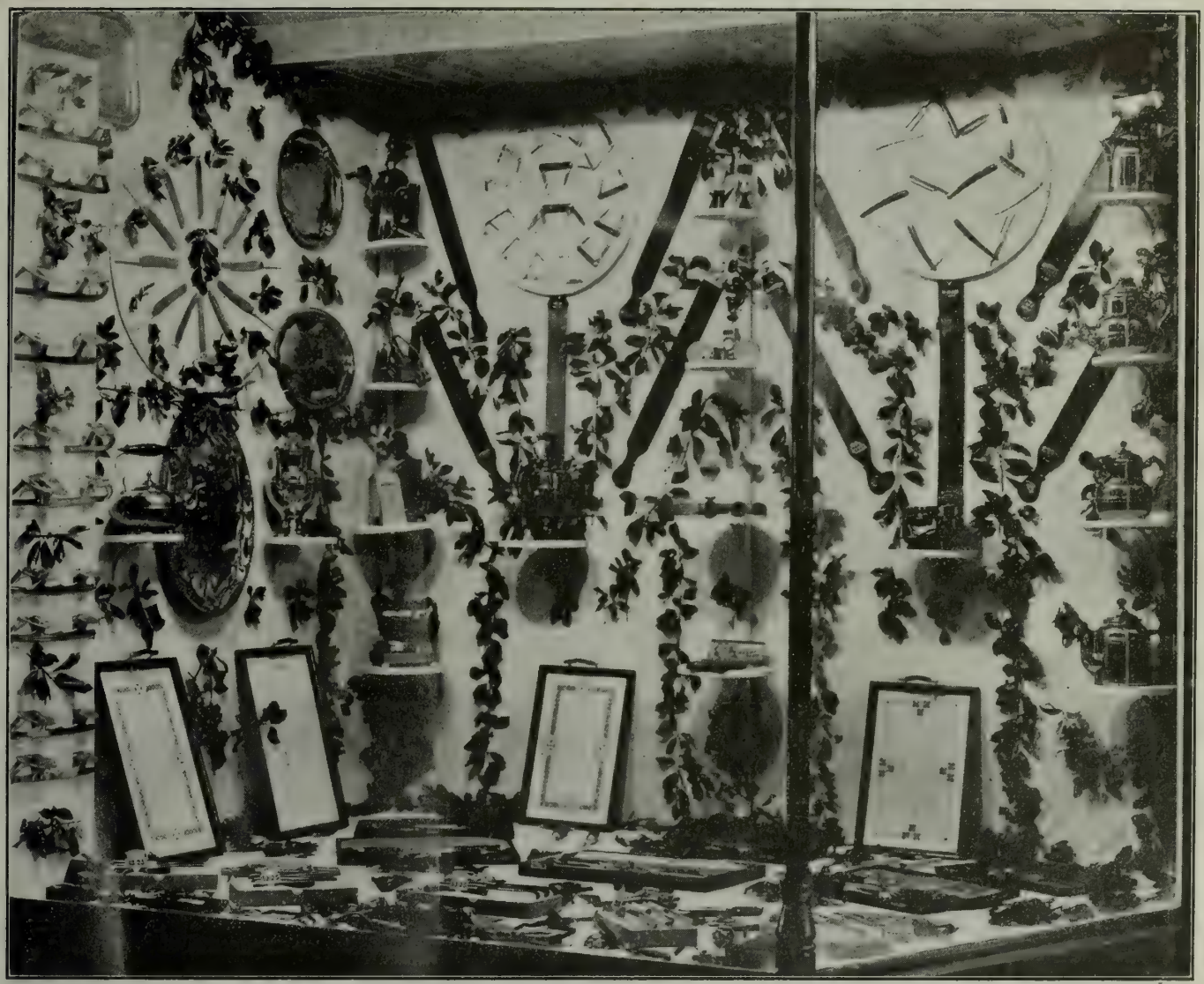
The names of those receiving honorable mention appear in the accompanying panel.

THE TRADE OUTLOOK.

The following article from the Steel and Metal Digest on the business outlook will no doubt interest those interested in the steel and metal trades:—

The past month will be a marked one in the annals of modern business history, and will often be referred to by writers on economic subjects, as the period, when after the year of "the panic that never came," a sudden change took place from acute pessimism to confident optimism, and when all the fears and uncertainties of a twelve-month disappeared like the sudden lifting of a fog.

The old adage that it is darkest before dawn was fully confirmed when December, 1913, is compared with January, 1914. The uncertainties and fears that tried the souls and courage of business the world over, found all business dispirited and depressed at the close of the year, and in our country we were in the midst of the most sensational curtailment of operations that had ever taken place in history, outside of times of panic or war. Our basic industry, the iron and steel trade, had collapsed from full operations of three months before, to about 40 per cent. of normal. It was rare to find a hopeful view expressed regarding the early months of the new year. Stress was laid on the losses caused by the Balkan war that would take time to restore, that money must continue tight all through 1914 until new wealth was supplied by the crops, that too much of the wealth of the world was invested in en-



Display by D. E. Tait, with T. S. Tait & Sons, Campbellford, Ont. Awarded second prize in places under 5,000

terprises and improvements that must remain unproductive for years, leaving not enough fluid money to handle properly and with ease the business of the world. That in the United States a revolution had taken place in the tariff and fiscal affairs of the country, which even if a benefit eventually would take some time to try out; that socialistic experiments and business regulations by the Government would continue to create distrust of capital and business; that the extravagance of both the individual and Government, civic and federal, the disproportion between wages and return from capital, and many other unfavorable features, too well known to require repetition, would all mitigate against any improvement in business.

We took occasion to examine these fears, and while acknowledging the facts on which they were founded, drew attention to the peculiar circumstances that accompanied them and gave our reason for reaching a conclusion that there were fundamental conditions which would be more powerful for a return to normal conditions, than those which apparently were causing such an acute state of apprehension in business. It required, however, some courage to write our closing sentence last month when we said, "we predict a growing expansion from now on, with trade in full swing before midsummer."

A Great Change.

A remarkable and sudden wave of optimism has since swept over Europe and America. The losses of the Balkan war are forgotten. Instead of not enough money, there has been a glut of funds with interest rates being reduced every day. The tariff and fiscal changes have become regarded as blessings and potent aids to business expansion. The Government has made peace with business and little fears are felt of the alliance being disrupted. High costs of living are quoted now as signs of individual ability to demand and pay for the conveniences, and what were years ago luxuries, but which are now the necessities of life. One hears little of wage reductions, and a great deal of profit sharing between the employer and his workmen.

In a word, confidence has been restored. The wheels of business are daily increasing in their revolutions. The procession of business has made a start to march onward, and we confidently believe our other prediction will be confirmed, "trade in full swing by midsummer."

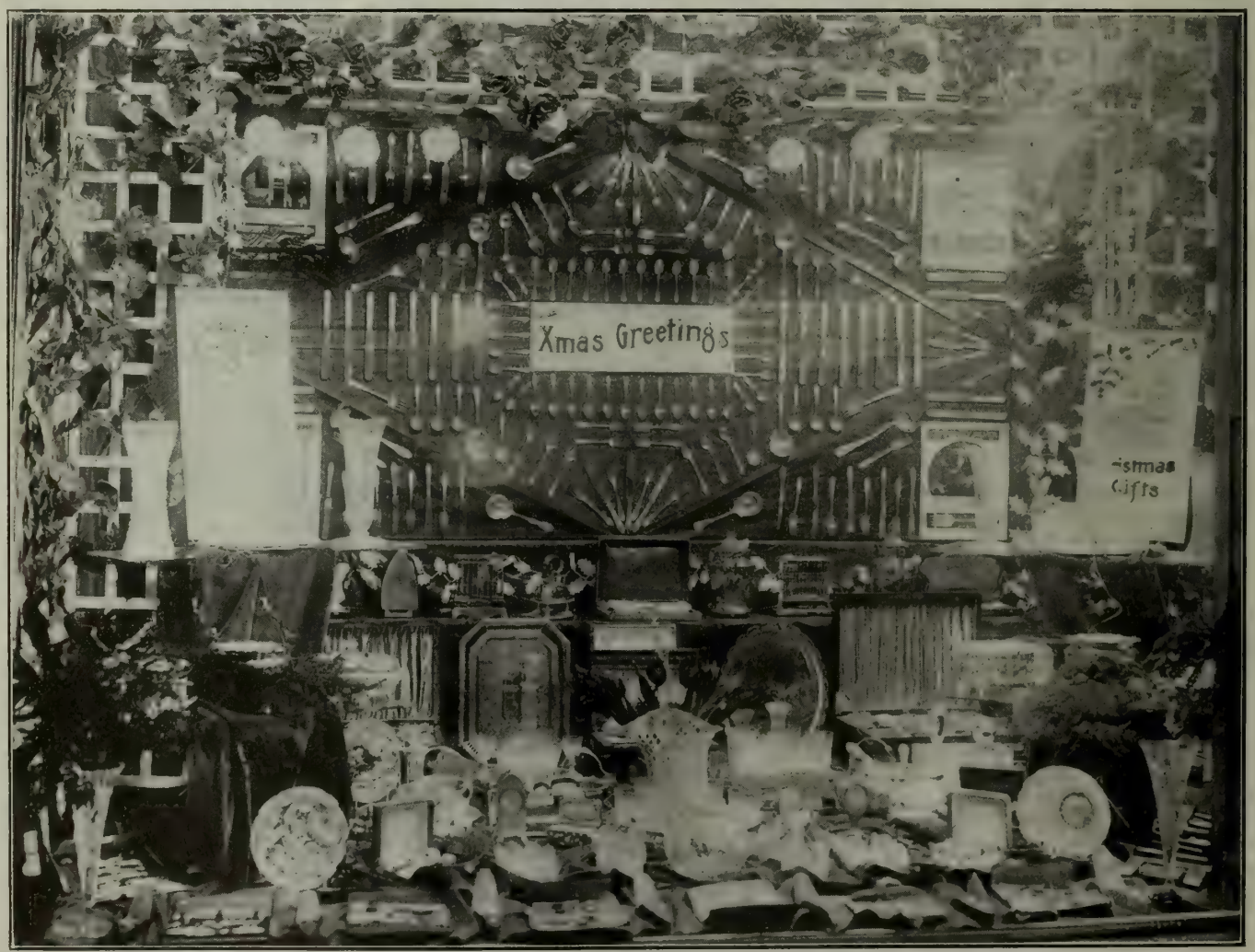
No Miracles Occur in Business.

Judging, however, by the attitude of some, especially in speculating circles, one would think a sudden miracle had occurred in business, and that from abnormal times we had suddenly jumped into perfectly normal conditions. But no miracles occur in business. Sentiment can change in a day, actual business developments proceed from fundamental causes, which although they can often be discerned in advance are slow in their actual operations. We think it will be true in this case, and that in

(Continued on page 69.)



Display by John F. Bingham, with G. A. Binns, Newmarket, Ont. Awarded third prize in places under 5,000.



Display by C. H. Smith, with J. H. Ashdown Co., Calgary, Alta. Awarded third prize in places over 5,000.

New Goods Offered Canadian Hardwaremen

STEVENS LINE LEVEL.

Frank. E. Corey, Newton Falls, Ohio, is offering the trade the "Stevens Line Level" here illustrated. The level, which weighs ½ ounce, consists of an accurate, proved level glass placed in a three inch aluminum tube with "spring German silver" end pieces and hooks formed from one piece of metal. The end pieces are attached to the tube by German silver rivets that pass through the tube and through lugs at top and bottom between the hooks and the centre of the level, thus preventing the hooks from pulling out of alignment in case of severe strain or rough usage.

The level can be carried in the vest pocket and the makers claim the levels can be used for ditching, sewering, laying drain tile, stone, brick and cement



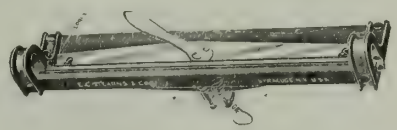
Stevens' Line Level.

walls, carpenter work, grading of all kinds, for use in mines and in erecting shafting and setting machinery.

By placing the level on the line at the centre where the deflection is equal towards both ends, the end points can be brought absolutely level regardless of how taut the line may be pulled. This method is advised in laying out foundations, proving walls, lining up shafting hangers and machinery and on all work where great accuracy is desired. For sewering, laying drain tyle, irrigation ditches and electrical conduits, where the grade is laid out in short sections, the level can be used near the end of the line, the fall estimated for five or ten-foot sections, the line leveled and the grade estimated by measuring below the line with a rule at the end of each section. The accuracy of this method will depend on how taut the line is pulled.

STEARNS SAW VISE.

E. C. Stearns & Co., Syracuse, N.Y., are offering to the trade the new folding steel saw vise here illustrated. It is made of sheet and channel steel, finished in black japan baked on. Parts not japanned are nickel plated. The black jaw is faced with rubber which prevents vibration and makes the filing of saws practically noiseless. The lever is below the top of the vise on the back jaw and



Stearns Saw Vise.

is therefore entirely out of the way. Dimensions: length over all, 12 inches; length of jaw, 10½ inches; width, 2¾ inches. Weight, 2 lbs., 10¾ ounces each. Packed one-twelfth dozen in a pasteboard box, two dozen in a case.

SAFETY FIRST.

The new industrial slogan, "Safety First" has been utilized for advertising purposes by the L. S. Starrett Co. in a unique manner. They have had prepared celluloid buttons bearing the solid red circular sign of the Safety First movement above which are the words, "Safety First," while under the emblem are the words, "Then Starrett Tools." The idea is that the first thing should be safety—then accuracy—and as they claim, Starrett Tools stand for accuracy.



Button issued by L. S. Starrett Co.

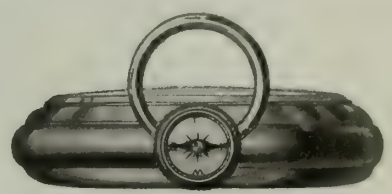
These buttons are supplied to hardware dealers for distribution to mechanics; or to manufacturers for direct use by their men.

COMBINATION WATCH AND MARINERS' COMPASS.

The E. Ingraham Co., Bristol, Conn., are offering the trade a new combination watch and mariners' compass which it is said will retail in Canada at $1.25. The new watch, called the "Pathfinder" is a 14 size thin model, German silver, nickel-plated case, open face, Arabic dial, with red minute numerals around the outer margin, "pull out" stem set.

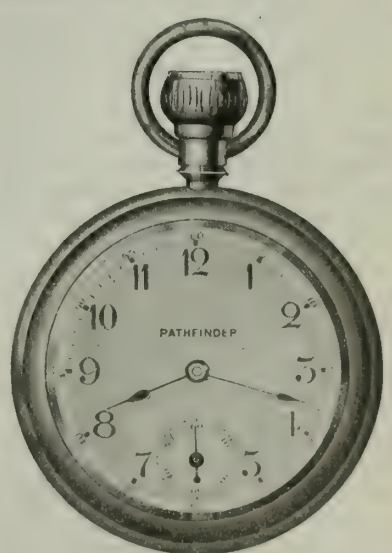
The unique location of the compass in a recess formed in the top of the watch crown, obviates the necessity for increasing the thickness of the case or distorting the appearance of the watch to accommodate the compass, and at the same time the compass is far enough removed from the steel parts of the movement, to prevent its being deflected thereby.

The movement is constructed on the most advanced lines known to the science of horology for the production of popular-priced watches, the company states. Among the superior features embodied in



Compass set in recess in top of watch crown.

its construction are, a patent lever double roller escapement, solid cut and polished steel pinions, hardened balance roller and staff, with polished bearing points fitting into specially hardened and polished steel bearings. The tangent rocking bar mechanism is said to be new and unique, specially designed to obviate the trouble known as "sticky setting." The patent recoil ratchet prevents the main spring from "setting" after the watch is wound up. No screws are used



Combination watch and compass.

in fastening the movement into the case, the locking device being simple and perfect.

HARDWARE LETTER BOX



Sash Weights.

W. Walker & Sons, Yonge St., Toronto: "Can you give us names of firms manufacturing sash weights?"

Erie Iron Works, St. Thomas, Ont. The Jas. Smart Mfg. Co., Brockville, Ont. Westport Mfg. & Plating Co., Westport, Ont. T. D. McFarlane & Son., Ottawa, Ont. Standard Iron Foundry Co., Toronto.—Ed.

* * *

Marsh Ovens.

J. E. Chambers, Waterford, Ont.—"Will you kindly advise me if the firm of I. J. Marsh & Co., manufacturers of bake ovens is still located in Toronto, and if so what address?"

Marsh Patent Bakers Oven & Supplies, 17 Wood St., Toronto.—Ed.

* * *

Skate Sharpeners.

H. D. McInnis, Kirkfield, Ont.—"Will you please inform me who makes a skate sharpener, self-feeder."

Luther Grinder Co., Milwaukee, Wis. —Ed.

* * *

Charcoal Burners.

The Somerville Hardware Co., Edmonton, Alta.—"Can you inform us where we may obtain a charcoal burner suitable for the softer kinds of wood."

Standard Chemical Co., Toronto, Winnipeg.—Ed.

* * *

Rubbish Burners.

Charles H. Marshall, Nanton, Alta.—"Kindly let me know, through your columns, of a firm in Canada manufacturing refuse or rubbish burners."

McClary Mfg. Co., London, Ont.—Ed.

* * *

Window Trims.

The Calgary Furniture Store Ltd., Calgary, Alta.—"Can you please put us in touch with any firm who furnish plans for window designs and trimmings. These to be on hardware, crockery, furniture, stoves, household goods, etc."

Economist Training School, New York City; Koester School for Window Trimmers, Chicago; Galkins Studio, Chicago.—Ed.

* * *

Asbestos Plaster.

W. W. Phelps, Delta, Ont.—Can you give me name of firm manufacturing asbestos plaster?

Canadian H. W. Johns-Manville Co., Toronto, Ont.—Ed.

Brass Stair Rail and Brackets.

M. F. Thornton, Manor, Sask.—Would like to know of firms making brass stair rails and brackets for same, would be very thankful if you could advise me on this.

Jas. Morrison Brass Mfg. Co, Toronto; Evered & Co., London, Eng. (R. Hartridge & Co., Calgary, Canadian agents); Robt. Mitchell Co., Ltd., Montreal; Canadian Ornamental Iron Co., Toronto.—Ed.

* * *

Folding Bath Tubs.

Cleaners, Toronto.—One of our customers has asked us to give him name of manufacturer of folding bath tubs. Could you supply us with this information?

Folding Bath Tub Co., Gananoque, Ont.—Ed.

* * *

Drafting Tools.

D. Mistele, Rodney, Ont.—Can you advise me through your paper what firms manufacture tee squares for drafting purposes?

Eugene Dietzgen, Ltd., Adelaide St., W., Toronto; Art Metropole Ltd., Toronto; Keuffel & Esser Co., Montreal, Que.—Ed.

* * *

Wagnor Ladder Co.

D. A. Cuke, Secretary Oak Lake Fire Brigade, Oak Lake, Man.—Would be very much obliged if you would give me the address of the Wagnor Ladder Co., also names of a few manufacturers of firemen's scaling ladders.

The Wagnor Ladder Co. was located in London, Ont. We understand they are now out of business. Any of the following firms supply firemen's ladders: W. E. Seagrave & Co., Walkerville, Ont.; A. Jennings & Co., 19 Wellington street, Montreal; John Watson & Son, Wellington street, Montreal; The Hugh C. Cameron Co., Toronto, are agents for several of these lines, we believe.—Ed.

Twenty Years Ago
In the Hardware Trade

The following items were taken from Hardware and Metal of February 17, 1894.

"The fortieth annual dinner of Caverhill, Learmont & Co., Montreal, was held Friday night at the Balmoral Hotel."

Editor's Note.—Caverhill, Learmont and Co. are still doing business in Montreal, and are well known among Canadian hardware firms.

* * *

"M. E. Britton, of Cowan & Britton, was in the city this week."

Editor's Note.—C. E. Britton is still associated with Cowan & Britton, of Gananoque. At the recent dinner tendered the Canadian hardware manufacturers by the Steel Co. of Canada at Hamilton, Mr. Britton gave some very

(Continued on page 69.)



Cut of champion hockey team of Caverhill, Learmont as it appeared in Hardware & Metal twenty years ago. Names are: Top row—T. Newman, G. McGowan, A. MacFarlane, H. Douglass. Middle row—L. J. Labelle, J. Davidson (capt.), A. Bain, G. A. Jordan. See item in Twenty Years Ago.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Business during the past week has been rather quiet with the hardware jobbers. The severe cold snap has had a bad effect on the sale of some lines and has stimulated others. In the metal market the optimistic feeling exhibited last week still remains, and although the volume of business passing is not large, there undoubtedly is an improvement in this line of trade. Paint jobbers and manufacturers report a fair amount of business passing, and orders for future are very satisfactory. Collections during last month were fair.

Conditions are improving, although the process is slow. Reports from the West indicate that the trade in general is looking forward to a big improvement in business with the opening of spring.

MONTREAL.

MONTREAL, Feb. 11.—As stated last week, the local market is devoid of interest, and this week has seen no change. Seasonable lines, such as hockey skates, ash sifters, etc., have slackened up in demand, and it is the opinion of many of the local jobbers that retailers are satisfied to clean out their present stocks before ordering again, although it is said that these are very low at this time. Hockey sticks, snow shoes, and all sporting goods are still receiving quite a lot of attention, although the demand has fallen off here to quite a marked degree. This last week has seen quite a falling off in trade for some of the local houses, and business is claimed to be much slower than in previous weeks. However, there is no doubt that this is only a temporary stop, as spring lines will soon be moving. Quite a number of orders have been received for the latter, and it is not expected to take very long to have all these lines receiving their usual demand. There has been a little movement in guns during the week, and ammunition has also figured in the demand. This is a little early for these articles, but local dealers are of the opinion that it is only the start of a big season.

Although the orders that are being received at the present time are mostly of a sorting nature, these seems to be a tendency to lean toward the spring lines, and, although there is not what might be termed a demand for these lines at present, it is starting in.

There is also quite a demand from the lumber camps for their supplies, which consist mostly of axes, axe handles, boot calks, cant hooks and coil chain.

The supplies which are going out for use in the maple industry are also quite heavy, and quite a number of sap spouts, bits and pails have gone forward during the week.

The demand from the city merchants has not yet started, and the bulk of the business passing at present is coming from the country merchants. Travelers throughout the country report a very confident feeling amongst the retail trade, and conditions seem to be fast rounding into shape. The confidence placed in the future by these dealers is certainly helping matters along greatly. We must say, though, that there is no complaint as regards collections. Although there are some slow accounts on the books, taking them on the whole there is little room for complaint. Conditions seem to be about normal in this particular branch of the business.

There has been a general reduction in wringers this week, and the new quotations are as follows:—

One-year grade, 2.25 off list, per dozen.
Three-year grade, 3.00 off list, per dozen.
Five-year grade, 3.75 off list, per dozen.

Apart from this change, there does not seem to have been any other reduction or increase in the quotations of one week ago.

In the metal market for the week we might report a general feeling of firmness. Although most of the lines show a tendency to fluctuate more or less, the figures quoted this week are much the same as those of one week ago, with the demand practically unchanged.

Tin.

The market this week reports quotations from London £184 5s. for spots, while futures are quoted £185 10s. These figures show a decrease of £3 5s. and £3 respectively. Although there has been a falling off in the quotations, there does not seem to be any uneasiness in the market, and holders seem to be quite firm in their opinions that the market will show improvement from now on. It might be well to quote Morrison, Kekewich & Co., London, in this connection:—

"American consumers have been more active, and an increasing demand from this quarter is anticipated during the next few months.

"This month's statistics, due on Monday, are now expected to show more favorably, owing to reduced estimates of Straits shipments. Without being unduly optimistic, we look for steady improvement in the near future statistical position, which we think will enable those in control to raise prices to a higher level."

The New York prices have also fallen off to some extent, and spots are quoted at $40.75, while futures are $41.00. That market is reported to be quiet, with very little interest shown by consumers; the jobbing trade is also reported as being quiet. Locally, conditions are much the same as last week, when we reported a firmness, with a seasonable demand in evidence.

Spelter.

The quotations this week are practically unchanged from those of one week ago. London is quoting £21 7s. 6d., or the same as that of one week ago, while the New York price of $5.30 is 2½ cents under last week. The demand is practically unchanged from one week ago, with a firm market reported. Locally there is neither change in the demand or price.

Lead.

The local quotation of $5.75 has been reduced 25 cents, and is now $5.50. The market is easy and the demand light, although seasonable. London quotation to-day is £19 10s., or a reduction of 10 shillings from last week, while the New York quotation of $3.97½ is 10 cents under that of last week. This market is reported as being steady at these figures.

Copper.

The situation locally is unchanged from one week ago, with the same price and demand in effect. London quotes £65 15s. for spots, while futures are £66 5s., or a decrease of 17s. 9d. and 15s. respectively. New York quotes $14.55, or 5 cents less than one week ago. This market is also reported to be quite steady at these figures.

Antimony.

There is no change in the situation here, and both the demand and price are unchanged from one week ago.

Iron.

There is no change to report in this market this week, as local conditions remain the same as one week ago. London quotation, however, shows a slight decrease from one week ago, and is quoted 2d. less, or £2 11s. 7d. Reports from the New York market would lead one to think that there was more or less of a falling off in business during the past few days, and it is not thought that this

will change for a while, as the recent heavy buying has fairly well covered up the consumers.

In the stove and heating business there is nothing to report other than the usual demand for repair parts. The bulk of this business is over for the season, and manufacturers are now looking forward to the gas stove business, which will start in very shortly. This particular branch of the stove business is making great headway lately, as mostly all modern houses are replacing the old range for an up-to-date gas stove.

TORONTO.

TORONTO, Feb. 12. — The general situation in the metal markets is undoubtedly better, although the volume of business passing is not large. There is a slight improvement in orders which appear to be more numerous. During the past week there has been a slight cessation in speculating in tin and quotations have gone down ¼ cent per pound. Tin is considered fairly low at present quotations and there is a feeling that higher prices will shortly prevail. Copper is unchanged and quotations are the same as last week. Pig iron remains unchanged and the market is in a rather unsettled condition. There is a slightly better demand for spelter, the market is steady and unchanged. Lead remains unchanged.

Metal Quotations.

Toronto quotations on metals are as follows:—

Electrotypers' solder	30c	lb.
Brazing metal	26c	lb.
Ingot brass, red	14 to 16c	lb.
Ingot brass, yellow	13 to 15c	lb.
Wire solder	27½ to 29½c	lb.
Wiping solder	24 to 27c	lb.
½ and ½ solder	25 to 27c	lb.
Pattern aluminum	23 to 24c	lb.
Ingot aluminum 99% pure	19½ to 20½c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	15¾ to 17¼c	lb.
Tin	42½ to 45c	lb.
Lead	$5.65 to $5.85	
Tinkers' bar solder	28 to 29c	lb.

Quotations are gauged according to quantity purchased.

Hardware.

Business with hardware jobbers is seasonably quiet. Booking for spring is heavy. There is an improvement in the demand for lumbering supplies. Logging chains are quoted as follows:—5-16 in. x 14 ft., 85 cents each; ⅜ in. x 14 ft., $1 each.

Cement, Etc.

It is reported by manufacturers of cement that the demand is good for this season of the year, caused to a great extent by the open weather and the fact that users of cement are beginning to use more during the winter months.

Rope and Twine.

Business in rope and twine is seasonably quiet. 1914 quotations on binder twine will be issued this month. Rope remains as follows:—

Pure Manila rope	15c	base
British Manila rope	11c	base
African hemp	11c	base
Sisal	10½c	base
Lath yarn, single	9¾c	lb.
Lath yarn, double	10¼c	lb

Iron Pipe.

Iron pipe is in fair demand for this season of the year and is quoted at prices shown in current market quotations.

Waste.

There is a fair and steady demand for cotton waste at the following prices:

White Waste XXX Extra	11c	lb.
White Waste X Grand	10½c	"
White Waste XLCR	9¾c	"
X Empire	8¾c	"
X Press	7¾c	"
Colored Waste Fancy	7¾c	"
Colored Waste Lion	7c	"
Colored Waste Standard	6¼c	"
Colored Waste Popular	5½c	"
Colored Waste Keen	5c	"
Washer Wipers Mixed White	8½c	"
Washer Wipers Light Colored	7c	"
Dark Colored	5½c	"

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c	lb.
Brazing Metal	26c	lb.
Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	27½ to 29½c	lb.
Wiping Solder	24 to 27c	lb.
½ and ½ Solder	25 to 27c	lb.
Pattern Aluminum	23 to 24c	lb.
Ingot Aluminum 99% pure	19½ to 20½c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	15¾ to 17¼c	lb.
Tin	43 to 45c	lb.
Lead	$5.65 to $5.85	
Tinkers' Bar Solder	28 to 29c	lb.

WINNIPEG.

Winnipeg, Feb. 11.—Building permits now aggregate for the year 1914, $684,650, and will easily run over the $1,000,000 before the end of the month. It would seem then that building activity in Winnipeg during the current year will easily surpass 1913. It is of some interest to note that by far the greater proportion of permits filed from day to day are for small residences.

In the wholesale hardware trade forty below zero weather is realizing zero business, and at present there is nothing doing or in other words trade is quiet.

Collections during January were fairly satisfactory, averaging better than during January, 1913, though hardly up to expectations.

The Arctic weather of the past week has led to some selling of stoves, but this movement naturally at this date can not be considered of much importance. Stove dealers are, however, looking for a heavy immigration, and the placing of a large number of light cookers early in the season. As a matter of fact the advance guard of the immigrant army is already arriving.

In paints and oils seasonable quietness prevails, and travelers are content to book a few sorting orders and lay out lines for spring business Some heavy orders for spring have been already booked, and there is a good outlook for paints and window glass, and generally for kindred supplies.

In metals no changes are reported that have not been already recorded in these columns. There is much local interest in copper, which, according to Wall street is likely to go higher. At present business in structural steel and kindred lines is very quiet, but prospects are good.

A live window is always symbolic of a live dealer. And we may as well say it, for we believe it, a dead window is usually synonymous with a dead dealer. The old saw about not being able to tell how far a frog can jump by measuring his legs, may be all right, but that applies to a frog. The show window and the newspaper columns are the business legs of the hardware dealer, and we can almost tell how far he is jumping by taking a peek at the advertising and the nature of his window trims.

BUSINESS OUTLOOK.

(Continued from page 64.)

some directions we are getting ahead of the real actual trade procession, and if so will have to go more slowly than we have in the past three weeks, if not we must retrace some of our steps later on.

There is no need for disappointment if the late wave of optimism having spent itself, seems to recede. It will be followed by another one that will put us further up on the shore of business recovery.

Our plea is for conservatism in our views of the future. A great deal is present to make our recovery slow, but that it will be sure we are certain.

Outlook Justifies Confidence But Conservatism.

There yet remains to be secured a restoration of the disturbed relation of cost of operation of our railroads to the amount of revenue (freight rates) that they are to be permitted to obtain. There is the risk that our legislators at Washington may be encouraged by the way the vitality and strength of business has survived the surgical operations to which it has been subjected, to indulge in other experiments, the outcome of which may be less satisfactory. The present ease of money has been caused by the release of capital which was previously withdrawn by the lack of confidence of its possessors, and be it remembered, by business being at under 75% of normal. The way it is being snatched up by the flotation of large civic and Government loans, is not promising for future ease when business is restored to full operations. Until with a new harvest, new wealth is supplied, we must be content not to increase our speed too rapidly. We pleaded for confidence; it is here. Our plea is now for continued confidence, but mixed with it sound and careful conservatism. The morning of our business revival has begun, but some months are before us before it will be full midday.

RETAIL MERCHANTS' BANQUET.

At the annual banquet of the Trenton merchants, held recently, the following interesting subjects were discussed:—

Co-operation Legislation.
Tax on Mail Order Houses.
Bulk Sales Bill.
Railway, Freight Cartage Charges.
Inspection of Scales and Measures.
To Make False Advertising Criminal.
Workmen's Compensation Act.
Business Assessment.
Credit Reportings.

These are subjects which could be taken up by merchants in other towns at their meetings.

LETTERS TO THE EDITOR

The accompanying letter has been received by Hardware and Metal from a Canadian Wholesale Hardware Firm, and refers to the amendments to the Scales and Measures Regulations, published in recent issues of Hardware and Metal. The letter is here appended:—

"The Commissioner of Weights and Measures, we understand, has ruled that no more Spring Balances or Household Scales may be imported into Canada or manufactured in Canada, claiming as a reason the inaccuracy of spring scales. We do not agree at all in this opinion as to the accuracy of the scales, but in any event the cheap Household or Family Scales, which are in general use throughout the United States and Canada, are not intended for trade purposes. They are intended for family use in cooking, canning and in checking purchase of household supplies.

The Commissioner is presumably sincere in his desire to enforce the use of correct weights and measures by the shopkeepers, and we are heartily in accord with this purpose. We beg to submit, however, that in order to bring about this result the Commissioner can have no more effective assistance than the placing in every household one of these cheap, popular Family Scales. If the householder can be induced to weigh and measure his purchases he will very quickly detect any short weights or measures on the part of the shopkeeper, and the cheap, accurate Family Scales make it very easy for the householder to do this.

Furthermore, in view of the New Parcel Post regulations, it is very desirable that there be a cheap, accurate scale in every home. Otherwise the efficiency of the new law will be greatly interfered with by making it necessary for a large majority of the parcels to be brought down to the post-office to be weighed."

TWENTY YEARS AGO.

(Continued from page 66.)

interesting reminiscences of the early development of Canada.

* * *

Some business is expected from visitors to the annual bonspiel now on.

"It is not often that a commercial traveller is fortunate enough to fall heir to a fortune that will enable him to forsake the road, but such has been the lot of H. P. Heming, who represented H. S. Howland, Sons, & Co., of Toronto, in the north and north-west. George W. Rogers has taken Mr. Heming's place, and his friends are hoping that he will meet with as good luck therein as his predecessor."

Editor's Note.—Fortune has also smiled on Geo. W. Rogers, he is now in the hardware business in Perth, Ont.

* * *

"The hockey team of Caverhill-Learmont Co. has won the championship, and are now champions of the trade. The accompanying illustration shows the players in the winning team."

Editor's Note.—We have reproduced the illustration as it appeared in Hardware and Metal twenty years ago. Several of the former hockeyists are well known among the hardware trade. F. Newman, manager Canadian Fairbanks-Morse Co., Toronto branch; G. McGowan is still with Caverhill, Learmont & Co.; L. J. Labelle is still with Caverhill, Learmont & Co.; J. Davidson, secretary-treasurer Windsor Hotel, Montreal; A. Bain is located in British Columbia; G. A. Jordan is associated with Tooke Bros., Montreal; A. MacFarlane with A. MacFarlane & Co., Montreal, Que.

To be a good salesman, a man must have a pleasing appearance, have the patience of a Job, be a judge of human nature, know his stock from A to Z, know when he has said enough, and, above all things, a salesman who would be termed a success must tell the truth about the goods he is offering for sale.

"Persistency is a big factor in the collecting game as well as a faculty of diversifying your mode of attack. The much flaunted "psychological moment" can be applied in collecting accounts better than any other one place. In other words the time to get money from a debtor is when he has money.

The Nub of the "Co-operation" Problem

The Only Way to Co-operation is to Co-operate—Experiences of American Paint Dealer and Painter—Team Work is Essential.

WE have long had in mind this "Dealer and Painter Co-operation" number of the "A. P. O. D." We knew the need for co-operation — every paint man has known it—and we knew the difficulties, which are also well known. But it was not until we actually dug deep into the experience of the trade, the individual experience, that the apparent hopelessness of co-operation's cause in a vast majority of the smaller communities and painter men. While the sickness is of such proportions that it might almost be called a plague, the treatment must be individual. The prescription must be concocted to fit each patient—and the patient is any community where dealer-painter co-operation is now unknown.

The dealer cannot solve the problem by entering the painting and contracting business in competition with the painter. Nor can the painter help himself or the cause by taking up paint merchandising and the painter have a common goal. This they now have—a desire to see more good paint used, and used right. Then each must realize that the attainment of that goal is worth some small individual sacrifices. That is essential in all team-work. And lastly, each must believe so thoroughly in his mission that he is ready to put his shoulder to the common wheel, and keep it there.

members of branches of the trade that should remain separate and independent, though harmonious and helpful to each other.

It may sound a bit ridiculous to say that the only way to co-operation is to co-operate. But that's the truth. The essentials of working together, of team work, are simple. "In union there is strength" is a trite but a trusty aphorism.

First, it is necessary that the dealer dawned upon us. Actual conditions in hundreds of towns are expressed by these letters: —

These letters were received in the same mail, one from Ohio and one from Iowa. They came in reply to inquiries regarding the condition of the good ship "Co-operation." What do they show?

No, there's no evidence of a leaky hull, nor lost rigging, nor missing rudder. Snap judgment might say that for all practical purposes the ship had sunk—but it is not so. There's nothing the matter with the vessel. She's built right. The trouble lies with the man at the helm —not with a person but with personalities. The dealer and the painter believe that the one will sell more paint, and that the other will spread more paint, if they work together. They are right. But for one reason or another, because they are "humans" with the incidental frailties of mankind, the two cannot get together on a simple working basis.

Therein lies the nub of the problem. No single pill can be prescribed that will cure the malady known as "antagonism" for the entire fraternity of paint men in competition with the regular dealer. The overwhelming sentiment among dealers and painters, as well as among manufacturers and jobbers and their salesmen, is against the furthering of such makeshift encroachments upon each other, as

The accompanying article appeared in a recent issue of the American Paint and Oil Dealer. It points out some of the difficulties which have to be overcome in order to successfully promote co-operation between the painter and the paint dealer, and gives instances of actual experiences. The co-operation problem is one which confronts Canadian dealers as well, and as the subject has been featured in previous issues of Hardware and Metal, the accompanying article will no doubt prove interesting to our readers.

Paint no longer is regarded as a luxury—or at least it is considered as such by only a very small percentage of our people. It has taken its place as one of the necessaries of our modern civilization. In fact, paint is an indication of civilization. We do not see wretchedness in all its bald repugnance where the paint brush has been vigorously wielded. Well painted houses convey to the minds of those who see them the notion that those within are intelligent and reasonably prosperous—that they have caught the spirit of the twentieth century, which is that this life is more than a mere existence, and that man is not a human mollusc.

Read This From a Paint Dealer and This From a Master Painter

I feel utterly unequal to the task of writing even a brief letter (for publication) upon this subject, as we have found the average painter so irresponsible a proposition that we have feared to even court his favors—preferring to sell what we could in spite of him, rather than let down the bars to a losing game by counting too fondly upon his aid in disposing of our wares.

Of course, there are exceptions, usually among a class that don't care to contract their work. When we are so fortunate as to encounter one that we regard as really straight or one that we feel will not be disposed to expect a $10 or $15 credit on the strength of the first $5 worth of paint sold by our joint efforts—we do our best to interest him from the standpoint of merit, just as we do an ordinary consumer.

I certainly believe in co-operation. I've heard it preached all my life—I've tried to practise it—but I have made up my mind that I'll have to wait till every Paint Dealer in this town dies before I see it worked into a reality.

Painting is an honorable trade which borders on art. Efficiency is attained only after years of study and experience. The best paint can be ruined, so far as its service goes, in the hands of an amateur. And yet read this typical catch-line from the ad of a local Paint Dealer:

"Say Good-Bye to the Painter—You can spread our paint yourself and save money."

No, co-operation with the Paint Dealers here is out of the question.



Dining Room Finished with Lin-Una Burlap.

LIN-UNA BURLAP

Made Well—Sells Well

This ideal wall covering, suitable for dadoes, panelling, and all-over effects in halls, staircase, dining room, living room or den—used extensively in theatres, public halls and hospitals.

Lin-Una Burlaps have a special backing which cause them to adhere when pasted to the wall. They are shrunk in the manufacture and will not shrink on the wall; are dyed with non-fading colors; and form a decorative material unsurpassed at any price.

See that you stock Lin-Una.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd
Edmonton

BERRY BROTHERS' VARNISHES

For longest wear and easiest care, recommend Berry Brothers' Varnishes for your customers' floors, woodwork and exposed outside surfaces. They protect the wood perfectly—they keep it looking bright and handsome—make the work of cleaning easier, therefore less expensive.

Berry Brothers' products have stood for 56 years as the *standard* of high-grade varnishes. They are the result of careful, scientific manufacturing methods, so they give lasting satisfaction.

There's a Berry Brothers varnish for every need. The following principal products are best known and most widely used in ordinary finishing or refinishing work:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry Spar Varnish—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

If you do not handle Berry Brothers' Varnishes, write us direct for information.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

MONTREAL, Feb. 11.—The business which has been featuring the local market for the past few weeks still keeps up and future delivery orders are coming in. Retailers seem to be buying more freely this year, and apparently look for a big year in the paint department. The amount of business passing for immediate deliveries is quite seasonable, although light. Collections are reported as being quite normal and conditions improving all along the line, especially so in the country.

White Lead.

There is no change in the market this week, and the same strong feeling prevails. The pig market has dropped a few points since our last issue, but, as the local quotations did not change when that market was climbing, it is not likely that there will be any change in local quotations unless the pig market keeps on going down for some time to come. The following quotations are still in effect:—

Dry White ..... 7 cents.
Lead in Oil—
5-ton lots $7.75
1-ton lots 8.05
Less than 1 ton 8.25

Linseed Oil.

This market is still quite firm, with the same prices in effect. The demand is very good for this season, and in the opinion of some local dealers dearer oil might come.

Raw Oil—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels..... 59c per gal.
10 to 25 barrels..... 58c per gal.
Boiled Oil—
1 to 4 barrels..... 63c per gal.
5 to 9 barrels..... 62c per gal.
10 to 25 barrels..... 61c per gal.
With open prices for carload lots.

Prepared Paints.

As stated above, the demand is practically made up of future bookings for spring trade. The bulk of the business passing at present is coming from the dealers throughout the country, and the city merchants will soon have to be placing their orders. This business looks good for some time to come.

Glass.

There is the same seasonable demand in evidence, with the same prices in effect.

Putty.

Theer is no change in the demand, the business passing at present being quite seasonable, with the same prices in effect.

Bulk, in casks....$2.30 per 100 pounds.
Bulk, in drums... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

This market is very firm, and, although there has been no actual advance in quotations during the week, all dealers are now quoting the one figure—68 cents per gallon—whereas last week they were split in their quotations, and some were quoting as low as 66. It does not look as if there would be cheaper prices here, as the conditions in the South are none too bright, and dearer prices would not be surprising. Lots of five barrels and over 1 cent cheaper.

WARNING.

Hardware and Metal has been informed that white lead claimed to be absolutely pure is being offered to the Canadian Trade at a very low price.

We have also been informed that an analysis has shown the lead to be about 50% pure. We hereby warn our readers to thoroughly investigate any claims which may be made by firms offering lead at exceedingly low prices. In purchasing white lead the dealer should see that it measures up to the standard claimed for it. He should also protect his own interests, as well as his customers' by purchasing from firms whose reliability and standing have been well established.

Gasoline.

The demand has not changed since one week ago, and the same prices are ruling; namely, 25½c per gallon in wood, 22½c per gallon in steel and drums, while local tank wagon price is 21c for 100 gallons and over.

Benzine.

There is no change in either the demand or price. Barrel lots in wood are quoted at 23 cents per gallon, in steel and drums 20 cents, while local tank wagon price is 19 cents per gallon for 100-gallon lots and over.

Coal Oil.

American oil—best, 21 cents per gallon; tank wagon, 17½ cents for 100 gallons and over. The demand is very good. There is also another grade of oil which is quoted at 17½ cents, with the tank wagon price 14 cents for 100 gallons and over.

TORONTO.

TORONTO, Feb. 12.—Toronto paint jobbers and manufacturers report an improvement in business this week. Dealers are booking more freely for spring delivery and the orders are larger. Indications point to a good year's business in the paint line. Orders for immediate delivery continue to come in very fair numbers. No price changes have taken place during the past week.

Linseed Oil.

The demand for linseed oil is not very brisk this week and prices are unchanged as follows:—

Raw linseed oil, 1 to 2 bbls per 9 lbs., 65s.; 3 to 5 bbls. per 9 lbs., 63c.; 6 to 9 bbls, per 9 lbs., 61c; 10 bbls. open. Boiled linseed oil, 1 to 2 bbls. per 9 lbs., 68c.; 3 to 5 bbls. per 9 lbs., 66s.; 6 to 9 bbls., 64c.; 10 bbls., open.

Oil for less than 1 bbl., 7 cents per gallon additional, 5 gallon cans, 50c.; 10-gallon cans, 75c. each.

Naval Stores.

No change has taken place in quotations in naval stores. Resin is quoted in 280-lb. gross lots at $6, and in smaller lots at 3½c per pound.

Glass and Putty.

There is a seasonable demand for glass at prices shown in current quotations. Putty quotations are unchanged.

White Lead.

Lead is still being booked for delivery until May 15, at the following prices:—
5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Prepared Paints.

Spring booking continues active and a large number of dealers, who have been holding back for some time are now sending in orders.

That the clerk should make himself familiar with the selling price of every article in the store is often emphasized by the fact that the proprietor has to be asked every now and then about certain prices. Clerks have been known to be employed for years in stores and were even then not familiar with the selling prices of many goods.





Paint that pleases your trade

THE paint that pleases your trade and brings in "repeat" orders, is the paint that gives the most enduring service, for the paint that wears is the only paint it pays to use.

In doing a job of painting, every stroke of the brush costs money, from which it follows naturally that the cheapest way to keep a building properly protected is to use the paint that lasts longest, regardless of first cost of the paint.

B-H "ENGLISH" PAINT

although sold at a reasonable price, has the quality of endurance to a superlative degree—it is made to last and it does last. There's no secret about it. We make it strictly in accordance with our guaranteed formula—70% Brandram's B.B. White Lead and 30% Pure White Zinc as the base of White and tints; and every painter knows that a paint so made will last longer and give more satisfaction than any other.

This fact makes the path of the dealer who handles "English" Paint a smooth one. Send for our Dealer's Proposition giving details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paints Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

ALUMINUM.

Ingot, 99% pure, lb.	19½c
Pattern, lb.	23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 5-10 and 2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb.	$9 75	$10 50

ANVILS.

Buckworth, per lb	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 22c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 16
Ingot, Yellow, lb.	0 13	0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).

Glass, doz.	3 25
Enamelled, doz.	4 50

C

CANS.

1 gal. jacketted, per doz.	2 70
2 gal. jacketted, per doz.	3 60
3 gal. jacketted, per doz.	4 20
5 gal. jacketted, per doz.	4 80
10 gal. jacketted, per doz.	8 40
10 inch, in 10 ft. lengths	3 30
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10
Jute, 7-16 and upwards, 10½c.	
Sisal bed cord, 100 ft.	1 50

5 ton lots, ½ lb. allowance.

20 quart, each	12 80
25 quart, each	16 75

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton		5 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., per lb.	0 05
25 lb. tins, per doz., per lb.	0 04

CEMENTS (ROOFING).

	Per gal.
Roofing cement (in bbls.)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5. 12 in., doz. prs | 4 65 | 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 2 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz in case, case	7 20
17 lb. sizel doz in case, case	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto. Per 100 lbs.
Casting ingot	16 75	16 75
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD, SASH.

No. 9, per lb.	0 50
Sash Chain, No. 2, bd. ft.	1 40

PLATES (CANADA).

Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown.	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x30	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

M. L. S. Famous (equal Bradley).

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

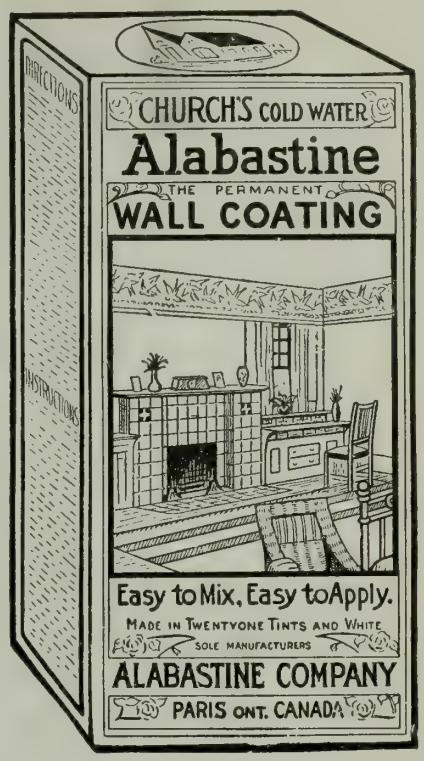
I C, 14x20 base	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

New Sales Plan for Alabastine Dealers



Hardware Men :—

Call at Booth 121 at the Ottawa Exhibition, Feb. 16-21, and see our Messrs. Bertram and Patterson. They will explain our new plan for getting expert decorators and painters to use our package goods and show you the big, striking window trim we give our dealers this year. They will also explain how we co-operate with you in reaching the buyer with our extensive direct mail, newspaper, magazine and street car advertising, free books on decorating, free stencils and brushes.

MERIT AND PUBLICITY

A Winning Combination

Around this trade-mark we have made Paints and Varnishes of merit —goods for which they are especially made—goods that serve in such a satisfactory and economical manner that each sale means a pleased customer and continued patronage.

And back of this merit is a forceful Advertising Campaign, which is making all goods, bearing this trade-mark, well and favorably known to paint users throughout Canada.

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

This Spring Martin-Senour publicity will be unusual in expansion, embodying all the good forms of advertising —Magazines, Farm Papers, Newspapers, Bulletins, Signs, Posters, Moving Picture Slides, Window Trims and Store Displays of various kinds.

If you are looking for a line of Paints and Varnishes with the winning combination—Merit and Publicity, have us give you the whole Martin-Senour story—then decide.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

E

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft.	3 02
10 inch, in 10 ft. lengths	3 31
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

G

GALVANIZED WARE.
Dufferin pattern nails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 23c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21½
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22½
½-lb. tins, lb.	....	0 24½

GRINDSTONES.
Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ¾-in., per gross	8 00
Jute Rope, ⅞-in., per gross	10 50
Jute Rope, 1-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
¾-in. $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 10
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000). 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft.		0 13½
Corrugated, ¾ in., ft.		0 16

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track	Special.	
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

I

ICE CREAM FREEZERS.
White Mountain, 50 per cent.

IRON AND STEEL.

Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Common, plain	4 25
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 80	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 80
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 50	5 45
100 lbs.	5 50	5 45
Imported pig, per 100 lbs.	5 65	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

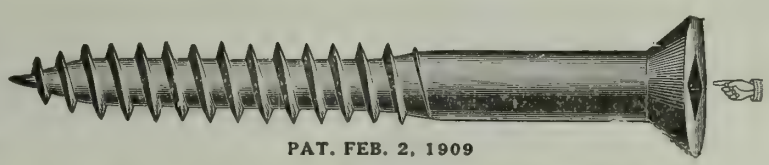
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5 50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7 25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90. 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 2-lb. box.
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll..	$3 00
½-in. x 22 ga. x 18-in., roll..	4 30
½-in. x 22 ga. x 24-in., roll..	5 65
½-in. x 22 ga. x 30-in.. roll.	6 90
½-in. x 22 ga. v 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll...	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Plumbers, per 100 lbs..... 3 25

OIL.

Can. prime white petrol		0 15½
Royalite	0 17	0 16
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PAPER, ETC.

Tarred Slaters' Paper, per roll	0 [illegible]5
O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 00
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney.. 100 lbs.	0 85
Pitch, Scotch, per 100 lbs..	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
2 Ply Ready Roofing, p. sq.	0 75
3 Ply Ready Roofing, p. sq.	0 95
2 Ply Ready Roofing, p. roll	1 15
3 Ply complete, per roll....	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl...	5 00
Shingle Varnish, per bbl...	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1.	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

WROUGHT IRON PIPE.

Size.	Buttwelded. Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
	Lapweld.	
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c. 5 per cent off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-incl, 60 and 5 per cent., 7 and 8-inch pipe, 45 per cent.

Medium and extra heavy fitting, 70 per cent. Light pipe, 60.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths....	3 45
3 inch, in 10 foot lengths....	4 20
4 inch, in 10 foot lengths....	5 53
5 inch, in 10 foot lengths....	7 60
6 inch, in 10 foot lengths....	9 25

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs...	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.

Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

ROOFING.

Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70

ROPE.

Pure Manila	0 15
British Manila	0 11
African hemp	0 11
Sisal rope	0 10½
Cotton, 3-16 in. and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 09¾
Lath yarn, double	0 10¼
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
3 Ply Cord.	
30 ft., per doz.	0 45
40 ft., per doz.	0 60
100 ft., per doz.	1 50
6 Ply Cord.	
40 ft., per doz.	0 95
48 ft., per doz.	1 15
60 ft., per doz.	1 45
72 ft., per doz.	1 75
100 ft., per doz.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, 10 per cent.

Simonds' Hand, 15 per cent.

Shurley & Dietrich, 40 and 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 00 plus $1 00 for stamping; 1200 lb., platform, $16.50 plus $1 00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

Net Prices on Champion Scales.

Shurley & Dietrich, 35 per cent.

WARE, STAMPED.

Plain, 72½ and 15.

Retinned, 72½ and 5.

Tinners' trimmings, 72½ and 5.

SCREWS.

	Per cent			
Wood F.H., bright and steel	85	10	7½	10
Food R.H., bright	8	10	7½	10
Wood F.H., brass	75	10	7½	10
Wood R.H., brass.	70	10	7½	10
Wood F.H., bronze	70	10	5	10
Wood R.H., bronze	65	10	5	10
Drive screws	65	10	5	10
Set, case hardened	60	10		
Square cap	50 and 05			
Hexagon cap	45			
Bench, wood, per doz.	$5 00			
Bench, iron, per doz.	4 25			

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best rest
16-20 .. 3 95	3 75	3 95
22-24 .. 4 15	3 95	4 15
26 .. 4 40	4 20	4 40
28 .. 4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand— Montreal Toronto

24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30. $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30. $4; 18x36. $5.15.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.

Boker, hockey, 30c upwards; spring.

Empire hockey sticks, $3.00, $3.50.

Micmac and Rex sticks, $4.25, $6.25.

St. Mary's Hockey Sticks, best grades. $3.40 to $5.75 dozen.

Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Per. lb. Montreal	Toronto
Wire solder, lb.		0 27
Electrotypers solder, lb		0 30
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SOIL PIPE.

4, 5 and 6 inch medium 65 and 10 per cent. off.

Extra heavy 45 per cent off.

7 and 8 inch medium 45 per cent. off.

The MOORE way of selling paints adds no cost to the selling price

Mr. Dealer,—

Your customer demands the best paint you can give him at a reasonable price. The money you pay for your paint, is it going in the can, or elsewhere? Every can of Moore's House Colors contains value for money received.

If it is expensive to sell the paint you handle, and you have to pay more for it on that account, then you are not giving your customer value for money received. Why? Because your cost is increased, but your value has not.

Write for particulars of the MOORE way of selling paints. It will pay you.

BENJAMIN MOORE & CO., LIMITED

2, 4, 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTERET

Stephens Ready-mixed Paint

REG. TRADE MARK.

is made by experts for the use of everyone.

The professional painter, as well as the amateur, is a steady user of "Stephens" because it saves him time and money, and always gives satisfaction. "Stephens" is more uniform than any he could make himself.

You want his custom, don't you?

Then write us for the "Stephens" agency proposition.

G. F. Stephens & Co., Limited, WINNIPEG, CANADA
Branch at Calgary, Alta.



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Jamieson's Paints

are the product of a business built up by always considering "Consumer Satisfaction."

YOU can't pay too much attention to "Consumer Satisfaction" in YOUR business. A stock of Jamieson's Paints in your store would be a good part of this right attention.

R.C. Jamieson & Co., Limited

Owning and Operating P. D. Dods & Co., Limited

Montreal ESTABLISHED 1858 Vancouver

16

SPELTER.
Foreign, per 100 lbs.. 6 25 5 45

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.
Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Universal, ass skin, No. 714, 66 ft., doz. 3 40
Lufkins, linen, No. 404, 66 ft. ea. 0 94
Lufkins, steel, No. 264, 66 ft. ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821 ..... 1 95
Chesterman's Steel, No. 1840, 50 ft. ....

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (Rat and Mouse). Doz.
Gee Whiz Mouse, doz..... 0 15
Gee Whiz Rat, doz..... 0 90
Out O' Sight Mouse Traps. 0 60
Out O' Sight Rat Traps.... 1 20
Easy Set Mouse Traps..... 0 45
Easy Set Rat Traps..... 0 95
Blizzard Mouse Traps..... 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

TRESTLES.
5 ft., each. $1 50 14 ft., each. $4 20
8 ft., each. 2 00 16 ft., each. 4 80
10 ft., each. 2 50 18 ft., each. 5 40
12 ft., each. 3 00 20 ft., each. 6 00

TWINE (Binder).
650 ft., per lb. .....
600 ft., per lb. .....
550 ft., per lb. .....
500 ft., per lb. .....
1914 quotations on binder twine not yet issued.
5 ton lots, ½ lb. allowance.
10 ton lots, ¼c lb. allowance.
Bag, Russia twine, lb.... 0 27
Wrapping cotton, 3-ply twine 0 26
Wrapping cotton, 4-ply twine 0 30
Mattress twine, lb..... 0 45
Staging twine, lb. 0 35

TUBES.
Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

Sectional, 1 lb. per 100 lbs.. 2 20
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100. 1 65

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70
Smarts, horse, 3½c lb.

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.
Can. wrought iron, 45 per cent

WASTE (POLISHING).
Cream 0 13
White 0 12

WASTE (WHITE).
XXX extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).
Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05½
Keen 0 05

WASTE (PACKING).
Anchor 0 06
Anvil 0 07½
Axel 0 10

WASHER WIPERS.
Mixed white 0 08½
Light colored 0 07
Dark colored 0 05½

WEIGHTS.
Smarts, 3½c lb.

WIRE.
Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.40 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 35c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.
Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.
Galvanized, 1st grade, 6 strands,

24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz		47 50
Eze, 11 in., per doz.....		51 75
Bicycle, 11 inch		59 25
Trojan, 12 inch		100 00
Favorite 511E		61 50
Unexcelled 1041E		75 50
Challenge 311E		54 00
Gem 141		51 75
Sunlight 111		44 50

20 per cent.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 20
Garden, steel wheel, doz.. 32 40

WHIFFLETREES.
Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 in. 0 95
Tubular steel lumbermans, 44 inches 0 95

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

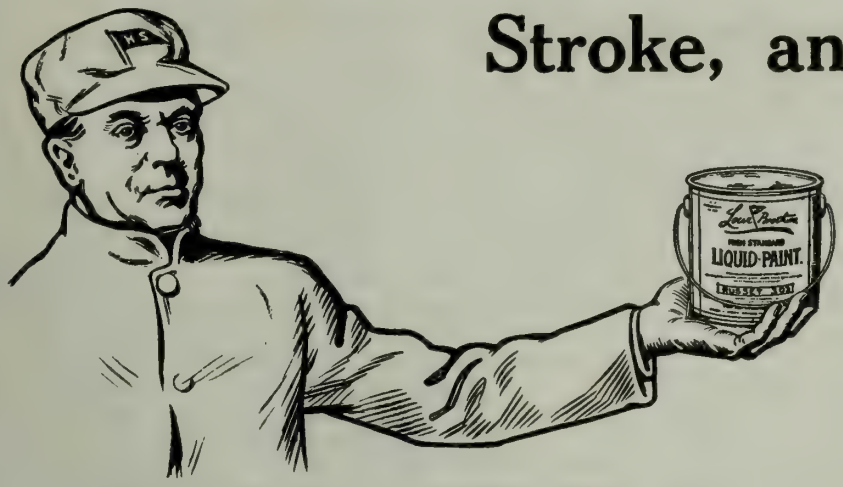
ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

"True Color, Brother, at the First Stroke, and the Last-"



—and the satisfaction of a good job, well done, all through, comes from the use of

Lowe Bros. High Standard Liquid Paints

You can't hope to hold the trade worth holding with paint that is made "on the cheap," that cracks, peels and blisters and looks shabby almost as soon as dry. But you can hold it with Lowe Bros. High Standard paints, made with the exact and scientific knowledge, gained during 50 years' experience, of the art of high-grade paint making.

And you can get that trade in the first place with our advertising, and with the whole-hearted, shoulder-to-shoulder campaign we put up for and with you. Some Lowe Bros. dealers report as much as 200% in their paint business since they joined the Lowe Bros. family.

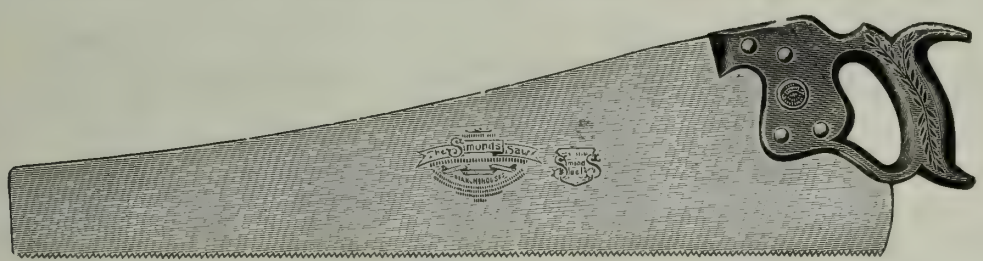
To-day is the day to write us.

Lyon-Monkhouse, Limited
Winnipeg, Man.

Lowe Brothers LIMITED
TORONTO

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

SIMONDS SAWS
Best for Dealer and Carpenter



Carpenters in Canada want saws that will cut easy, and remain sharp a long time. Good steel gives these qualities to a saw. Simonds Saws are made of Simonds Steel and are absolutely guaranteed.

Dealers want a fair profit. Prices are established on Simonds Saws which give this profit. Place your order with your Jobber, or write us for catalog and discounts.

Simonds Canada Saw Co., Limited
St. Remi St. & Acorn Avenue
MONTREAL, Quebec

VANCOUVER, B. C. **ST. JOHN, N. B.**

Paints, Oils, Varnishes, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs.	0 07
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 10
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 04
Vermilion, 100 lb. kegs....	0 20
Carmine red	0 50
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls..	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure...	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake.	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	11½
CL	....	0 12
C	....	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 15 per cent.

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Less 15 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.
Under 26	3 40
26 to 40	3 60
41 to 50	4 00
51 to 60	4 25
61 to 70	4 50
71 to 80	....
81 to 85	....
86 to 90	....
91 to 95	....

Double Diamond.

Size United Inches.	
Under 26	5 00
26 to 40	5 45
41 to 50	6 25
51 to 60	6 75
61 to 70	7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

GLASS, PLATE.

40 and 5 p.c. off list, f.o.b. Ontario and Quebec.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto
Ton lots, per 100 lbs.		
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine....	8 55	8 70
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)..	....	8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	8 25	8 40
Genuine, 560-pound casks, per cwt...	6 15	6 12½
Genuine, 100-pound kegs, per cwt.....	6 40	6 38
No 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
50 lb. kegs, per 100 lbs....	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs....	9 50
600 lb. casks, per 100 lbs..	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 59	0 65
3 to 5 bbls.....	0 56	0 63
6 to 9 bbls.....	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.....	0 59	0 66
6 to 9 bbls.....	0 58	0 64

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure 1 75	2 00
Globe house paint (Windsor)	1 66
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..	2 50	2 60
Bulk, 25-lb. drums...	....	2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c bd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal.	Toronto.
Pure, single bbls....	0 64	0 70
2 to 4 bbls.....	0 63	0 69

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish..	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO

High-Grade

Paints and Varnish

For Every Purpose

Full of the qualities that are essential to get good customers coming with friends and re-orders.

Our new methods of manufacture place us in a position to supply dealers with full line of paint and varnish at a much better price than any other house in Canada. Our price appeals to buyers and allows the dealer a splendid profit.

Your paint troubles will end when you start selling our goods. **End them now.**

We will be pleased to furnish particulars and references.

The Ottawa Paint Works

687 Wellington St., Ottawa, Canada

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c; anvil and vise combined, Diamond, $3.85 each.

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BELTING.
Rubber—50 p.c. off the list.
Leather.
Agricultural leather belting. 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

AUGER BITS.
"Irwin" bits. 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel. 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5 00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each; No. 5, $10.00.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 37½c per lb. Tinned, 30c.

DRY COLORS.
White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.
White lead, $8.35 to $9.15 per 100 lbs.; red lead, kegs, $8.50.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 01
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3 65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases. 24½c.

GLASS, WINDOW.
Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75. in 100 foot boxes.

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

SAD IRONS.
Common Sad Irons, 8lbs. and Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, 3.00; No. 9 and larger, $2.78.

CUT NAILS.
$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PITCH.
Pine, $6.50 per bbl.; less than bbl. lots, 4c per lb.; roofing pitch, $1.00 per 100 lbs.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.75; 8 inch, $4.50.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.
$8.35.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50 60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 26 cents.

SCREWS.
Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES.
10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5.00; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent.; net extra N.P., $3.00 per doz.; net extra galvanized, $3.00; net extra coppered, $3.00; net extra blued, $3.50.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 75c.

TIN AND TIN PLATE.
Black tin, 58c per lb.

	Per Box.
20 x 28, I.C.	9 70
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Lyman 4 point, $1.95 f.o.b. Fort William, $2.30 Winnipeg; Glidden Cattle, 2 pt., $1.82 Fort William, $2.15 Winnipeg, Glidden Hog, $1.92 and $2.27, Baker 2 pt., $1.80 Fort William, $2.12 Winnipeg; Waukegan 2 pt., $1.80 Fort William, $2.12 Winnipeg; Alberta 2 pt., $1.80 Fort William, $2.08 Winnipeg; American special 2 pt., $1.45 Fort William, $1.70 Winnipeg; Plain twist, $2.80 Fort William, $3.20 Winnipeg; Coil spring, No. 9, per 100 lbs., Fort William, $2.20; Winnipeg, $2.00. Price quoted for barbed wire are for spools of 80 rods f.o.b. Coil spring, No. 12, $2.30 Fort William, $2.70 Winnipeg. Plain galvanized, No. 9, $2.15 Fort William, $2.55 Winnipeg. Plain galvanized, No. 12, $2.25 Fort William, $2.65 Winnipeg.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

MILLER-MORSE HARDWARE COMPANY.

LIMITED

"The Big Winnipeg House"



HARDWARE AND SPORTING GOODS

—WHOLESALE—

Bar Iron	*Swift Brand*	Baseball Goods
Pipe Fittings	*For The West Land*	Tennis Supplies
Brass Goods		Baby Carriages
Blacksmiths' Supplies	*A Western House Soliciting Western Business*	Sewing Machines
Woven Wire Fencing		Cutlery

Your Mail Orders are Appreciated and Will be Given Prompt and Careful Attention

The Popularity of Your Store

depends mostly on the Stock you carry. Talking of **paint,** there's no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paint and Varnishes have been made right and have proved their ability to **stay** right. Color and quality are fixed.

Ramsay's Complete line **"is"** complete and that's the line of paint for you to carry if you would make yours the most popular paint store in town.

Ramsay's Paint



A. Ramsay & Son Co.
Montreal
Paint Makers Since '42



We Sell One Live Dealer in Each Locality

And then get behind him with our Up-to-date Advertising

Kyanize

KY-AN-IZE



Is a Wonderful Product

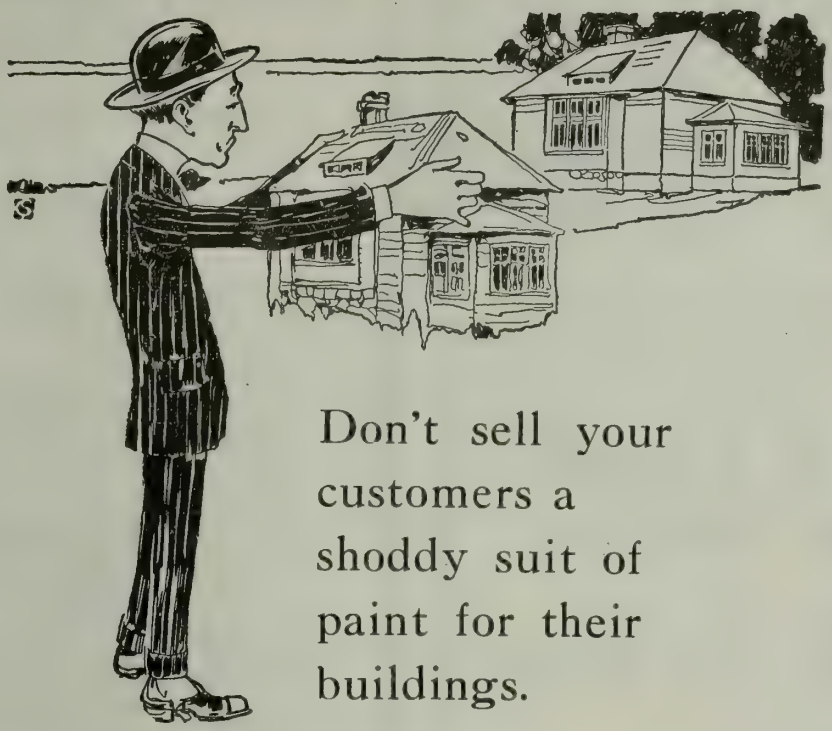
It will double your Varnish business. Write for full particulars before you buy for spring.

BOSTON VARNISH COMPANY, Everett Station, Boston

Distributors for Western Canada

J. H. Ashdown Hardware Company

CALGARY **WINNIPEG** **SASKATOON**



Don't sell your customers a shoddy suit of paint for their buildings.

Selling Paint is much like selling clothes

Your customers want to buy a coat of paint that will add to the appearance of their property and protect it for the longest possible time.

CP CANADA PAINT

may be compared with the finest tailored clothes. It is made from pure materials according to formulae that insure every quality that is essential to a good paint. It is thoroughly combined by modern paint-making machinery by expert paint makers, and is the result of over fifty years' experience in making ready-mixed paints.

You should not, however, be contented with stocking a good paint. Realizing the mutual benefits to be derived from an aggressive plan to assist CP Agents in increasing their paint sales, The Canada Paint Co. have perfected a complete and practical sales plan to bring more paint buyers to the stores where CP products are sold. Before placing your spring order you should be familiar with the CP proposition, for it will bring increased profits from your paint department, and will help your entire business. A post card will bring a CP Representative to you, whenever convenient.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

SHELF SPACE IS VALUABLE

in your paint department

Estimate its value to your business by the cubic foot and then figure if you cannot make it of still greater worth by stocking with

MAPLE LEAF
Paints and Varnishes

Being consolidated they take up less space.
Turnover more frequently.
Bring customers back—for more.
Meet every requirement of the consumer.
Give service and satisfaction.

In Short
MAKE GOOD
BECAUSE
THEY'RE MADE GOOD

which is the whole secret of their success in obtaining larger profits and more permanent growing business for the dealer.

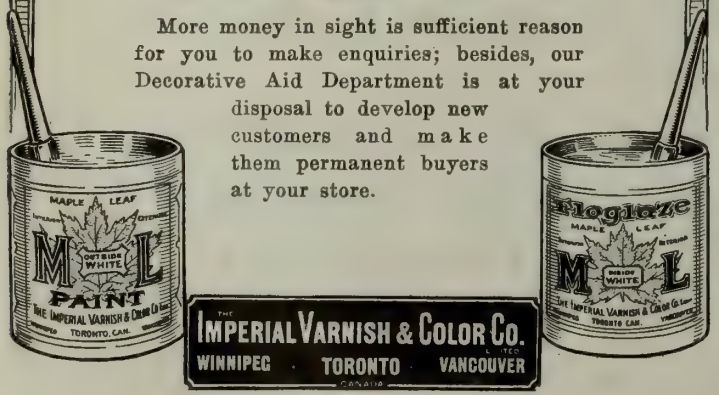
The condensed M. L. Line fully equips you to meet every requirement of your trade.

If enough is sufficient, what need is there for more?

Since the M. L. Proposition requires only the minimum of outlay with the maximum of returns, consider it to-day and write us that you are interested.

FINISHES THAT ENDURE
M L
QUALITY

More money in sight is sufficient reason for you to make enquiries; besides, our Decorative Aid Department is at your disposal to develop new customers and make them permanent buyers at your store.



THE IMPERIAL VARNISH & COLOR CO. LTD.
WINNIPEG · TORONTO · VANCOUVER

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

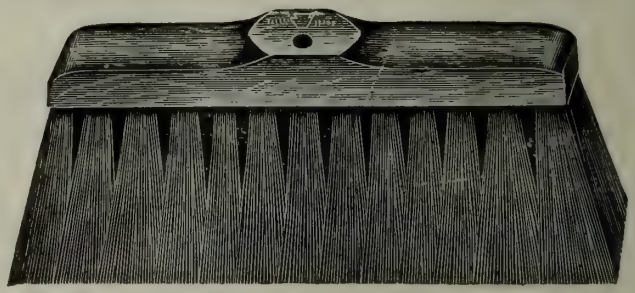
Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

	Name of Brand:
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klenza"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company
100 William Street, New York, N.Y.



STABLE BROOMS

are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

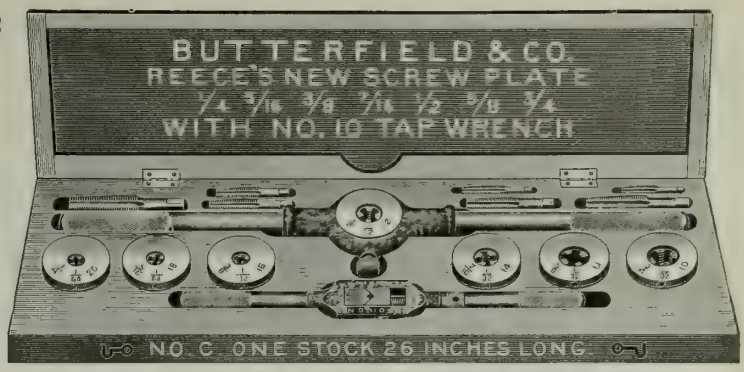
Stevens-Hepner Company
LIMITED

PORT ELGIN ONTARIO

"BUTTERFIELD"

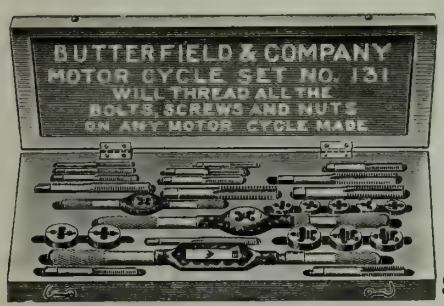
Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. DERBY LINE, VT.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

The Eagle Mop Wringer and Bucket



Will help boost your reputation as an up-to-the minute Hardware dealer. It's a good wringer and a good bucket combined into one article in a form most convenient for the user. It also pays a very nice profit. You should make it part of your stock.

We have a complete line of woodenware, willowware, brooms, brushes, wrapping paper, paper bags, cordage and twines.

Write for catalog.

Walter Woods & Co.
Hamilton and Winnipeg



Is used by the largest consumers.

Why?

BECAUSE it is thoroughly reliable.

BECAUSE it is always uniform, and made from selected metals.

TALLMAN'S REPUTATION IS IN THE GOODS.

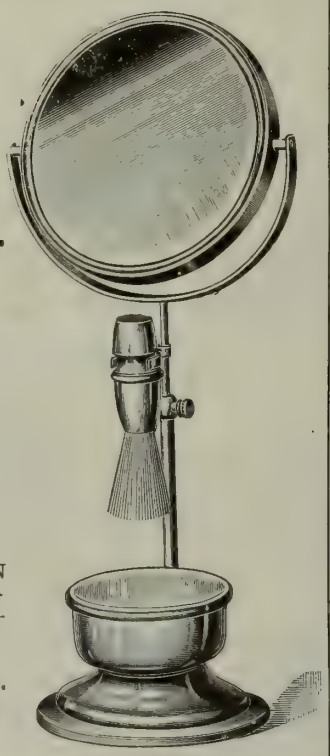
Tallman Brass & Metal Co.
HAMILTON, ONT.

We Manufacture

HIGH-CLASS METAL

SHAVING SETS.
BOWLS, MIRRORS, ETC.
TOILET ARTICLES OF EVERY DESCRIPTION.
ALSO AN EXTENSIVE RANGE OF TEA POTS, COFFEE POTS, SUGAR BASINS, ETC.

PROGRESSIVE CANADIAN DEALERS CAN PROFITABLY HANDLE OUR PRODUCTS.



Canadian Agents: Messrs. Rau, Voss & Co., 160 Bay Street, Toronto.

HONER & GRIMM

SPAICHINGEN, - GERMANY

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

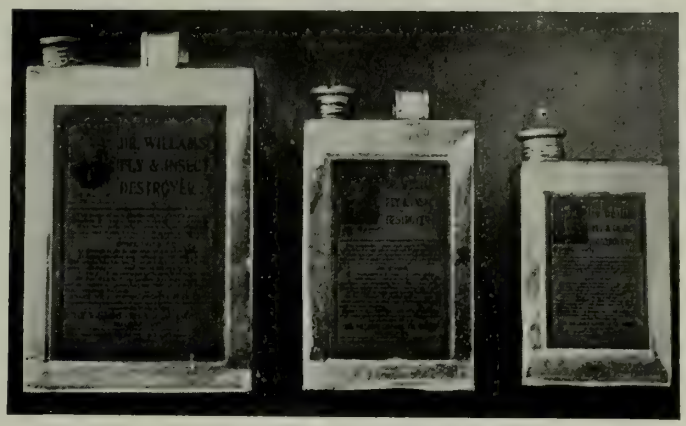
It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

For 30 days we will accept dealers' orders for our PEERLESS Farm Fencing and Gates at a special reduced price. Write for further particulars to-day.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

Good Goods
Good Business Good Profits



This is the song sung by every customer of The Williams Chemical Company, Limited. Our year, 1913, is ended and every gallon of our goods were sold with our positive guarantee and not a can was returned; all we received were many unsolicited testimonials from coast to coast and a large number of loyal customers added to our list.

Remember, there is only one Fly Killer on the market doing all that is claimed of it, that is Williams', the goods put up in the cans bearing the yellow label, printed in black, the acknowledged standard by which all others are judged.

We are also the sole manufacturers of Snow White Hand Cleaner, being endorsed by The National Railway Association, Limited, of Canada, and the Dominion Government.

We will be at The Hardware Convention with a full display and cordially invite every wholesale and retail merchantto give us a call.

Remember, whether you buy these goods direct from us or from any of the following wholesale distributers, the same guarantee is attached to every can:—

Wood, Vallance & Co., Hamilton, Ontario.
Wood, Vallance, Ltd., Winnipeg, Man., sole distributers for the Provinces of Manitoba and Saskatchewan.
Wood, Vallance & Adams, Calgary, Alta.
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Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Cochrane Hardware, Ltd., Sudbury, Ontario.
A. J. Morgan, London, Ontario.
D. H. Howden & Co., Ltd., London, Ontario.
The Hobbs Hardware Co., Ltd., London, Ontario.
H. S. Howland, Sons & Co., Ltd., Toronto, Ont.
The Peterborough Hardware Co., Peterborough, Ont.
Edwin Chown & Son, Kingston, Ont.
A. Chown & Co., Kingston, Ont.
W. B. Dalton & Sons, Ltd., Kingston, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.
The Ottawa Paint Works, Ottawa, Ont.
Starke-Seybold, Ltd., Montreal, Que.
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BLACK DIAMOND FILE WORKS

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Special Grand Prize GOLD MEDAL Atlanta, 1895

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G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

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GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

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STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

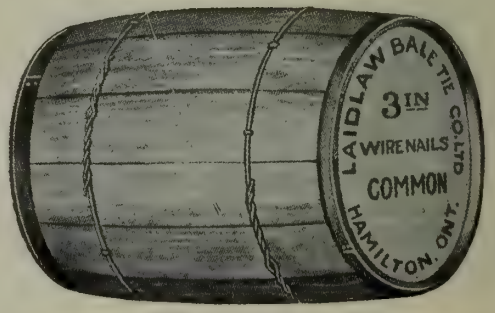
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

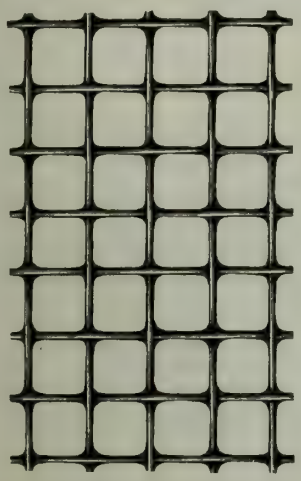


THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

GREENING GOODS

are necessary for the Spring Trade

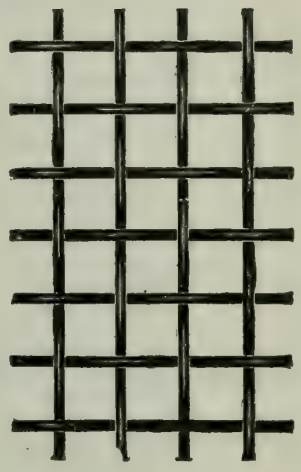


WIRE CLOTH

Sand Screen Cloth

Fanning Mill Cloth

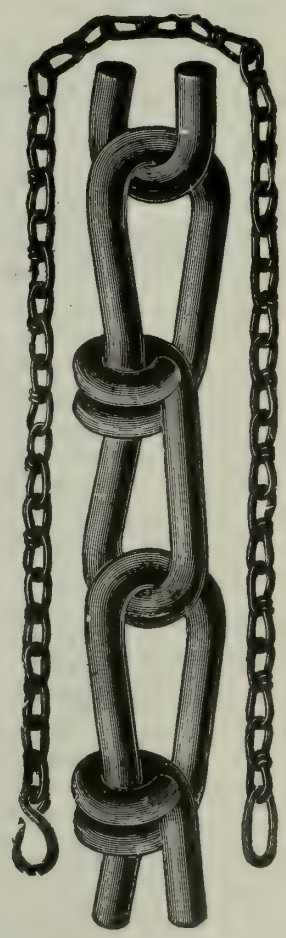
Regalvanized Wire Cloth



Every description of
Wire Cloth and Wire Work

TRACE CHAINS

Lightest, Strongest and Best
Chains on the Market.



Halter, Dog, Cattle Chains

Wire Rope

Wire Rope Fittings

These are good, profitable lines
for the Retailer.

MANUFACTURED BY

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT. MONTREAL, QUE.

The Force That is Moulding A World

The man who can move a product, the man who can move an idea or a thing from where it was made to where it is used and bring back something of value in exchange, is the Force that is now moulding and making the world of which each of us is a part.

No man is paid to sit at a desk, nor to fill a chair,—except College Professors. We are paid to deliver a thing from "here to there" and bring back something in return. The problem of civilization, the problem of each firm and of each business man is to set each man and woman at work doing that which he can do best.

Each of us should be a producer, should be at work where we can show results. We are paid, or should be—and some of us are—for our ability to produce. Land is worth what it will grow when intelligently cultivated. Real estate is worth what it will bring because of accessibility and location. What will it bring? What can he produce? This is the principle that underlies it all.

The man who uses other men to help and to lend a hand in the great scheme of usefulness, is the man that gives opportunity. And opportunity means life and liberty and love and success and health and happiness. And these are the only things that are really worth while.

Each of us is paid for doing something that needs to be done, but too many of us are able to do nothing that anyone wants done. Too many of us have no trade, no skill, no training. There is nothing we can make or sell or buy, and consequently we possess no desire to perform useful service because we do not understand what service means.

Our present methods of training young men and young women during the early and all important years of life is wrong, and worse it is travesty and more than this: it is a crime against the race and against the individual who suffers. We grow up to manhood and womanhood without a trade, without an occupation, without anything the world can use in moving something from "here to there" and bringing back something of value in exchange.

The man, the woman, the boy or the girl that must earn a living should be trained to do something well—skillfully—for these are the things that count in moulding and making an individual that improves the standard of things about him.

To those who are toiling in the mines, inventing machinery, weaving the cloth that clothes the world,—to those who are driving our engines of power and guiding our trains across the continent,—to those who are working in our offices of business—to those who are breeding better plants and growing flowers to feed our souls with beauty—to those who are spanning our streams with structures of steel—to those who are training their hands and minds to do something useful here in the great scheme of building a race of men and women —my heart goes out to them across the miles.

For all these we need finer homes, better foods, finer clothes, better books, cleaner newspapers, better shops, safer travel, more parks and more play-grounds for recreation and change, and when we begin to teach our children to do the thing they are best fitted to do so that they will be able to render a service the world is willing to pay for,—then, and not until then, will we have all of these things.

The problem of civilization is to set men and women at work doing that which they can do best; for the individual of this type sets a higher standard for everything touched by his money and his intelligence.

Efficiency

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We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Earting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
Jennings Pattern Auger Bit.
Bates Pattern Auger Bit.
Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience





goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"

Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

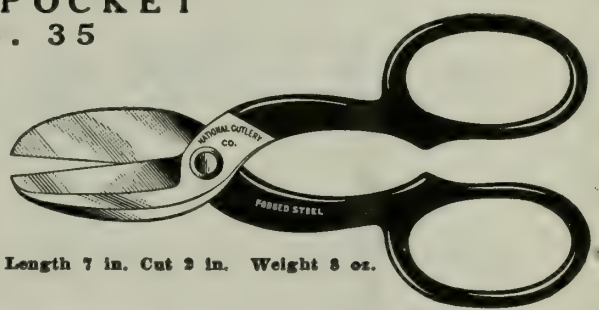
A NEW SNIP — NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



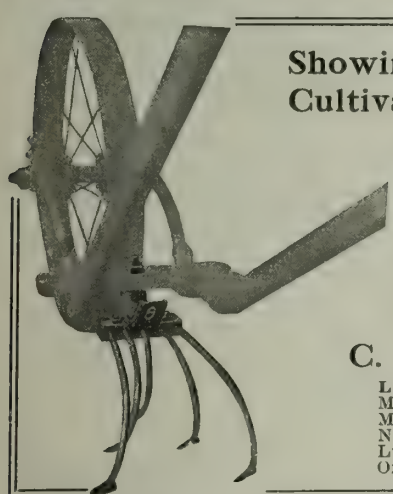
Length 7 in. Cut 2 in. Weight 3 oz.

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NATIONAL CUTLERY CO., - - PHILADELPHIA

MAKERS OF NATIONAL SHEARS AND SNIPS

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY



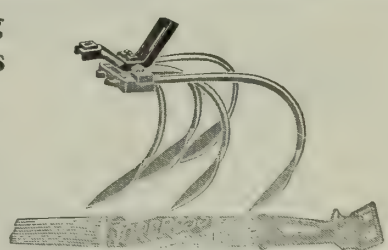
Showing How the "NORCROSS" 5-Prong Cultivator-Hoe will Attach to Wheel Plows

No wheel plow has an attachment equal to the "Norcross" Cultivator-Hoe and none but the "Norcross" has the detachable handle.

The five-prong "Norcross" can be attached to the new standard styles of wheel plows, viz.: The slotted horizontal frame (as illustrated) and plows having a vertical leg construction.

It will be to your interest to get our circulars on the "Norcross" line of Cultivator-Hoes and Weeders.

"WE MAKE NOTHING ELSE AND OUR GOODS SHOW IT."

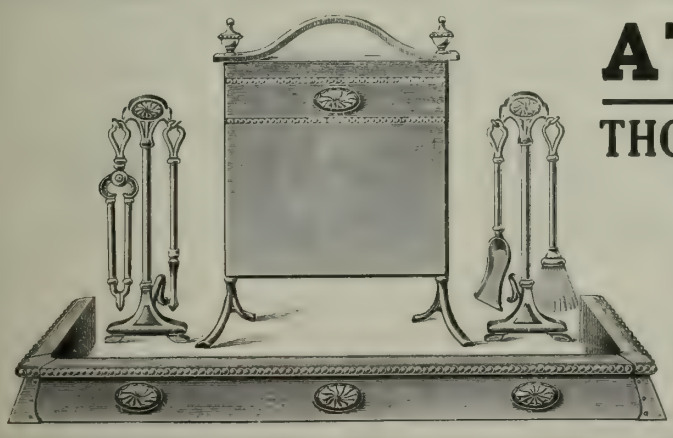


Manufactured only by

C. S. NORCROSS & SONS, Bushnell, Illinois, U. S. A.

LIST OF JOBBERS IN CANADA HANDLING "NORCROSS" GARDEN IMPLEMENTS

McLennan, McFeely & Co., Ltd., Vancouver, B.C.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba; Merrick-Anderson Co., Winnipeg, Manitoba; The S. Hayward Co., Ltd., St. John, N.B.; W. H. Thorne & Co., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; James Simmons, Ltd., Halifax, N.S.; Edwin Chown & Sons, Kingston, Ont.; Eureka Planter Co., Woodstock, Ont.; Lewis Brothers, Ltd., Montreal.



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS

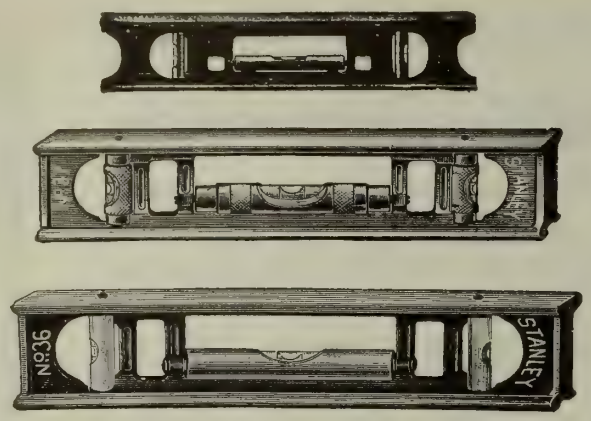
DUDLEY, ENGLAND

TRADE MARK

MANUFACTURERS of Hearth Suites of every description. Companion Stands, Fire Screens, Coal Vases, Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:

GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO



Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned,** which combines the **minimum of weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary condition of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

BUR-NOR

IT'S NEVER TOO LATE TO SEND

for Catalogue, Prices, etc., on **Bur-Nor** Hatchets.

They are regular, all-year-round sellers, and cannot fail to give absolute satisfaction.

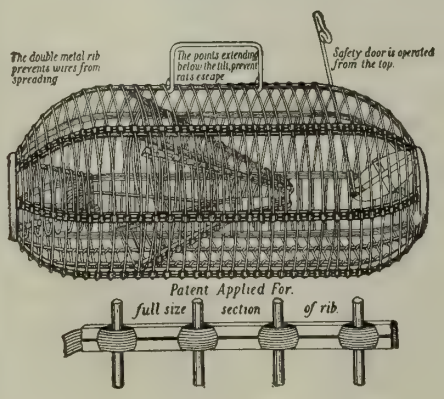


The reinforced handle makes them twice as strong as wooden-handled hatchets, and the high-carbon steel blades, being tempered in oil, will stand up under severe usage.

Write for Catalogue and prices to-day.

BURGESS-NORTON MFG. CO.
GENEVA, ILL.
U. S. A.

BUR-NOR



Hold 'Em Rat Traps

Catch 'em alive and feed the dogs

The Hold 'Em Trap is extra strong, being made of heavy coppered steel wire and are double-ribbed.

Thos. Birkett & Son Co., Limited
OTTAWA

"Wear-Ever"

The Reason Why

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case-hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Demand for **"Wear-Ever"** utensils exists—has been increased each year for eleven years by consumer confidence, by sample-demonstration work, and by magazine advertising.

"Wear-Ever" advertisements will appear in the March numbers of the Ladies' Home Journal, Pictorial Review, Delineator, Designer, Woman's Magazine, Woman's Home Companion, Good Housekeeping, Christian Herald, McCall's Magazine, Woman's World, Saturday Evening Post, and Country Gentleman, which publications have a combined circulation of 11,019,453. Assuming — as publishers do — that each copy of each magazine is read by at least five persons, the number of people who are "scheduled" to see the March **"Wear-Ever"** advertisement is 55,097,265.

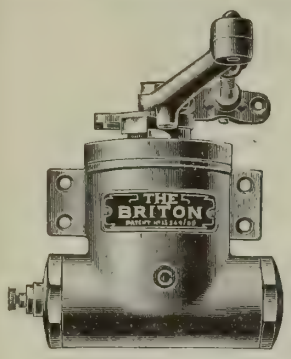
Names of Customers, Cards to be used in circularizing them, Folders for distribution, Ad Book, Window Display Book, Demonstration Book, Display Cards and Picture Slides are at the service of **"Wear-Ever"** dealers.

Write for printed matter. Address

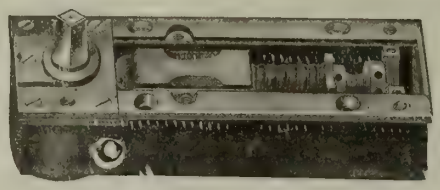
Northern Aluminum Co., Limited

Dept. 29 **Toronto, Ont.**

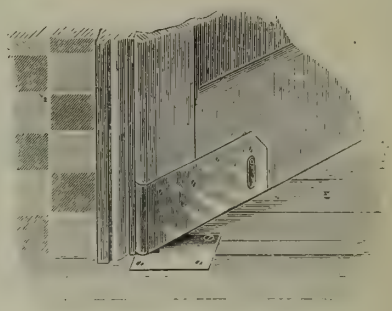
"Wear-Ever"



The "BRITON" Door Check and Spring.



"ALBION" Floor Spring.



"ERA" Shoe Door Spring.

WM. NEWMAN & SONS

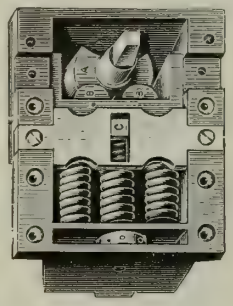
LIMITED

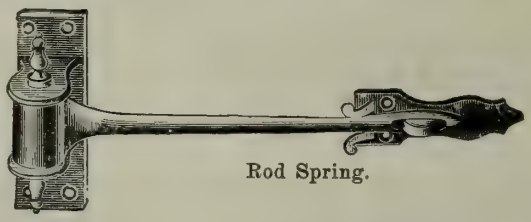
Manufacturers of Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, etc.

LISTS ON APPLICATION.

Birmingham, ENGLAND

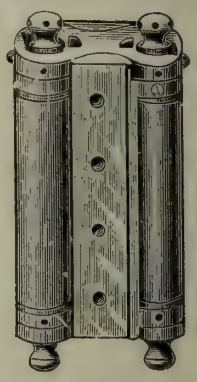
"Invincible" Floor Spring.





Rod Spring.

Regulating Spring Hinge.



ENQUIRIES to TEES & PERSSE, Calgary, Alta., or F. D. C. RICHARDS, 70 Lombard St., Toronto

One of these sets on your counter

will not only add to its appearance, but will attract people's attention and sell a great many of these popular-priced, well-made brushes. And by introducing your customer to



"Meakins Quality"

you will create a demand for Meakins Brushes that will turn big profits your way. Become a "Meakins" dealer and you'll find that Meakins Brushes are as good an investment as you ever made. Order one set only if you like—from your jobber, or if he hasn't got them, from us direct. But do it to-day while you think of it. We've a catalog for you.

Meakins & Sons, Limited

HAMILTON ONTARIO

Don't Miss A Visit To Our Booth At Ottawa

We will take a pleasure in explaining SHOUPERIOR to you.

All information will be cheerfully given, but you will not be urged to purchase.

You Will Be Welcome at Booth No. 43

We want every hardware dealer to know about SHOUPERIOR.

You cannot spend a dollar with us unless it is evident YOU will be benefited.

Autographic Register Company

of Canada, Limited

MONTREAL

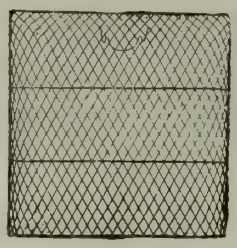
We are headquarters for

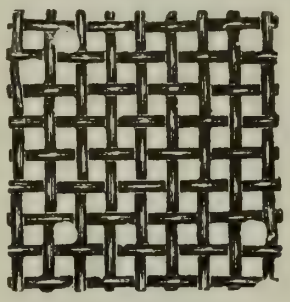
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 356, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

Canadian Supply and Contracting Co.

Limited

TORONTO - - - CANADA

TRADE **CASCO** MARK

WEATHERPROOF

"PRODUCTS"

Structural Waterproofing

Engineers and Contractors

Roofing, Waterproofing and Insulating Material

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The

R. McDougall Co., LIMITED

GALT, CANADA

STILL'S Cant Hook AND Peavie Handles

Are the best. Made of the best Hard Maple and Hickory. Nicely finished and carefully graded. All leading jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

At the Ottawa Convention?

If so, don't fail to pay us a visit. It will be a great pleasure to show you the Stratford line of **Ladders, Bake Boards, Ironing Boards, Swings, Garden Seats, Clothes Driers, etc.**

In our advertising we've been emphasizing the quality and finish of our products —now we want you to see the goods and be convinced that there is nothing in Stratford advertising that isn't in Stratford goods.



The Stratford Mfg. Co., Limited

STRATFORD, ONTARIO

REPRESENTED BY

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces —J. H. Hanson Co., Ltd., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford. Manitoba and Saskatchewan—H. F. Moulden & Son, Winnipeg.

OWING

——— to the fact that Ronuk is manufactured in England it is impossible for us to get an exhibit at the Canadian Hardware Convention at Ottawa ——— but, being desirous of showing you the manifest advantages of Ronuk as a dressing polish for any wood surface, we have been able to arrange an exhibit in the store of Mr. D. Storey, 403 Bank St., only a few blocks from the Exhibition Grounds.

Every Exhibition visitor will be made welcome and there will be every appliance for the demonstration of the superior properties of

RONUK FLOOR POLISH

And Furniture Polish

which, we feel sure, will impress you strongly.

The place is directly on the way to and from the Exhibition.

Remember—

D. STOREY, 403 Bank Street

and we will do everything to make your visit a pleasant and instructive one.

By appointment to His Majesty the King.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - - Toronto
Appleby School - - - Oakville
Grand Trunk Railway Offices - Ottawa
City Hall - - - - - Quebec
New Private Patients' Wing - - - New General Hospital, Toronto
C.P.R. Dining Rooms - - Montreal

And many others, a complete list of which will be sent on request.

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Head Office for Canada:

53 Yonge St., Toronto

The WHITE MOP WRINGER



is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

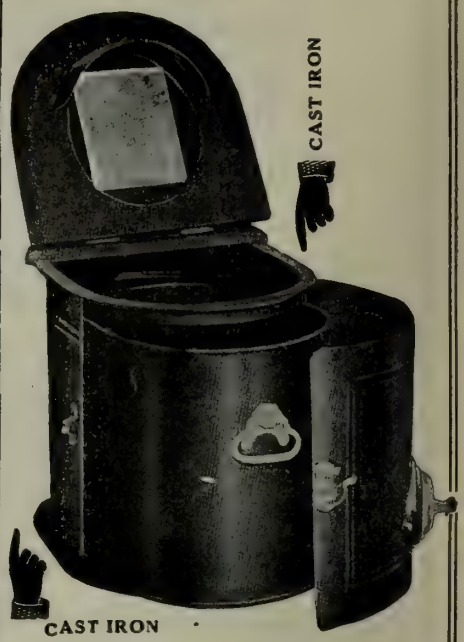
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.

Winnipeg

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR

HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd. Winnipeg, Calgary and Branches

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

An Ermined Judge

The Supreme Court of Canada is becoming overloaded with business. The big increase in cases during 1913 has meant that the six judges who sit daily in the dingy old building at Ottawa have been hard-worked men. The procedure is simple, dignified, and conducted with almost an Arctic silence.

Yet there is a human side to the situation, for the trappings of flesh cannot be wholly discarded in this, the Clearing House of legal wrangles.

A special writer, at the suggestion of "MacLean's Magazine," visited the Court, and in other divers places dug up much useful information concerning which the average Canadian knows little.

The March "MacLean's" will appear with the first of the celebrated Coburn covers, and the illustrations have been attempted on a strikingly broader scale. Besides this leading article there is the pronouncing of a leading Toronto doctor on "The Truth About Radium."

Several short stories, well illustrated, will appear in this issue.

Do not miss this copy. The cover alone, being something new in Canadian journalism, will be more than worth the price.

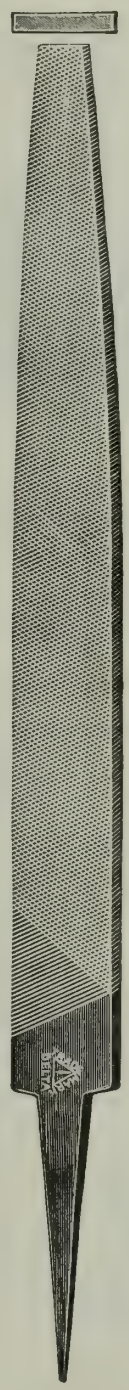
Send your name and address on a postcard to Dept. "M" and commence your subscription with this striking number—Mail it to-day.

Subscription $2 a year. *Twenty cents a copy.*

The MacLean Publishing Co.,
LIMITED

143-9 University Ave. -:- TORONTO

Of Vital Interest



to you, as a dealer of repute, is the quality of the goods you handle, is the kind of service those goods are going to give your customer.

For instance—files! Sell a man a low-grade file and although, perhaps, there may be a little more profit in it, you're running a very big chance of jeopardizing your reputation.

But sell him clean-cutting, long-lasting, crucible steel

Delta Files

and the splendid, efficient service they give will bring that man's repeat orders, and pay you many times better than the extra profit on the single low-grade sale.

Besides you'll have his confidence, and he'll think of you every time he requires anything you are likely to handle.

Order from your jobber or from us direct, but never accept any without this mark on the tang:

TRADE MARK
DELTA

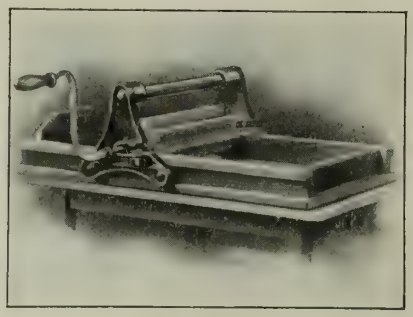
It safeguards the interest of dealers and file users everywhere.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

Maxwell "British" Butter Worker

has been on the market for years and has been adopted by the best dairies in Great Britain and Canada.



Results in Better Butter and Bigger Profits. Makes the butter firm, even and consistent all through. In three sizes—14″, 17″ and 20″ wide.

DAVID MAXWELL & SONS, St. Mary's, Ont.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

Dept. A. RENFREW, PA.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

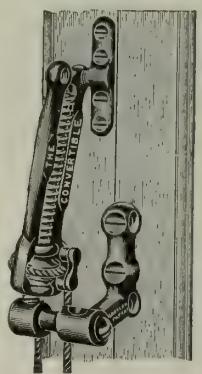
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

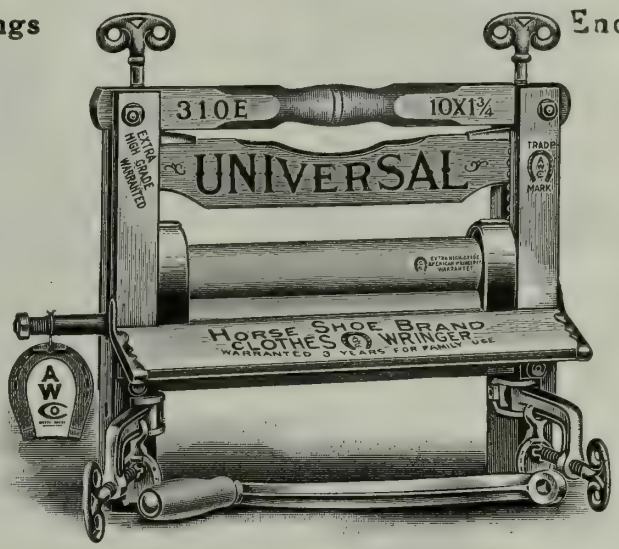
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.



THAT SMILE

of satisfaction is common to all users of

Star Hack Saw Blades

and all the other good tools we make. Send for our Complete Catalog telling you how to acquire this pleased expression.

Millers Falls Company

28 Warren Street, New York

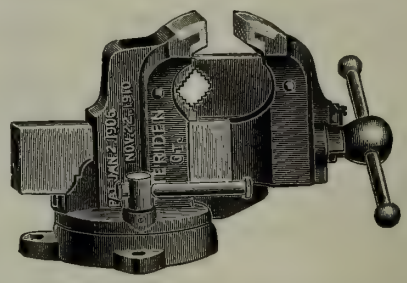


Two Styles for Every Use.

Semi-Steel

Combination Pipe Vise

The Mechanic's Standby



The mechanic's standby because it is strong, positive in its grip, very convenient and highly efficient.

It is fitted with a Solid Steel Bar, and has Removable Jaw Faces which are made of the Best Tool Steel.

All parts interchangeable.

Get our circulars and prices at once—it will pay you.

The Charles Parker Co.

Factories: Meriden, Connecticut



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

SAFETY FIRST



This is the motto we follow in the manufacturing of our ladders. Above is a cut of our household step-ladder. Made of clear yellow pine. Nicely finished. Top and legs securely fastened to sides with heavy pressed steel casting. The best buy for the money on the market to-day. Write us for catalogue of our complete line of ladders and other woodenware.

McFarlane Ladder Works

158-160 River St.

TORONTO - - Ont.

Phone Main 2038

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto



Economy for Your Customers means More Trade for You

Show customers that it takes no more time and costs no more for labor to lay Genasco than ordinary roofing.

Show them that Genasco is made of Trinidad Lake Asphalt—Nature's everlasting waterproofer—and gives lasting resistance to all conditions of weather.

This is the way to build up your trade in

Genasco

THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

And when once you sell them this genuine Trinidad-Lake-Asphalt Roofing you build up their confidence and pave the way for other orders.

The Kant-leak Kleet that comes with Genasco to make seams water-tight without cement, adds to the economy of Genasco.

Order Genasco from your jobber. Write us for full information.

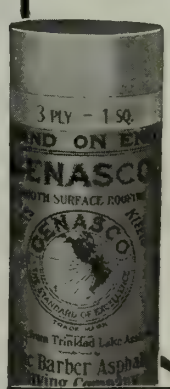
The Barber Asphalt Paving Co.

Largest producers in the world of Asphalt and Ready Roofing

PHILADELPHIA

New York, San Francisco, Chicago.

D. H. Howden & Co., Ltd., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg.
Lewis Bros., Ltd. Montreal, Ottawa, Toronto.
Evans, Coleman & Evans, Ltd., Victoria.







DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

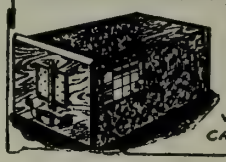
Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

NUMBERS



PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N. H., U. S. A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

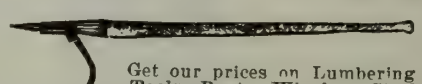
Great Improvements —IN— HAMMERS



ONCE USED, ALWAYS USED.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

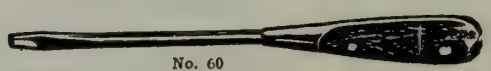


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

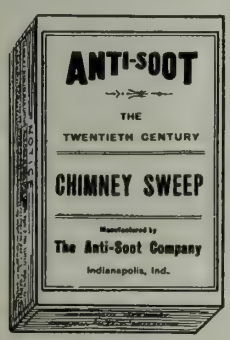
SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 1 -in., in Handsome Colors.
Shear and Hand stand out in high relief, being cu
out. A show card will be sent to every dealer
sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIERUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Anti-Soot at 15c.

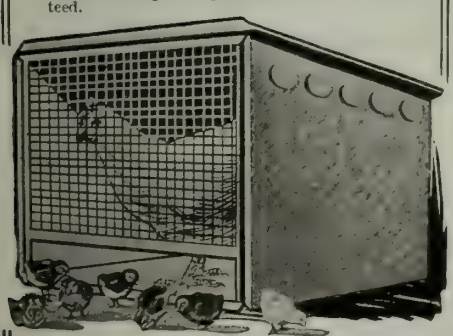


cleans your customer's stove-pipes and chimney, and brings him back for another package. Ask your jobber or write us for fuller particulars.

Moncrieff & Endress
65 Scott Bldg.
WINNIPEG

DEMONSTRATE THE
Tri-Angle Chicken Coop

during the dull winter season and you can line up many orders for Spring delivery
These coops cut chicken loss 80 per cent., being sanitary and rat and weasel-proof.
Easy to keep clean, and convenient. Price compares favorably with any other coop.
Solid storm cover not shown. Floor space of coop is 21" x 17½".
Send $2.00 to Henderson and Richardson for full size sample coop. Satisfaction guaranteed.



CANADIAN DISTRIBUTERS:
Henderson & Richardson, Montreal
Manufactured by
The TRI-ANGLE MFG. Co., Freeport, Ill.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto, Manitoba, Bissett & Loucks, Ltd., Winnipeg, British Columbia, McPherson & Teetzel, Vancouver

BAR IRON

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRST-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—COMPLETE OUTFIT OF plumbing, tinsmithing machines and tools, good as new, and a snap if sold at once. Apply Box 73, Hardware and Metal, Toronto. (5)

A FIRST-CLASS HARDWARE, FURNITURE and implement business, stock, etc., about $6,000.00, building $4,500, annual turnover $28,000.00. Located in first-class farming district, large territory. Good reason for selling, Saskatchewan. Box 74, Hardware and Metal, Toronto.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED TO EXCHANGE—320 ACRES IMproved land, clay loam, good supply of water, and buildings, in good district, for hardware stock. Address C. Bock, Elbow, Sask. (7)

WANTED—TINSMITH WITH SOME KNOWledge of plumbing, accustomed to village and country work. State age, experience and wages. Box 80, Hardware & Metal, Toronto. (8)

WANTED—AN EXPERIENCED TINSMITH, capable of installing furnaces, etc., and one who if required, can act as Hardware Salesman. Must be sober. Apply, giving credentials and salary expected. The Acheson Hoskins Co., Oyen, Alta. (9)

EXPERIENCED HARDWARE TRAVELLER with excellent connection in British Columbia is desirous of securing agency for Canadian lines of hardware, stoves and household goods. Address E. B. Biggar, 471 West Marion St., Parkdale, Toronto. (7)

WANTED—A FOREMAN MOULDER TO take charge of stove plate shop working ten moulders; one who thoroughly understands the cupola and can show results. State wages expected. Apply to Box 601, Victoria, B.C. (8)

WANTED — HARDWARE STOCK FROM four to six thousand dollars, in good, live town, or would rent a suitable store where there is a good opening for a hardware. Give full particulars. Box 82, Hardware & Metal, Toronto. (8)

SITUATIONS WANTED

YOUNG MAN WITH TWO YEARS' EXperience as hardware clerk desires position in retail store, good references. Box 191, Whitby, Ont.

YOUNG MAN HAVING 16 YEARS' EXPERIence, 8 years travelling, desires position as traveller, manager or buyer. Good, sound connection throughout Ontario. Well connected with all the best English firms. Box 77, Hardware & Metal, Toronto. (8)

RESPONSIBLE POSITION REQUIRED BY young man with sixteen years' general hardware experience, covering wholesale, retail and road. Total abstainer, good business experience, and well recommended. Box 78, Hardware & Metal, Toronto. (7)

YOUNG MARRIED MAN WITH 14 YEARS' experience in general hardware, including 4 years as manager, desires position with responsible wholesale or retail Western firm. References A1. Box 79, Hardware & Metal, Toronto. (11)

YOUNG MAN WITH SIX YEARS' EXPERIence in hardware and window dressing desires position in Western retail store. Good references. Apply F. H. McCulloch, Box 10, Brampton, Ont. (7)

PARTNERSHIP

METAL AND STEEL TRADES—PARTNERship required by young man with Canadian experience and capital, in merchant or agency business, preferably in Montreal. Address in first instance Box 113, Hardware and Metal, 88 Fleet Street, London, England. (8)

MISCELLANEOUS

PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.)

.....

.....

.....

.....

Signed ..... Street Number or Box .....

Town ..... Province .....

(Each figure counts as one word. Box Number when required, 5c per insertion.)

A Two-Fold Service To Hardware Merchants

The Annual Spring Number of Hardware and Metal, to be issued March 21, will excel all its predecessors in the value of the two-fold service it will perform for the hardware merchants of Canada.

One phase of this service is through the "news" or editorial section of the paper. The other, no less important, is through the advertising department. And both of these sections will be more instructive and attractive, than in any other number Hardware and Metal has produced in 25 years.

The advertising pages will tell an interesting story of the new and old things that enter into and form a part of the hardware business. Among the contributors to these pages will be many of the brainiest business men in Canada, who have put hard and conscientious study into the solution of their advertising problems.

So, do not fail to read, with special care, the advertising pages of Hardware and Metal's Annual Spring Number. They will disclose to you many and great possibilities for profit.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
Carborundum Co., Niagara Falls, N.Y.

Adjustable Wrenches.
Frank Mossberg Co., Attleboro, Mass.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Snell Mfg. Co., Fiskdale, Mass.

Automatic Parts.
Frank Mossberg Co., Attleboro, Mass.

Automatic Lighters and Ash Trays.
Victor M. Grab Co., Chicago.

Axes.
Allan Hills Edge Tool Co., Galt, Ont.
Jas. Smart Mfg. Co., Brockville.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon.
The Andrew B. Hendryx Co., New Haven, Conn.

Bar Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Banks, Savings.
Victor M. Grab Co., Chicago.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain,

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co. Niagara Falls.

Bells.
Frank Mossberg Co., Attleboro, Mass.

Belting, Hose, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E.T. Wright Co., Ltd., Hamilton.

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Black Plates.
Deforest Sheet & Tinplate Co. Niles, O.

Black Sheets.
Deforest Sheet & Tinplate Co. Niles, O.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Hamilton Stove & Heater Co., Hamilton.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.

Bolts, Expansion.
Star Expansion Bolt Co., New York.

Boring Machines.
Snell Mfg. Co., Fiskdale, Mass.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co. Niagara Falls.
Tallman Brass & Metal Co. Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co. Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Ltd., Gananoque.
Howland, H. S., Sons & Co., Toronto
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque.
P. & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
Howland, H. S., Sons & Co., Toronto
Max & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Smith Hdw. Co., Montreal.
The Stanley Works, New Britain, Conn.
Watrous Mfg. Co., Des Moines, I.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Pedlar People, Ltd., Oshawa.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.

Butts.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, N. Britain, C.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Cowan & Britton, Ltd., Gananoque.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, N. Britain, C.

Calipers.
L. S. Starrett Co., Athol, Mass.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.

Cash Registers.
National Cash Register Co., Toronto.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Pedlar People, Ltd., Oshawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co. Montreal

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chemicals.
International Color & Chemical Co., Bridgeburg.

Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Chisels.
Buck Bros., Millbury, Mass.
Goodell-Pratt Co., Greenfield.
Stanley Rule & Level Co. N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont
Maxwell, David, & Sons, St. Mary's.

Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.
Cummer-Dowswell Ltd. Hamilton, Ont

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Closets.
Parker, Whyte, Ltd., Winnipeg.

Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City

Coffee Percolators.
Landers, Frary & Clark, New Britain.

Colors.
A. Ramsay & Son Co., Montreal.
International Color & Chemical Co., Bridgeburg.

Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
The Stanley Works, New Britain, Conn.

Conductor Pipe.
Metal Shingle and Siding Co., Preston.
The Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.

Cord Cutters.
Victor M. Grab Co., Chicago.

Cord, Wire Picture.
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.

Cornices, Metal.
Pedlar People, Ltd., Oshawa.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

Cream Separators.
Simmons Hardware Co., St. Louis.

Cultivators, Hand.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors.
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E. T. Wright Co., Ltd., Hamilton.

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Dorken Bros. & Co., Montreal.
Greeff, Bredt & Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal
McGillashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Smith Hdw. Co., Montreal.

Dampers, Automatic.
Automatic Damper Co., Hamilton.

Dies.
Victor M. Grab Co., Chicago.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Mfg. Co. London, Ont

Door Mats, Steel.
Acme Steel Goods Co., Chicago.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Dustless Mops
Channell Chemical Co., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Landers, Frary & Clark, New Britain.

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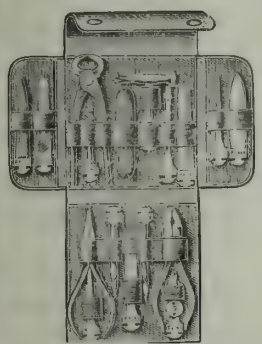
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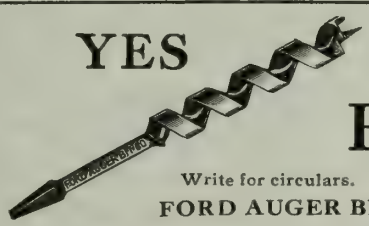
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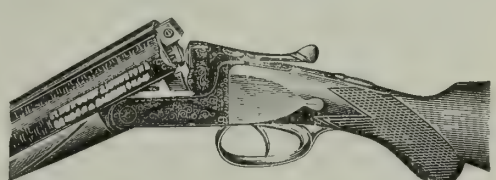
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Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
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Glass Paper.
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Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Harrington & Richardson Arms Co., Worchester, Mass.
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Cowan & Britton, Limited, Gananoque.
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P. & F. Corbin, New Britain, Conn.
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H. S. Howland Sons & Co., Toronto.

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Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

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Gutta Percha & Rubber Mfg. Co., Toronto.

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Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

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North Bros. Mfg Co., Philadelphia.

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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

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G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

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Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
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P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
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Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
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Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
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Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.

A Confidential Chat With Our Readers

"That February 7 issue was the best regular number you ever turned out," was the emphatic statement made to a Hardware and Metal representative by the sales manager of a big wholesale hardware house.

And it was pretty good. We were forced to admit that ourselves, at our weekly conference last Tuesday, and it is the one ambition of every member of the staff at these conferences to unearth every possible flaw in the editorial contents of the previous week's issue.

But although February 7 was certainly a fine number, we have no hesitation in saying that this week's issue beats it by a very good margin. We believe that the sales manager we have referred to would say so too.

And that is as it should be. Hardware and Metal, during the twenty-five years of its history, has built up a wonderful prestige in the Canadian hardware trade. But it is not content to rest upon that prestige. The live organization behind this paper insists upon constant and steady progress. The result is seen in the continuous development of Hardware and Metal during the past quarter century.

If readers of this page will look up their file copies of Hardware and Metal, three, five, fifteen or twenty-five years back, they will be really amazed at the improvement that has been shown by their trade paper. It is not to be wondered at that Canadian hardware merchants are proud of the fact that their weekly paper stands to-day in the very fore-front of the world's hardware publications, and is everywhere regarded as thoroughly representing Canada's hardwaremen—whether manufacturers, wholesalers or retailers.

And that reminds us
of a letter we received the other day from a Vancouver subscriber, J. A. Kidd:

"I am well satisfied with Hardware and Metal," said Mr. Kidd, "but don't you get too satisfied."

We can tell Mr. Kidd that there is not much danger of such a state of mind overtaking us. Every member of our staff is always on the alert for improvements which may be adopted in Hardware and Metal to make it still more valuable to the trade it serves. Our paper must do a great deal more than "hold its own" before its publishers regard it with any degree of satisfaction.

And here's another point: If, perchance, our editors should ever get the idea that there is no room for further improvement in Hardware and Metal, we would only need to point out the inferiority of past years' issues as compared with those of 1914, to prove the possibility of still further development.

Here is a Case in Point.

In another column of this very issue, announcement is made of the appointment of Chas. W. Byers as Western Canada Editor of Hardware and Metal, with headquarters in Winnipeg.

Mr. Byers is a graduated mechanical engineer, who has had several years' newspaper experience, the past eighteen months being with the technical papers of the MacLean Publishing Co. He is well-fitted for the post which has been assigned him, as readers of special articles he has recently contributed to Hardware and Metal, will agree.

It will be a part of Mr. Byers' duties to spend a considerable portion of his time traveling about the Western Provinces, getting into personal touch with Hardware and Metal's readers in that territory and becoming thoroughly familiar with their problems.

This is but another concrete instance of Hardware and Metal's unceasing desire to give its subscribers a better service to-day than in the past.

Notice the Current Market Quotations
in this week's issue as a still further example of Hardware and Metal's improved service.

We owe this improvement to the suggestions of our readers.

When Mr. Davis was promoted to the editorship of Hardware and Metal, he decided to get a general expression of opinion from our readers as to how they would like to see the paper improved during 1914.

Up to the moment of writing this little chat-on-paper, several hundreds of our subscribers had replied to Mr. Davis' letter, and while the majority asserted that Hardware and Metal could not be improved, a great many submitted some really fine ideas.

It is highly significant that the department for which practically all of the improvements were suggested, was that of Current Market Quotations.

This proved most conclusively to us that the retail hardware trade of Canada demanded the very best possible service, in the way of Weekly Market Reports. They will not be satisfied with Hardware and Metal, or any other trade publication, which does not give them accurate and up-to-the-minute information in this line.

And so you will, in this issue, find the Current Market Quotations printed in larger and more readable type; better classified and alphabetically arranged for quick reference; and many new lines quoted which have not previously appeared in this department. The new page of Western Canada quotations is a feature which will be especially appreciated by the subscribers west of the great lakes.

This little story of our constant seeking for betterment during a long period of twenty-five years, will explain why it is that Hardware and Metal has, as paid subscribers, 90 per cent. of the bona fide hardware merchants of Canada in every province.

And it will also explain why Hardware and Metal's subscribers are so well satisfied with the complete weekly service given them, that only a scant 20 per cent. of them think it worth their while to subscribe for any other hardware paper.

Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
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Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Millbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

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Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

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Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

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Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

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General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co. Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

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Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

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Parker, Whyte, Ltd., Winnipeg.

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Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Aylmer Pump & Scale Co., Aylmer.

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Jas. Smart Mfg. Co., Brockville.

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P. & F. Corbin, New Britain, Conn.

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Butterfield & Co., Rock Island, Que.

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Buck Bros., Millbury, Mass.
The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Ltd., Hamilton.

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The Carborundum Co., Niagara Falls, New York.

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Henry T. Seymour Shear Co., New York.
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Cameron & Campbell, Toronto.

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Berry Bros., Walkerville, Ont.

Ship Augers.
Snell Mfg. Co., Fiskdale, Mass.

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Lundy Shovel & Tool Co., Peterboro.
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The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

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Richards Wilcox Can. Co., London.

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Chicago Hdw. Fdry. Co., Chicago.

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Can. Buffalo Sled Co., Preston.

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Thos. Davidson Mfg. Co., Montreal.

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G. F. Stephens & Co., Winnipeg.
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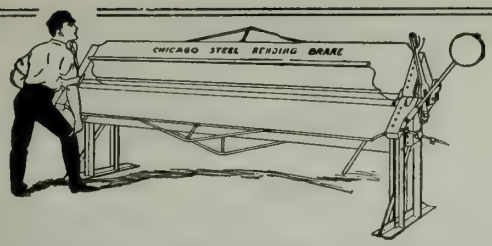
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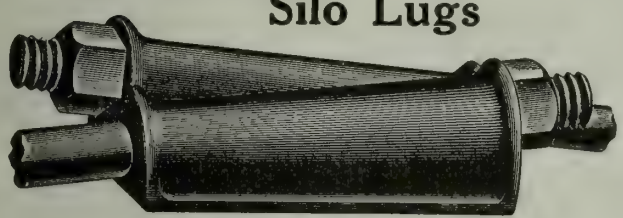
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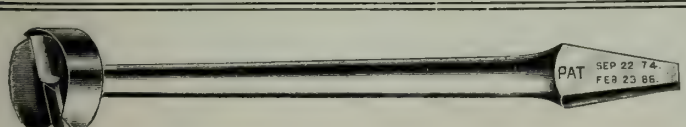
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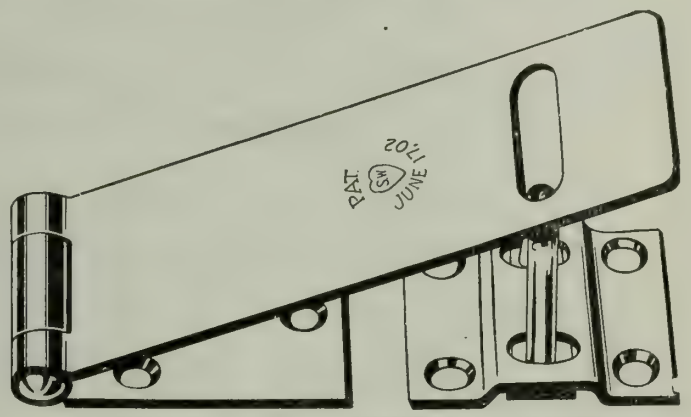
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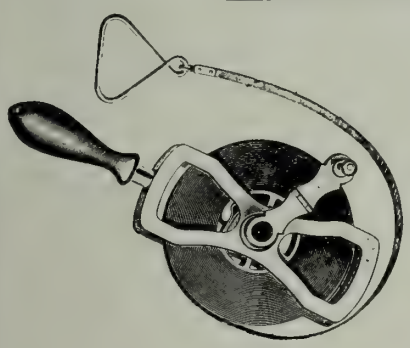
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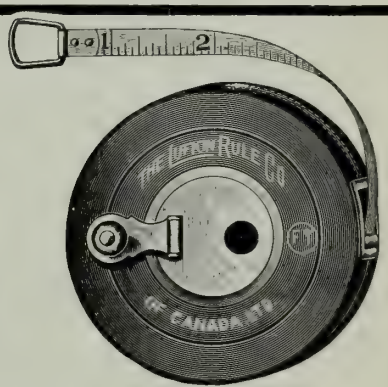
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NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE" No. 203 "CHALLENGE" No. 263 "RIVAL", ETC. No. 243

MADE IN CANADA Your Jobber Stocks Them

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Remington-UMC

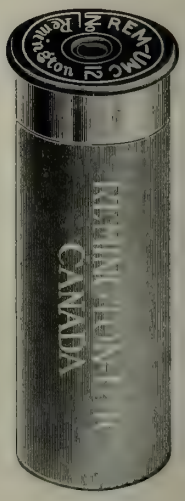




Knowing, as you do, how things are shaping themselves in the ammunition business, you will, of course, make your Spring orders for Remington UMC much larger than ever—

Nitro Club and Arrow, the "Steel-lined speed shells," smokeless—and New Club, the "Old reliable yellow shells" black powder—





Also, the "Remington," our new, low-priced smokeless shell, made for the man who needs to consider price and reliability, rather than extreme refinement.

The Remington shell will be loaded with Remington bulk and dense smokeless powders only—a powder guaranteed by us to be equal to any smokeless powder made. It combines stability, cleanliness in burning, high velocity and great accuracy, and makes possible a strong, hard-hitting, and fast-shooting load.

Your jobber is getting ready his specifications for Remington—UMC—Arrow, Nitro Club and Remington—all smokeless, all salmon color; and New Club, black powder, yellow. Send him your orders immediately.

Remington Arms—Union Metallic Cartridge Company

WINDSOR -:- -:- **ONTARIO**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 8

February 21, 1914

INTERNATIONAL VARNISHES

The Standards of Quality the World Over

International Varnishes have built a reputation for themselves on quality, and this reputation is what gets quick sales for the dealer.

They are specified by architects and are most extensively used by leading decorators and property owners who supply their materials.

Every can contains **full imperial measure** and is guaranteed.

We'll gladly send particulars. Write.

KLEARTONE — Acid and Oil Stains.

LACQUERET — The Household Lacquer.

TORONTO **INTERNATIONAL VARNISH CO. LIMITED** WINNIPEG

Canadian Factory of Standard Varnish Works.

ELASTICA — Floor Finish. The one perfect Floor Varnish.

New York Chicago London

FLATTINE — Finishes.

Berlin Melbourne Brussels

Satinette — White Enamel. The Immaculate Finish.

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.

BY INVITATION
MEMBER OF

BE GUIDED BY THIS FOUNDATION
STRENGTH HONOR QUALITY SERVICE
RICE LEADERS OF THE WORLD ASSOCIATION
©1913
NEW YORK. U.S.A

BY INVITATION, THE CARBORUNDUM COMPANY BECOMES A MEMBER OF RICE LEADERS OF THE WORLD ASSOCIATION—AN ORGANIZATION OF THE FOREMOST MANUFACTURERS FOUNDED UPON THE PRINCIPLES OF HONOR, QUALITY, STRENGTH, AND SERVICE.

EVERY HARDWARE DEALER WILL APPRECIATE THE PRESTIGE SUCH A DISTINCTION GIVES TO CARBORUNDUM SHARPENING STONES AND OTHER CARBORUNDUM PRODUCTS.

THE PLANS OF THE ORGANIZATION WILL BE ANNOUNCED LATER. THEY CALL FOR WONDERFUL TRADE STIMULATION, INCREASED SALES, ADDED PROFITS FOR THE CARBORUNDUM DEALERS. LINK UP NOW WITH ONE OF THE WORLD'S LEADERS BY BECOMING A CARBORUNDUM DEALER.

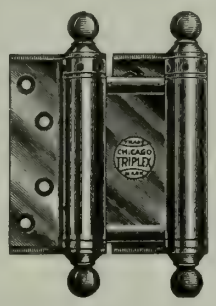
LET US SEND YOU COMPLETE DETAILS REGARDING CARBORUNDUM GOODS, CO-OPERATION, AND TRADE HELPS

THE
CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

A BIG SELLER

An improved cooking utensil for lifting or turning eggs, meat balls, croquettes, omelets, pancakes, etc.

Handle is just the right shape to pick up anything in the pan.

Nickel plated, with rubberoid finish handle—a trial dozen will convince you that they are a very profitable addition to the notion counter stock.

Write us now for your copy of catalog No. 4.

"Kitchen Kumfort" Trowel

One of the Androck Line



Andrews Wire Works of Canada, Ltd.
Watford, Ont.

How the Hardware Man Can Make Money Selling Farm Engines

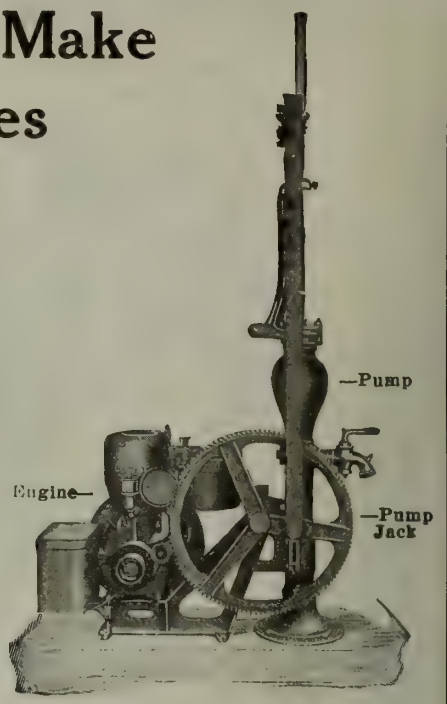
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



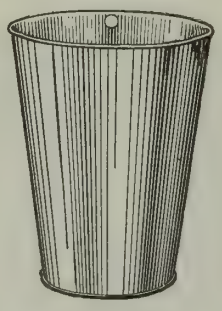
The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

The S. M. P. Sap Pails and Spouts

EXTRA DEEP AND STRAIGHT



6, 8 and 12 Quart

All Sap Buckets Punched Unless Otherwise Ordered.

ARE POPULAR SELLERS EVERYWHERE

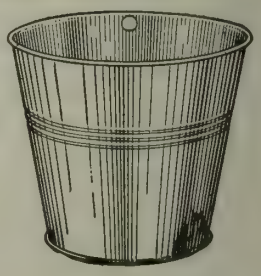
Let us know your requirements for the coming season. Prompt shipment guaranteed.

Eureka Sap Spouts



BRONZED

FLARING



6 and 10 Quart

Prices on Application.

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING CO.

MONTREAL TORONTO WINNIPEG







The Arguments That Sell

LEWISITE AND COVERTITE ROOFING

Facts which are easily proven.

LEWISITE

is the Best Prepared Roofing made—

WHY ?

Because it is made of Selected Long Fibre All Pure Wool Felt, and is thoroughly and uniformly saturated with **Trinidad Asphalt.**

It is coated on **Both Sides** with Heavy Gums, which are applied under heavy pressure, which compresses the whole into a **Single Solid Flexible Sheet.**

Positively Contains no Tar and will not taint nor injure rain water.

Live Sparks and Burning Embers will not ignite it.

Weighs 5 lbs. more per square

than any Standard Brand offered.

1 Ply, 40 lbs. 2 Ply, 50 lbs. 3 Ply, 60 lbs.

It is Backed up by us.

COVERTITE

is the Best Low-Priced Prepared Roofing offered, and is equal in quality to some Standard brands which are advertised freely.

While the Price is Very Low

it must not be confounded with the Cheap Roofings so often met with.

It is a **Solid Sheet** (not layers), made of good materials, saturated with a Non-volatile Bituminous Compound and Coated on both sides with a Gum composition.

Positively Contains no Tar, and will not taint nor injure rain water. Live Sparks and Burning Embers will not ignite it.

Weighs as much as Standard Brands

1 Ply, 35 lbs. 2 Ply, 45 lbs. 3 Ply, 55 lbs.

Both have Metal End Rolls, which protect the sheets from wear; 32 inches Wide, 108 sq. feet; with Nails and Cement packed in Roll.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

WING SCREW BOOT CALKS

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, ONTARIO



No. 00



No. 4



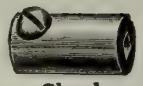
No. 5



No. 7



No. 8



Chuck

Book Your Orders Now for Immediate and Future Shipments of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Prices.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

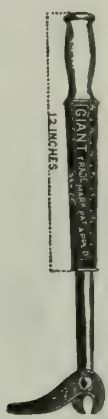
Tell your jobber you want the Red Devil line



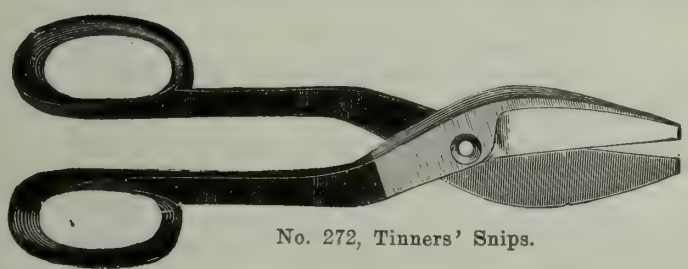
Acme Can Opener—Your lady customers will appreciate this.



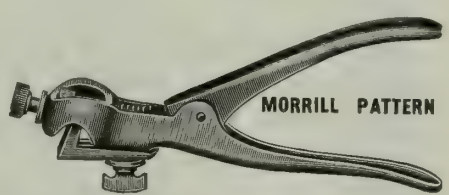
No. 238, Hack Saw Blade. All sizes—flexible or all hard.



The Original Giant Nail-Puller—Still better than its many imitators.



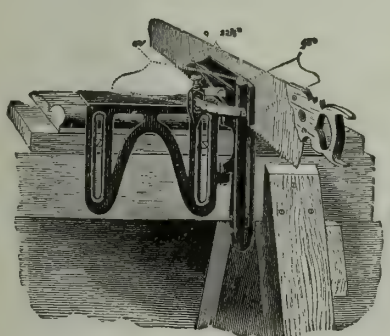
No. 272, Tinners' Snips.



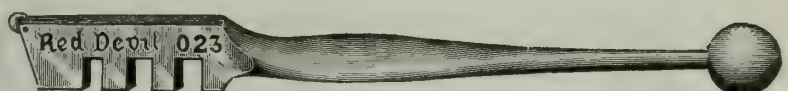
No. 482, Saw Set.



No. 1415, Screw-Driver.



Genuine Seavey Mitre Box. Weighs only 2 lbs. and does perfect work —a quick seller.



"It's all in the wheel"

No. 023, Glass-Cutter—The Red Devil line of glass-cutters is complete, and meets with favor everywhere.

Smith & Hemenway Company

150-152 Chambers Street, New York.

Take Time to Read Your Paper

¶ Occasionally we meet a man who says "Oh, I haven't time to read trade papers! I'm too busy."

¶ He is typical of his class, and his class is growing smaller every year. He belongs to the betwixt and between variety, neither very large nor very small. His business is large enough to keep him at detail yet not big enough to permit of his hiring help to relieve him of petty duties.

¶ We refer to the owner or manager of a business which is just at the stage when it needs all the help and brains that can be given it. If the ideas that are constantly being supplied in "Hardware and Metal" were applied to the small but growing business, as well as to the large and well-organized industry, results would be amazing.

¶ Reading a trade paper, if a good one, should be one of a business man's first duties. Let him discharge that and the other claims upon his time will grow fewer in number and greater in importance.

¶ One of the most successful of the young men we know looks through "Hardware and Metal" from cover to cover every week. He glances through the editorial section, selects any article that may be applicable to his business, reads the News, Markets and special features. Then he starts at the front and reads the advertisements.

¶ His business is well organized, and everything moves like clockwork. He always has time to listen to a good proposition and he is a consistent and liberal advertiser himself.

¶ Take a half-hitch in your time for a few weeks and read your paper thoroughly if you haven't been doing so. It will only take you a few minutes each day, and results will be surprising.

¶ Fall into line with the big body of successful men who are keeping in close touch with changing conditions, improved methods, and new machinery.

FIVE REASONS WHY! SAMSON HAMMERS WIN FRIENDS



1. They are made from the best steel that can be bought for the purpose.
2. The handles are made from pure white, straight-grained, second-growth hickory.
3. They are tempered by experts and each one tested individually.
4. The shape is perfect, the balance exact, the claws will draw a pin.
5. If one proves defective you get your money back.



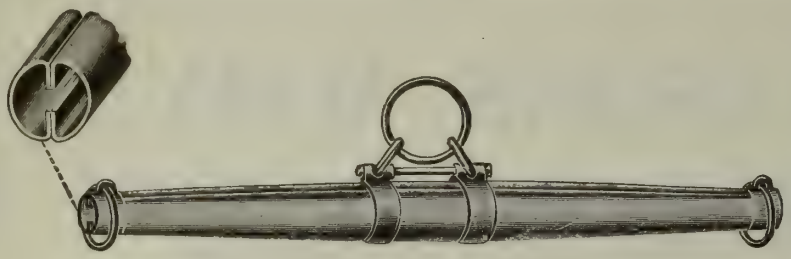
Backed by the Howland Guarantee

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



No. 71 TUBULAR STEEL NECKYOKE

Steel Whiffletrees
Steel Doubletrees
Steel Neckyokes

They weigh no more than wooden ones and the price is low. All these goods are well painted and have a fine appearance.



No. 70 TUBULAR STEEL WHIFFLETREE

They never break. Bands are squeezed on Ferrules. Cannot come off. Malleable Hooks add strength.

ORDERS FOR THESE LINES CAN BE FILLED PROMPTLY.

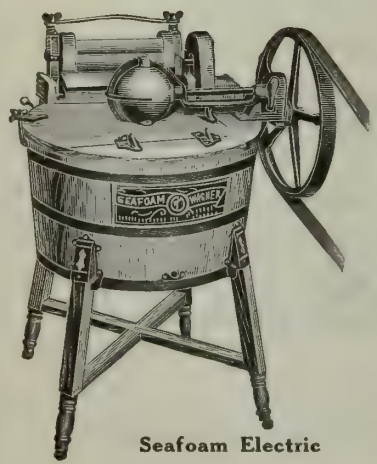


No. 73 TUBULAR STEEL DOUBLETREE

If your Jobber does not handle these three lines write us direct.

Canada Steel Goods Co., Ltd. - Hamilton, Ont.

The Famous CUMMER-DOWSWELL Line of Household Labor-Savers will be on Display at Ottawa, Feb'y 16 to 21. 26 styles—Power and Hand Washers. 41 Styles—15 Sizes—6 Grades Clothes Wringers, and Everyone a Trade-Winner



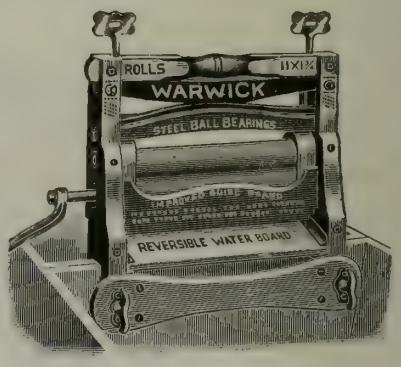
Seafoam Electric

THEY

Embody every desirable Feature Known to Successful Washing Machine and Clothes Wringer Construction.

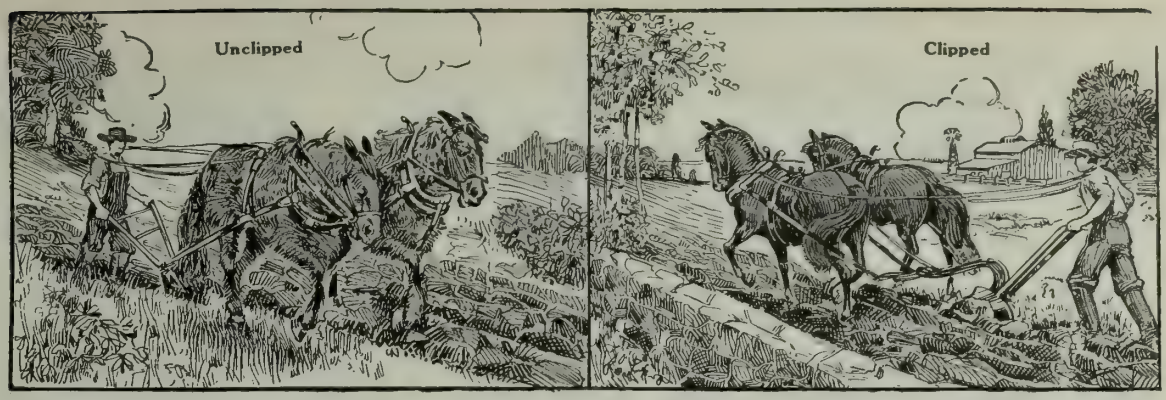
They are used throughout the length and breadth of Canada and in many parts of the World.

Look for Them.



Warwick

Cummer-Dowswell Limited - Makers - Hamilton, Canada



These pictures show why you can sell the Stewart Ball Bearing Horse Clipping Machine to every man who owns horses

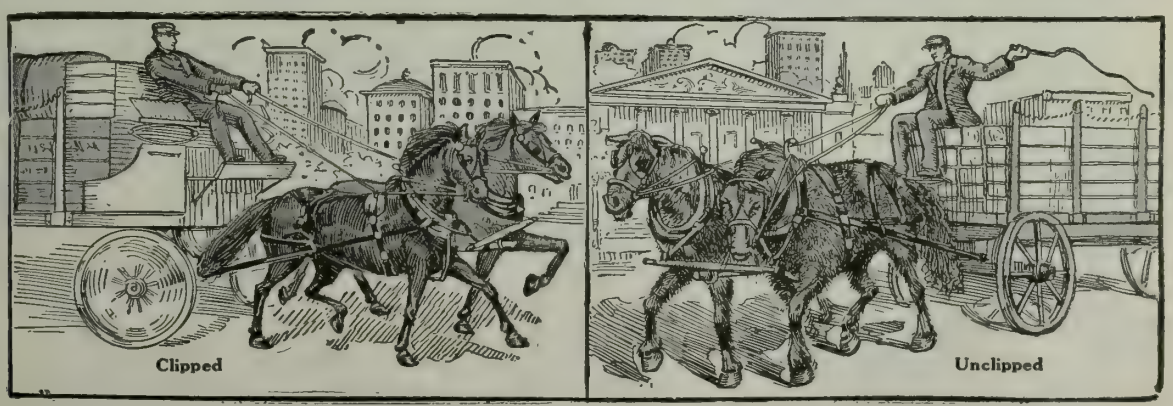


Clipped horses not only have a better appearance, but they are full of life and vigor, they dry off quickly, rest well, and do more and better work. This splendid machine, with file hard, cut steel gears, six feet of new style, easy running flexible shaft and the celebrated Stewart single tension nut clipping knife—highest grade. Retails in Canada at only **$8.75**

There is a good profit in every sale for the dealer — ***All the principal jobbing houses of Canada carry it in stock***

It is time now to get them on your floor for spring trade. Ask your jobber. Write for complete 1914 catalogue.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 Ontario St., CHICAGO



Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606 Height 7 inches. AM 5607 Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. They sell well and make satisfied customers everywhere.



AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

Our catalog contains our complete line of quick selling brass ware.

Every aggressive dealer should write for it at once.

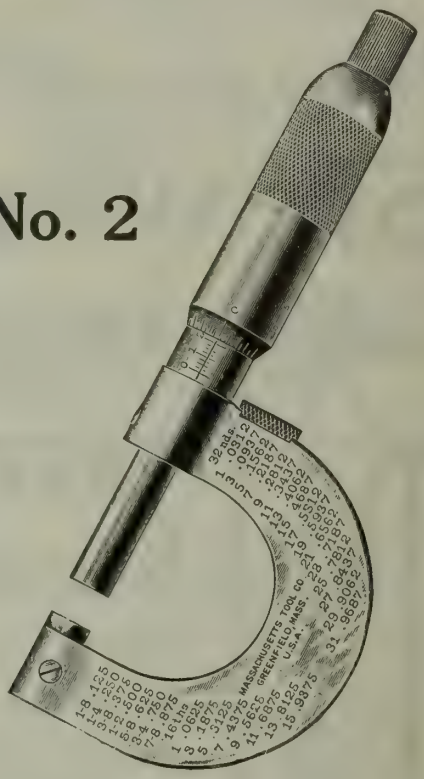
Drop us a card now.

Chadwick Brass Co., Limited

HAMILTON, ONTARIO

Goodell-Pratt's

No. 2



Do your customers use these

MICROMETERS

They should, because it gives them satisfaction and,

THEY COST YOU LESS

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

Planet Jr.



No. 4

Combined Seeders and Single Wheel Hoes



No. 11

Double Wheel Hoes

INCREASE YOUR PROFITS SELL PLANET JR. TOOLS

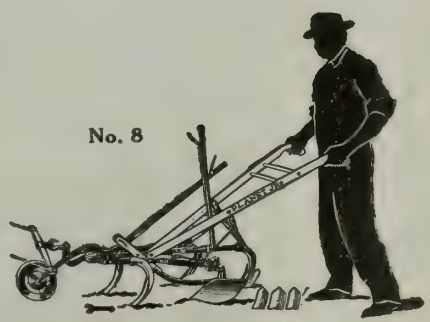
PLANET JR. Implements are the most popular and the best-selling farm and garden tools manufactured. Why not increase your sales this season by carrying these tools in stock? Two million crop growers in all parts of the world are using PLANET JR. Implements and finding them the most useful ever invented. Why? Because PLANET JRS. were invented by a practical farmer and manufacturer with over 40 years' experience, who knows exactly what your customers need and want. 55 tools, fully guaranteed. Increase your profits now! Become a PLANET JR. dealer.

Write TO-DAY for Catalogue and Prices.



No. 16

Single Wheel Hoes

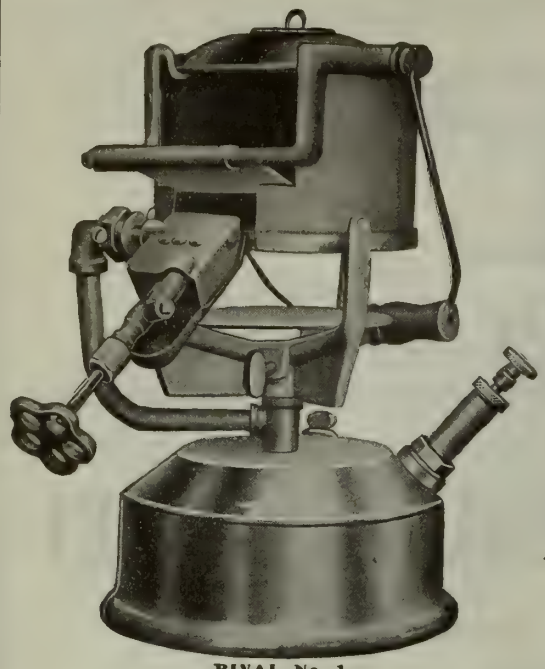


No. 8

Horse Hoes and Cultivators

S. L. ALLEN & CO.,
Box C 711, Philadelphia.

FIREPOTS



RIVAL No. 1.

Gasoline, Charcoal, Natural Gas and Artificial Gas.



Reliable and Economical

No. 2 GAS FIREPOT.

We are the largest manufacturers of Firepots in Canada. The **RIVAL No. 1** for gasoline is without a rival in efficiency and small gasoline consumption. The **GAS FIREPOT** (Natural or Artificial) is the most economical firepot on the market. It is supplied with an Air Mixer that so thoroughly mixes the gas with the air that it burns in the proportion of 92 per cent. air and 8 per cent. gas. Every firepot guaranteed. Put in a stock of these firepots for the Spring Trade.

The Brown Boggs Co., Limited

HAMILTON, ONTARIO

Manufacturers of Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Shears, Canning Machinery, etc.

GREENING

GREENING'S STEEL WIRE CHAIN

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's." I is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc.

Correspondence solicited.

We send cuts with table of breaking strain.

Samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

Superior Features

When you prove to mechanics that you can sell them a tool or instrument having some feature which gives greater speed or convenience, you make an easy, profitable sale. It pays to be familiar with a line that offers many such possibilities.

Starrett Tools

are all designed to give just a little better service than any other tools could do. The quick-acting micrometer, the combination set, and other tools in actual use in many shops prove this.



STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The Starrett Spring Nut Calipers

are a good example of time-saving tools. The adjusting nut when released opens in two sections and may be pushed to its adjustment without turning as in the case of ordinary calipers.

Send for our big, new, free catalog No. 20MA, describing the full line of mechanics' tools and hack-saws.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

Is your business entirely successful?

Can you feel that the lines you handle are returning the best possible profit, for the amount of work you have to give them?

Don't you think that perhaps you may have overlooked some gilt-edged proposition—probably because you have been too busy to get out and scout around?

You certainly have, if you are not already handling

Rogers' Portlana Cement

for it is a commodity with an ever-widening field, and an established prestige for excellence of manufacture, which makes it the favorite of engineers and architects, and which ensures its use on the most important contracts.

All around your store—within a block or so—there are buildings of some sort or other being erected. You can supply these builders with the Rogers cement they need, and they'll be glad to let you do it because it saves them hauling.

And you need not carry a big stock either; we'll ship direct to the job as promptly as you notify us.

Be a Rogers dealer—now, before your territory is snapped up.

ALFRED ROGERS LIMITED, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

Mr. J. C. Dietrich, President of the Shurly-Dietrich Co., of Galt, Ontario

writes us that owing to their plant being destroyed by fire, all business at present will be transferred to The R. H. Smith Company, St. Catharines, of which Company he is also President, where they will run a night and a day shift, and hope to be able to supply all their customers as usual. They wish to thank the trade for their patronage in the past and hope that they will continue to favor them with their business, as heretofore.

COMMUNITY SILVER



"HELLO! Jack? * * Oh Jack! It's here! Mahogany with the cutest—— * * * Bringing Mr. and Mrs. who? * * Tonight, at seven? * * * That's nice, because I can use my—— * * Oh!—Well then, silly, *our* new Community Silver."

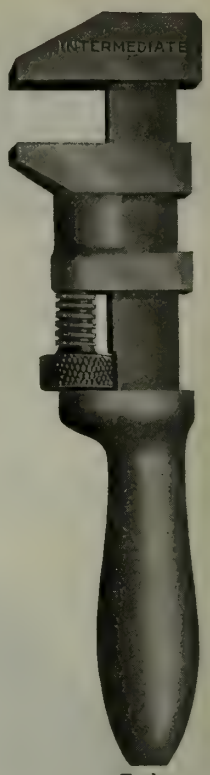


PLATE DE LUXE. AT YOUR SERVICE FOR 50 YEARS.

SIX TEASPOONS, $2.15 (engraving extra). In Canada, $2.75



You Can Use a "W&B" Wrench Until You Lose It



"W & B" Wrenches are so carefully made that they can stand all the abuse incidental to hard wrench service. The jaws are tougher than the toughest nut and will hold the bite wherever there is room to hold on to the nut. This means that you can use a "W & B" Wrench until you lose it. When you buy a new "W & B" Wrench, it'll be for some new service. Select the wrench you need from our line of 58 styles and sizes.

Write for Catalog 82-G

The Whitman & Barnes Mfg. Co.

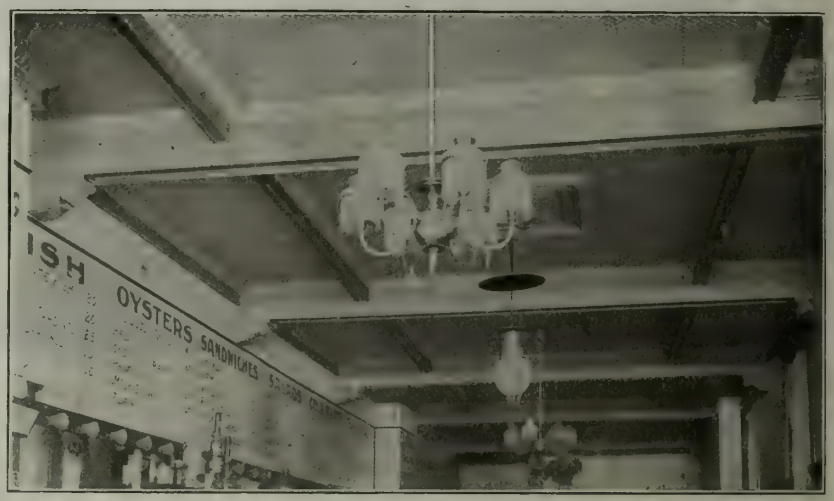
Established 1854

Office and Factory, St. Catharines, Ont.
Stocks carried at Winnipeg and Montreal

Trade W B Mark

Trade W&B Mark

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. TORONTO, Ont. PRESTON, Ont. WINNIPEG, Man. SASKATOON, Sask.
Offices in all large cities

Head Office: PRESTON, ONTARIO

General Demand Created by Advertised Brands

Brands of standard quality goods extensively advertised are in greater demand than standard quality goods not advertised.

Advertising not only stimulates the demand for a certain brand, but it creates a demand for other goods carried in stock.

CANADA Portland CEMENT

is the standard of cement quality and it is advertised in nearly a thousand newspapers and magazines throughout the length and breadth of Canada.

The dealer who sells Canada Cement not only sells more cement, but it gives his customers confidence in all his goods and enables him to sell those customers his other goods.

Prepare now to get your share of the 1914 cement business, by writing for quotations and terms.



Canada Cement Company Limited

Head Office: 911 Herald Bldg.

MONTREAL



EVERY WISS SHEAR BLADE MUST PASS THE "FILE" TEST

Each blade must **prove itself harder than the file.** This is the final proof of **perfect temper**—which guarantees you in Wiss Scissors and Shears—blades that really **stay sharp**—and which are absolutely unequalled in **cutting keenness** and **durability.**

WISS SHEARS ARE PROFIT-PRODUCERS

They bring more than ordinary scissors—consequently make more. They satisfy. You will never be called upon to replace faulty pairs—never have to answer complaints.

Send a postal request to our Toronto Office. One of our cutlery experts can very possibly show you how to **double** your cutlery **profit.** There is no obligation on your part to ask him to call.

J. WISS & SONS CO.

NEWARK, N.J., U.S.A.

Manufacturers of High-Grade Shears and Scissors, Razors, Tinner Snips, Cutlery, since 1848.

TORONTO, OFFICE, 193 SPADINA AVE.



Progressive Dealers are Careful Buyers

And Progressive manufacturers careful sellers,
And selling carefully means satisfying the buyer,
So to accomplish this, McClary's sell and the dealer buys

Quality Goods

which include the

"SAMSON" RAILROAD OR DELIVERY CANS

The "Samson" Bottom—the strongest, most sanitary bottom because it is stamped from one-piece, heavy sheet steel and pressed by the most powerful machine of its kind in Canada. There are no rivets to hammer in, no screws to tighten up, no hoops to adjust, everything smooth and sanitary.

The improved method of connecting the breast to the body ensures perfect rigidity and strength. The body overlap, which is curved to the shape of a half-circle, is placed **outside** the bottom of the breast. Inside the cavity thus formed, we put a half-circle piece of iron, and the whole connection is then firmly soldered together.

The extra heavy wired edge is another strong feature.

Write for a supply of our new 1914 "Samson" Booklets—

McClary's

MONTREAL HAMILTON LONDON
TORONTO CALGARY WINNIPEG
VANCOUVER SASKATOON
EDMONTON ST. JOHN, N.B.

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

Your Spring Trade—How About It?

Be ready for your Spring Trade, secure it, keep it, and realize quick returns by laying in a stock of McClary's Quality goods early. Our fine series of Gas Ranges has been further increased by two new lines, with the "Champion Interchangeable" still in the lead.

CHAMPION INTERCHANGEABLE RANGE

This famous two-in-one Range is still the only and perfect solution to the complete coal and the complete Gas Range problem.

The Champion gives double service, at the price of one, saves miles of unnecessary steps, one Range to clean, and only 36 inches of floor space taken up.

Gives a yearly service, not even subject to weather changes, and its easy, simple manipulation is one of its strong features.

Built of the same material as our Standard Steel Ranges—a sure sign of quality.

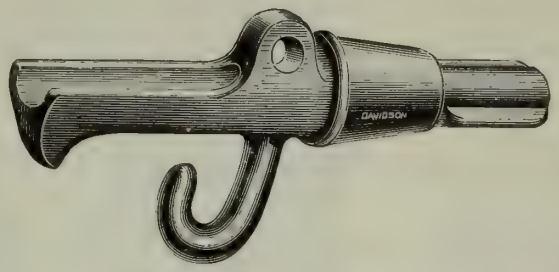
Burns Artificial Gas, Manufactured Gas, Coal and Wood, and all garbage accumulated during the day.

Our nearest Branch at your service—full particulars sent immediately.

"McClary's on goods is a quality name."

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG ST. JOHN, N.B. EDMONTON VANCOUVER SASKATOON

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the "**EMPIRE**" **SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL **TORONTO** **WINNIPEG**

TRIMO TOOLS Are Universally Commended

Success is Its Own Recommendation

What has been accomplished by the **Trimo Pipe Wrench** is fast being achieved by the **Trimo Pipe Cutter**

Send for Catalog No. 150



TRIMO PIPE CUTTER

Drop-Forged Frame. All parts interchangeable. Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

MADE BY

Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)

'Eliminate the Failure and the Professional Idler.'

¶ No man or woman should be permitted to grow to manhood or womanhood without being able to do something intelligently that the world wants done; without being sufficiently skilled to earn a respectable living and enjoy the better and finer things of life.

¶ No man or woman should be permitted to grow up into middle life without an occupation, without a trade, without a training along a certain line, or without a profession. This is a problem that should be handled by the state and the nation working in conjunction; and training schools should be established and factories should be erected for the purpose of bringing about this end.

¶ This is a very simple proposition and to any of us who have an inquiring mind the idea occurs logically and naturally. It is so simple, in fact, and so evident, that no one can possibly walk around the proposition or walk away from it.

¶ The average money paid for unskilled labor is $1.50 a day. This labor is unintelligent, untrained, misdirected and represents less than one-tenth of individual efficiency. It is the labor of those who have developed neither brain nor hand; of those who have never been trained, and who have never trained themselves to do anything intelligently that the world wants done. And just here we may say that no man can develop his hand without developing his brain.

¶ The training of boys and girls, of young men and young women is the most ignorantly handled of anything connected with our modern civilization, and this ignorance is responsible for the greater part of our poverty; for the suffering and sickness that usually come from poverty and is responsible, in a very great degree, for the unhappiness and the misery that exist throughout the human family.

¶ As a nation we are supporting a vast number of battleships and along with the navy we are supporting thousands of idle men who become, by the nature of their environment, professional "do-nothings." Young men who select the navy as a vocation are not only dependent on someone else for the food they eat and for the clothes they wear, but the nature of their calling is such that they are almost entirely unfitted for any useful vocation in life.

¶ As a nation we are supporting an army of men who do not work and who do not study—an army of professional idlers. And this is, without doubt, the greatest travesty in our modern civilization—that the Government should keep an army of men either on land or sea, that produces nothing, that does nothing but consume and destroy, is the greatest mystery of our time. The policy has been handed down to us from a semi-civilized period of the world when the soldier and the priest were a burden on the peasant who toiled in the field and suffered under taxes to support them.

¶ Our battleships are out of date almost as quickly as the style of woman's dress and ready for the junk-heap. Every year millions of dollars are spent to build these steel monstrosities of idleness, and every year millions of dollars are spent to feed and clothe and transport an army of idlers. Instead of having an army of a few hundred thousand young men, we should have an army of ten million young men, and each of these men should be trained and educated by the Government to earn a living; to be useful to the Government while they are working for the Government, and at the same time fit themselves to do skilfully and intelligently something the world wants done when they grow up to manhood.

¶ A half hour each day is enough time to devote to the routine of military training. That a young man should be paid by the Government to parade around covered with brass buttons and braid instead of producing something useful for the Government and for himself is a crime against taxpayers; against the man who is lured into this life of idleness.

¶ How long will it be, I wonder, until we develop a race of thinking men and women—a race of individuals intelligent enough to do away with this organized "Army of Parasites?"

Efficiency

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Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

SUPPORT HOME INDUSTRIES

THE CANADA METAL CO., LIMITED, MANUFACTURE IN CANADA



Our **BABBITT** Sales for **1913** Have Beaten All Records

Year by year they increase by Leaps and Bounds.

The Reason:

What we make we guarantee.
Nothing is done by guesswork.

Mixtures and Physical Tests are controlled through our chemical and testing laboratories. All Babbitt Metals are tested with a friction testing machine.

This strict attention to details enables us to supply all requirements.

Ask for our booklet "Shakespeare and Babbitt Metals." Mailed free.

The Canada Metal Company, Limited

HEAD OFFICE AND FACTORY **TORONTO**

BRANCH FACTORIES **Winnipeg, Montreal**

Perfect Saw Steel Forms the Basis of Every Operation in the Disston Works

Irrespective of all the care and expertness used in the eighty or more operations necessary to produce a high-grade hand-saw, it is the steel which forms the real basis upon which the subsequent efficiency and durability of the saw depend.

Disston Crucible Steel has been made since 1855. Through all these years constant experiments have been carried on with the object of attaining the absolute perfection it possesses to-day. The peculiar quality which gives such wonderful endurance to Disston Saws is found only in Disston Crucible Steel. To this exceptional steel can be attributed in no small degree the widespread preference that is shown for Disston Saws.

Henry Disston & Sons,

(Incorporated)

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.



Some of the principal operations in making DISSTON Saws:

A—Pouring steel from crucible to moulds.
B—Rolling saw plates.
C—Trimming and weighing blades.
D—Toothing.
E—Hardening and tempering.
F—Grinding.
G—Polishing.
H—Setting and filing.
I—Handling.

TOOLS FOR ENGINEERS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Consider the advantages of handling a line of Engineers' and Plumbers' Tools and Brass Specialties that can be sold with absolute assurance of quality.

That assurance goes with every article bearing the Morrison Trade-Mark. Furthermore we can quote you prices which will make the Morrison Line doubly attractive.

Get our quotation on your next order of Plumbers' and Engineers' Supplies. Catalogues on Request.

Address us at 93-97 Adelaide St. W., Toronto, Canada

THE James Morrison Brass Mfg. Co., LIMITED

NICHOLSON DEALERS ARE NICHOLSON FRIENDS

When 10,000 dealers are 10,000 loyal friends, you can readily draw your own conclusion.

Every Nicholson dealer is a loyal Nicholson friend. The profit possibilities may have attracted them first—but it's the spirit of friendly co-operation that makes them "stick."

Files couldn't be made better than Nicholsons make them—so we've devoted much time to bettering our highly satisfactory service to the trade.

Bigger factory stocks—quicker shipments—more rigid inspections — down-to-the-minute goods — and a determination to make NICHOLSON-MADE FILES a most profitable line to carry.

These are the advantages that put the Nicholson brands in Canada's progressive retail stores.

50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

BRANDS :

Kearney & Foot ***Great Western***
American ***Arcade*** ***Globe***

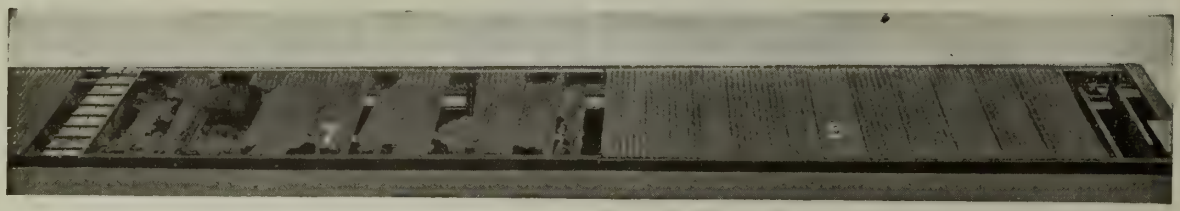
At Your Jobber

NICHOLSON FILE COMPANY
Port Hope, Ont.

"File Filosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

If you do not know which brand of aluminum utensils is the best—why not phone to ten of your customers and ask them?

A STRIKING ILLUSTRATION



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

The above illustration shows the result of actual exposure to the weather. A series of similar tests all prove conclusively that KEYSTONE Copper Bearing Steel is more durable for Roofing purposes than ordinary steel or so-called "pure iron." KEYSTONE Copper Bearing Steel can be supplied in both Black and Galvanized Sheets at but a slight increase in cost over ordinary steel.

Send for booklet giving other photographic illustrations and details of tests; you will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA :

B. & S. H. THOMPSON & CO., LIMITED

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A few reasons why you should sel

Climax Wall Paper Cleaner

It is a practical cleaner and exceedingly easy to use.
It is used by millions and praised by every user.

A trial always results in many re-orders. "Climax" will not injure the most delicate colors, but really brightens them.

Can be used without removing furniture or causing any dirt.

All Climax users are **Climax Boosters**—they tell their friends about it and you get more business as a result.

We **specialize** in making Climax the most dependable article of its kind in America.

Packed in tin cans only. One can sufficient to clean an ordinary sized room.

The **Climax Label** is your protection and our guarantee.
Display signs supplied on request.

Let us have your trial order now.

The Climax Cleaner Manufacturing Co.

Cleveland, Ohio

DISTRIBUTING POINTS:—TORONTO, ONT., AND WINNIPEG, MAN.

AUTOMOBILISTS

will appreciate the usefulness of these lines of auto accessories.
DEALERS have a constant demand for them, and should have a stock on hand at all times.

Auto Oil Measures

1 quart—2 quarts—4 quarts. Copper Plated. Soldered Seams. Very strong, and accurate capacity.





Auto Combination Measures and Funnels

½-quart—1 quart—2 quarts—4 quarts. Funnel permanently attached.
The most convenient filler there is.

WRITE US FOR DESCRIPTION AND PRICES OF OUR AUTO GOODS.

E. T. Wright Co., Ltd.

Hamilton, Canada

THE LACHUTE SHUTTLE CO. LIMITED
LACHUTE HANDLE
LACHUTE MILLS, P.Q.



ALL KINDS OF

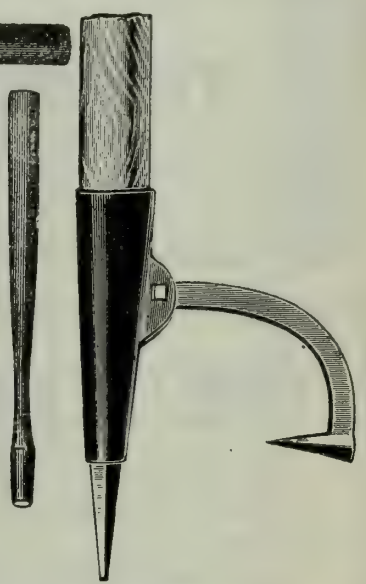
HANDLES

Lumbering Tools

Best Selected Material.

UNEQUALLED FINISH.

REPRESENTATIVES:
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Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

PEDLAR SQUARE CONDUCTOR PIPE



is rapidly replacing round corrugated pipe because it enhances every style of architecture. Is equally efficient in expanding; will not burst from freezing.

Made of best grade open-hearth steel, heavily galvanized, or of anti-corrosive Toncan Metal.

All our branches carry full stocks of Conductor Pipe, Elbows and Shoes in various sizes and angles.

Get our prices on Round Corrugated Conductor Pipe and Eaves Trough, in many styles — Ogee, Round Lap Joint, and our New Round Slip Joint, either single or double bead.

TONCAN METAL

Plain Round, ed Conductor

Sample of our most simple, strong and effective one-piece strap-hanger sent free on request.

Address nearest branch for Big New Catalog No. 22 H. M.

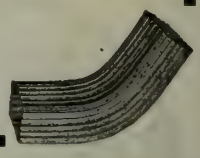
THE PEDLAR PEOPLE LIMITED

OSHAWA - - ONTARIO

TORONTO OTTAWA MONTREAL WINNIPEG LONDON CHATHAM
ST. JOHN QUEBEC SYDNEY HALIFAX CALGARY

ESTABLISHED 1861

(Z-39)



THE PORTLAND POWER WASHER

is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings on our motors are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

Will operate on less pressure than any other water motor machine on the market.

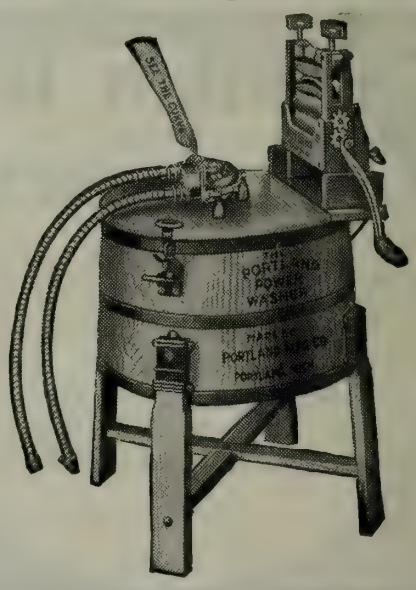
The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time.

No **exposed** working parts.

Is thoroughly tested by our skilled expert before leaving the factory.

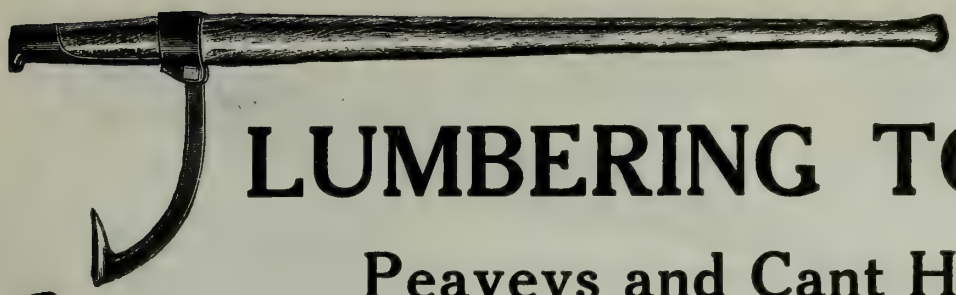
This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer is such a perfect piece of mechanism.**

It will be a splendid washer for you to handle. Guaranteed for 3 years.



HENDERSON and RICHARDSON

BOARD OF TRADE BUILDING, MONTREAL



LUMBERING TOOLS

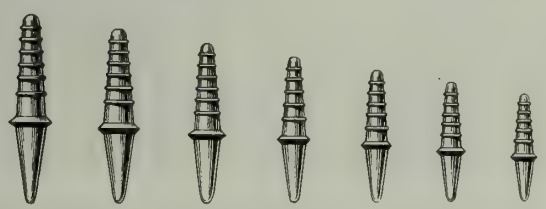
Peaveys and Cant Hooks

with crucible steel hooks and split rock maple handles.

Timber Grips and Pike Poles



Coil Chain, B.B.B. Chain and Boom Chains



Drive Boot Calks



Wing Screw Calks



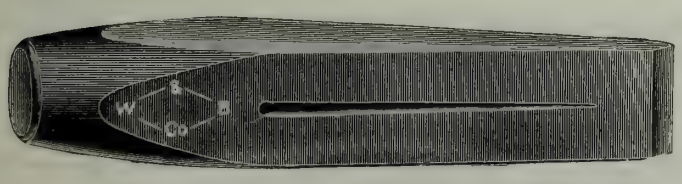
Calk Sets

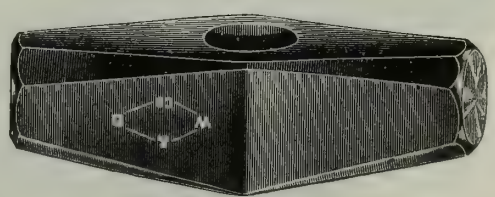
MILL SUPPLIES





Hammers and Wedges





CAVERHILL, LEARMONT & CO.

MONTREAL

HIGH-GRADE CUTLERY—ELECTRO PLATE and SOLID NICKEL SILVER FLATWARE

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.



Jumbo Forks

EVERY SET CONTAINS OUR GUARANTEE.

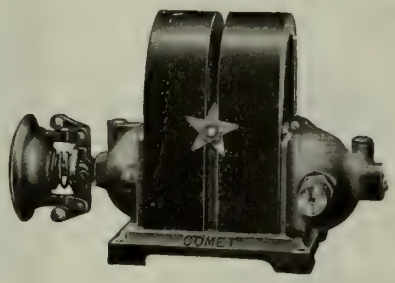
McGLASHAN, CLARKE CO., Limited

NIAGARA FALLS, CAN.

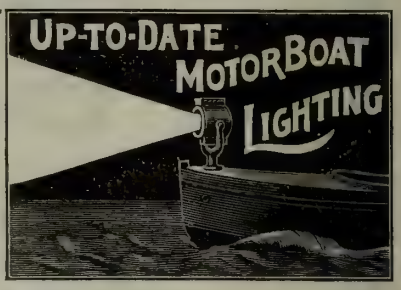
AGENTS: Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

HENDRICKS' Magnetos and Lighting Outfits

Will make money for you. Over 50,000 in use



Sell them on the engines you sell, and to go on all the engines in your territory. Sell lighting outfits for motor boats and automobiles.



Note This:

For every one of these magnetos you sell, you will make as large a profit as you would from selling 200 dry cells and your customers will be better satisfied.

Fully guaranteed. Write for particulars.

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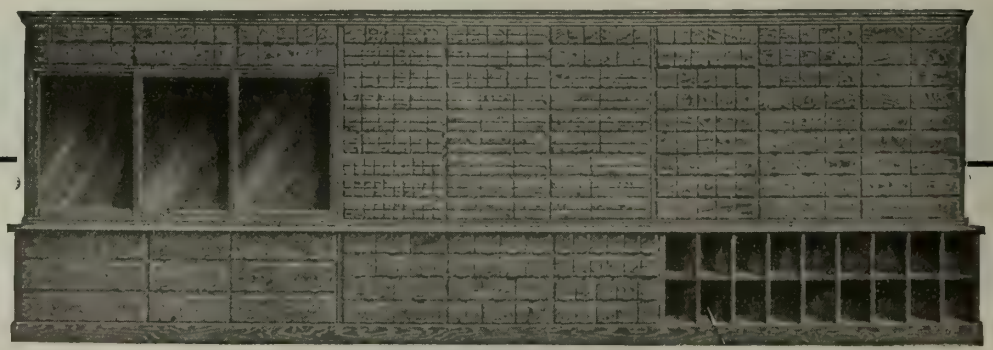
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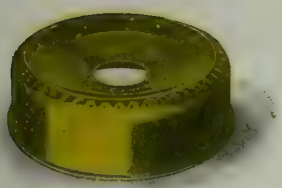
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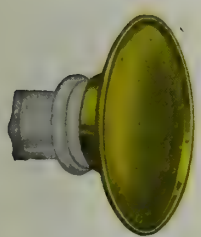
Fountain Lawn Sprinklers



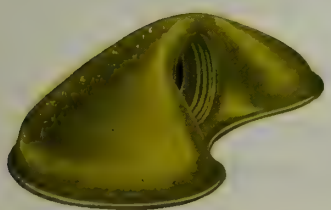
THE "ORIGINAL" FOUNTAIN



THE "BABY" FOUNTAIN
It Sprinkles Square



THE FOUNTAIN "SHOWER"
A Hose Nozzle with the
"Mist-Like Spray"



THE "HALF-CIRCLE
FOUNTAIN"

Practical Durable Attractive

Made of brass and handsomely finished. Nothing to rust or get out of order. **Every one of them has the beautiful "Mist-Like" Spray that has made the name "FOUNTAIN" famous from Coast to Coast.**

The Original Fountain is too well known to need description. It is 8 inches in diameter and is packed a half-dozen to the carton. Weight 10 lbs. to the dozen.

The **"Baby"** Fountain is now in its third year and has "made good." It sprinkles square instead of a round surface. size 5¼ inches in diameter. Packed six to the carton. Weight 5½ lbs. the dozen.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV1. TORONTO, FEBRUARY 21, 1914. No. 8

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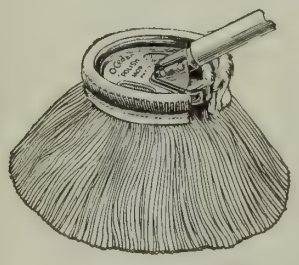
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369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. FEBRUARY 21, 1914 No. 8

"Hardware Week" at the Capital City

Exhibition and Convention—The Ontario Retail Hardware and Stove Dealers' Association May Effect a Basis of Affiliation With the R.M.A.—A Full Report of Proceedings to Date Follows.

THE ninth convention of the Ontario Retail Hardware and Stove Dealers' Association and the second hardware exhibition conducted under the auspices of the Canadian Hardware Manufacturers' Exhibitors' Limited, were held jointly at Ottawa, commencing on Monday, February 16 and continuing throughout the week.

In the following pages Hardware and Metal gives a complete report of the proceedings up to the last hour before going to press. In order to render possible the presentation of so complete a report in such rapid order, no expense has been spared. Seven members of the staff of Hardware and Metal have been in Ottawa during the week collecting the information and collaborating in the preparation of what we believe to be one of the most complete reports yet presented. The proceedings for the balance of the week will be given in next week's issue.

The hardware exhibition was undoubtedly all that the manufacturers had claimed it would be. Not only was the number of exhibits larger than in any previous year but the exhibitors had gone to unusual lengths in showing their goods to the best advantage. A number of special features are referred to elsewhere in this issue.

At time of writing the attendance at the retail convention sessions had not come up to expectations, although the western Ontario delegation were down in good force and quite a number of Quebec retailers had arrived. A feature which proved decidedly deterrent was the distance from the centre of the city to the convention hall, resulting in the



attendance of only a proportion of the members and delays in getting the meetings started. The meetings were conducted, in fact, under heavy handicaps.

During the early sessions a marked tendency was shown to take up topics of vital interest and to get the association on a basis where practical benefits would accrue to the members. Reports submitted by the various officers reflected this spirit and it is quite certain that, before the convention is concluded, much valuable work will have been done.

Perhaps the outstanding feature of the convention was the opening of negotiations with officers of the Dominion Retail Merchants' Association with a view to having the two associations work in concert in handling questions of national import affecting trade conditions. The general feeling was that better results would be obtained if all branches of trade stood together on issues where it was necessary to appeal to legislative bodies. It is altogether likely, therefore, that before the end of the week a basis of affiliation will be arranged to make it possible to work in concert on trade issues.

A feature which must also be mentioned was the presence of a large number of ladies at the convention. Over a score of the members had brought their wives along, thus adding interest to the social side of the proceedings. A splendid programme had been mapped out for the ladies. They enjoyed themselves to such an extent that it is altogether likely they will be on hand at all future conventions.

CONVENTION NOTES.

Hardware and Metal's booth was one of the busiest in the exhibition hall.

* * *

"Didn't intend to come this year," said Robert Smith, of Bolton, "but when Hardware and Metal arrived Saturday morning I made up my mind to come after all. And I brought Mrs. Smith too."

* * *

The visitors from Quebec rovince included some good singers. One of the features of the convention, apparent at all hours of the day, was a mixed quartette, selected from the Quebec hardwaremen and the Cocks o' the North.

Formal Opening of the Hardware Exhibition

President Griffiths Suggests a Different Time of Year for Future Meetings—Address of Welcome from City—The Value of Trade Organizations Voiced—A Strong Sentiment in Favor of Home Products Evidenced.

THE exhibition was formally opened on Monday morning. It was after the hour set for the ceremony when President Griffiths, of the C.H.M.E.A., began the proceedings, but, as he explained, the delay was inevitable on opening day owing to delays in arrivals. He coupled this statement with an urgent appeal for promptitude in attending all succeeding meetings and fixtures.

In officially opening the exhibition, Mr. Griffiths gave a hearty welcome to the representatives of the various bodies coming together. The exhibition he described as the "most conspicuous manifestation of hardware manufacturers in Canada." The association of which he was the head, represented a total capitalization of many million dollars. They had given a great deal of thought to the problem of presenting to the retailers of Canada in the most instructive form the output of Canadian hardware manufacturers. "The association," he declared, "stands primarily for the dissemination of the true Canadian spirit. If there has ever been an opportunity of presenting what the manufacturers of Canada have to offer, that opportunity is here."

He went on to show how rapidly and remarkably the Canadian Hardware Manufacturers' Exhibitors' Asociation had grown since its organization, two years before, pointing to the size and scope of the present exhibition as the culmination of two years of steady effort and much earnest thought.



J. W. MONCUR.



M. R. GRIFFITHS.

In conclusion President Griffiths threw out the valuable suggestion that the time of holding the convention and exhibition be changed in coming years to a more suitable season. The suggestion met with a hearty response from the meeting.

An address of welcome from the City of Ottawa was delivered by Controller Parent, who appeared in the place of the Mayor, who was suffering from indisposition. Dr. Parent began with a very gallant reference to the large number of ladies present, voicing his belief that the presence of the ladies assured the success of the convention. He expressed his regret that the fire at Howick Hall had necessitated the making of new arrangements and concluded by assuring all present that the city was theirs and again reiterating the warmest of welcomes.

President Occomore, of the Ontario Retail Hardware and Stove Dealers' Association, spoke in reply to the civic address of welcome, speaking in his usually happy vein. He assured Controller Parent that the members of the O.R.H. & S.D.A. would avail themselves of the very hearty and unconditional welcome which had been extended to them. He felt assured also, from what he had seen on the special train on the way up, that the ladies were prepared to take advantage of the welcome also. The convention and exhibition just opening would, he believed, be the most successful and helpful yet held and undoubtedly much of the credit would be due to the hearty co-operation of the city of Ottawa. He expressed the hope that the convention would some time again be held in the Capital City.

B. W. Ziemann, of the Dominion Retail Merchants' Association, was next called upon. He dealt briefly with the growth of the organization he represented, which had culminated just the day before in the affiliation of four Provincial bodies with the national board. The object of the organization, as it was of all trade organizations, was to improve the conditions under which the retail bodies did business. The impression seemed to have been in the past that the retail merchants were "hewers of wood and drawers of water," but this was now being discarded. The retailers represented the largest investment of capital of any class. He believed that, with the organization now perfected and the dawning recognition of mercantile rights, there was a brighter future in store for retail interests.

J. R. Beaudry, of the Retail Merchants of Quebec, made a strong appeal in favor of home-made goods. The exhibition which the manufacturers had built up showed that goods made in Canada compared most favorably with the products of other countries. He stated that it would please all concerned if the city of Montreal were selected as the place for the next exhibition and convention. After expressing these sentiments n pleasing and succinct Eng-



ADAM TAYLOR.

lish, Mr. Beaudry repeated it in French for the benefit of the retailers present from Quebec Province.

Secretary Wrigley, of the O.R.H. & S.D.A., began his remarks by expressing the hope that all present would prove themselves boosters to make the exhibition and convention the greatest on record from every standpoint. He referred to the fact that the retail association was eight years old and gave a brief summary of what had been done in that period. Before the retailers got together, there was an association only of the wholesalers. As a result of the formation of the retail organization, the manufacturers had since come together and the complete trade triangle had been formed. He referred to the fact that the work of the C.H.M.E.A. had resulted in the building up of the exhibition to the magnificent proportions it had now attained.

David Deschane, chairman of the hardware section of the Montreal branch of the R.M.A., spoke in terms of warm praise of the work which was being done in the organization represented, extending the heartiest good wishes of the Montreal hardwaremen for the success of the exhibition and convention. Mr. Deschane referred to the splendid co-operation which had been established between the manufacturers and retailers and spoke of the resultant good.

The attendance at the opening meeting was large and a creditable display of interest was manifested throughout.

Officers Make Some Sweeping Recommendations

President Occomore and First Vice-President Macpherson Suggest New Lines of Action for the Retail Association—District Chairmen Are Suggested—A Freight Audit is Being Tested.

THE opening session of the convention was held on Tuesday afternoon in Machinery Hall under conditions which were not exactly favorable. Owing to the sudden change of plans necessitated by the burning of Howick Hall, the convention hall had been arranged at one end of the building used for the exhibition. This entailed very bad accoustic properties in addition to a very more severe degree of frigidity than is deemed comfortable. President Occomore and the various speakers endeavored at the outset to use the platform, but the strain on the vocal chords proved too severe, and by the time the meeting was half way over, a reassembling was suggested. The officers moved to the floor of the hall, and had the members draw their chairs close around. This made it possible to conduct the proceedings with less strain on the organs of speech and hearing.

The proceedings were characterized by a determination on the part of officers and members to get the association on an active and businesslike basis. The reports of the officers were full of this spirit and contained many live suggestions. President Occomore and First Vice-President Macpherson, who in his capacity of secretary of the Advisory Committee, had been very active during the year, introduced in their annual statements suggestions and recommendations which, undoubtedly set the members thinking and which should bear fruit in determined action during the coming year.

It had been intended at first to make the meeting a joint one with the manufacturers and the members of the Retail Merchants' Association. At the last moment, however, it was decided to leave the joint meeting until later on. Accordingly President Occomore called the gathering together and proceeded with the regular business of the convention.

The first order of business was the reading of the president's address. A verbatim report of this appears elsewhere.

Executive Committee Report.

The report of the Executive Committee was presented as follows:

The past year has seen a lightening of the work of the Executive Committee on account of the activity of the Advisory Committee elected at the Hamilton convention a year ago.

Vice-President Macpherson, who has acted as secretary of the Advisory Committee, has given very freely of his time, and has declined to accept any remuneration other than necessary expenses. As a result of his attendance at a meeting of hardware association secretaries at Chicago he has instituted several plans of work which ought to result in a considerable increase in membership.



W. F. MACPHERSON.

One weakness of our association work in the past has been that membership fees have been, speaking generally, received only from those who have attended the conventions from year to year. An increasing number are, of course, finding the educational and social features of our annual conventions worth the cost of attendance, but, in the absence of mutual fire insurance or some such direct cash benefit, we have been unable to attract more than one-third of the hardwaremen of Ontario into our ranks.

The Advisory Committee's arrangement for checking freight bills, coupled with the adoption of the district captain plan, ought to materially increase the association membership roll during the coming year.

This increase in membership and activity is essential as while receipts for membership fees were greater during 1913 than in any previous year, and expenses have been curtailed very greatly, the cash balance has fallen about $200 since the end of 1912. The cutting off of receipts from travelers' memberships and the Hardware Exhibition is the direct cause of the deficiency.

The decision to hold this year's convention in Ottawa was made after a study of the membership roll showed that only about 20 per cent. of the members were located east of Toronto. It is expected that the advantages of association membership will be shown to a large number of Eastern Ontario hardwaremen who have not attended previous conventions.

In making arrangements for the Ottawa convention it was originally planned to have a deputation present several resolutions to Premier Borden and mem-



C. W. CONN,

bers of his Cabinet, but, as it was found that similar resolutions had already been presented to the Government by the Retail Merchants' Association, the arrangements for the deputation were canceled.

The Dominion Board of the Retail Merchants' Association were invited to meet in Ottawa during our convention, and have accepted our invitation.

We suggest, for the consideration of the convention, the following resolutions:—

Resolution 1.—Resolved that the proposed Parcel Post System in Canada should rest upon two basic principles: 1st, that the rates charged should be fixed according to distances; 2nd, that rates should be high enough to make the parcel post self-supporting.

Resolution 2.—Resolved that the inspection of weights and measures should be made at the expense of the public treasury, as the aim and object of this inspection is to protect the public.

Resolution 3.—Resolved that this association favors the maintenance of prices on all articles bearing a trade mark and requests the Parliament of Canada to amend the Trade Mark Law so as to make it an offence for any one to sell at a reduction any article bearing the trade mark upon which the manufacturer has set the price for which it should be sold to the consumer.

Resolution 4.—Resolved that this association is very strongly opposed to the Parliament of Canada granting any special legislative privileges to co-operative societies.

We also urge the consideration of a resolution condemning the indiscriminate slaughter and sale of fish and game and the failure to enforce existing game laws in some districts of the Province.

The Canadian Hardware Manufacturers' Exhibitors' Association, in arranging such a large and successful exhibition, and in helping to give our convention very wide publicity, deserves the thanks and support of every member of the Retail Hardware Association. While their exhibition is primarily intended to be educational, there is no better place for hardwaremen to make purchases of the newest goods than at the Hardware Exhibition.

H. Occomore, Chairman,
Weston Wrigley, Secretary.

Advisory Committee Report.

First Vice-President Macpherson presented a detailed and comprehensive report as follows:—

Pursuant to the resolution adopted at 1913 Convention, your Executive named as an Advisory Committee—President H. Occomore, Second Vice-President C. W. Conn, and J. N. McGregor, with Vice-President W. F. Macpherson as secretary.

In March a letter was sent to the members of the association stating the purpose for which the committee was appointed, and offering our best services to the membership, to take up any grievances on their behalf and try to obtain redress. The only grievances named were on the glass situation, and the matter is now under consideration by the glass association.

At a meeting of the committee held in Hamilton in August, the matter of programme for this convention was dealt with, and the joint action of the Retail Merchants' Association was considered advisable to present certain matters of joint interest to the Dominion Government for consideration, and the secretary was authorized to interview Mr. Beaudry in Montreal. In company with General Secretary Wrigley, who was in Montreal at the time, we saw Mr. Beaudry, and arranged for the drafting of several resolutions covering legislative matters affecting other classes of merchants as well as hardwaremen. These resolutions were adopted by our executive committee in November, but as we were later informed that the resolutions had, in the meantime, been submitted to the Dominion Government by the Retail Merchants' Association, we cancelled our appointment for a deputation, and it rests with this convention to say what course we will now follow.

Hardware Secretaries' Convention.

In October, I attended a convention of secretaries of U.S. Retail Hardware Associations in Chicago, and obtained considerable information of value to our association, my report to the executive on my return being as follows:—

"This association is formed of the secretaries of the various State associations who are really in almost every instance the actual managerial officials of the association. The object of the conference was to discuss questions of interest to the association, and, by an interchange of ideas and the comparison of results obtained from various lines of action adopted by the several associations, with a view to adopting such as would profit each association, and strengthen the membership and usefulness of our organizations.



W. J. CARTER.

"In this report, I will not be able to give you in detail all the matters brought forward in the meetings which were remarkable for the interest sustained throughout, the meetings being attended by all the delegates present, about 30—and the close attention given during the conferences, which consumed eight hours or more in each of the two days' deliberations.

Increasing of Membership.

Several associations reported having tried out the district chairmanship plan. That is to name a chairman for stated districts, whose duty it is to report to secretary the names of all the eligible dealers in his district, who will, upon receipt, write them, setting forth the objects of the association, and soliciting their membership. This is followed up by a letter from the chairman of the district, which can be written by the secretary and forwarded to the said chairman for his signature and mailed by him from his office. This, in most cases, would be from one whom the dealer we are after would have personal acquaintance or knowledge, and would be with good effect. The list procured at the outset would be of much more value than one obtained from source such as directory or mercantile agency record. It

also interests the various chairmen in the work of the association and has been the means of developing some good live timber for the future conduct of association work. Splendid results were reported from this plan of action.

Local associations (outside of the large cities) have proven a failure in practically every case reported.

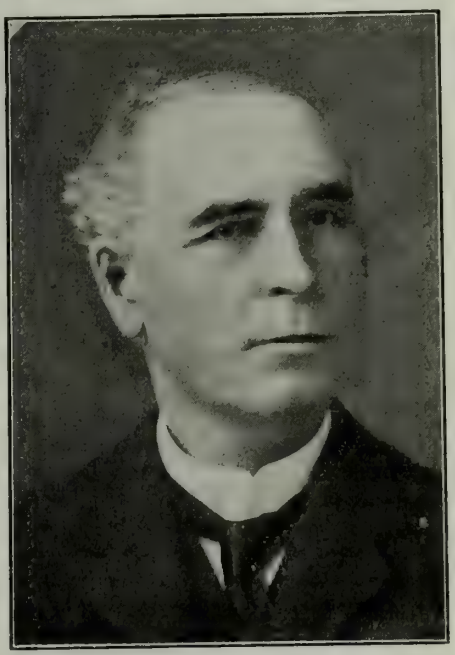
Freight Audits.

A number of the state associations have arranged for the audit of freight bills of their members, and the amount of moneys collected from the railways for overcharges through improper rates, charged, and goods billed under wrong classifications surprised me. One State reported having upwards of $10,000 worth of claims entered and about 50 per cent. of this amount refunded up to the present time. These over-charges are caused by railways having inefficient help in their billing departments—junior clerks who do not understand the various classifications—and always make sure to err on the right side. Other states reported having tried it out and found only a few claims to present, which they attribute to better and more intelligent billing clerks being on the shipping routes. Claims are allowed to be entered in the States for a period of six years back. There are several audit bureaus in the States who make a business of preparing such claims. It would be well for us to ascertain if such a bureau exists in Canada, and get full particulars of same—and have a few of the members of executive furnish their freight receipts for a test case.

Exchange or Sale Bureau.

This proposition as tried out by several states at the conventions with good success appeals to me as a winner, and one which we should work out for our convention. In every retail stock there creeps in at various times lines which do not follow up the judgment of the buyer, and become dead or unsaleable stock. At the same time this identical line of goods has proven itself a seller in some other districts. The idea is to have a list of such articles submitted by our members with full description of goods, as to quantity, condition and with sample if possible, or cut and descriptive matter. The one offering the goods to also name a reserve bid. An evening is taken up at the time of convention and each lot offered by auction. In case of a lower than reserve bid being offered, then the one bidding and those interested in his goods are put in touch, and private sale is put through. Of course, it is expected that the reserve bids should be such as to give a bargain as getting rid of the unsaleable goods should be of sufficient interest to offer at a reduced cost to realize and turn over same.

Such other articles as are not disposed of at time of convention are later compiled by official having same in charge together with others which may be submitted after invitation—and a list of these mailed to all the members, say quarterly. Inquiries regarding any of the lines offered are then referred to the party offering, and matter taken up directly between the parties interested. This sale or exchange bureau has been worked up with good success. Another feature is that it keeps the membership in closer touch during time between conventions, a matter which I have always felt extremely important, but hard to follow up without some such plan to keep the membership in touch with the executive officers.



M. S. MADOLE.

Question Box Discussions.

I briefly outlined our proposed plan of action in reference to some of the live questions for discussion, being introduced with short papers on the topics selected, to be followed up with general discussion. One state, Indiana, I think, stated that they had the same plan in view for next convention. The matter was fully discussed, and it was recommended that the papers be edited and printed for distribution to members in advance of discussion.

Work Done in Ontario.

The clause of this report relating to district chairmen was acted on, and a valuable list of eligible dealers, about 950, was compiled. Owing to the large number of names received, it was impossible for me to follow up the plan of subsequent work by the chairmen for this convention, so I circularized the names early this month—after having sent type-written letters in December. During this convention, I would like to see a meeting of the district chairmen and our executive to formulate plans for drawing in dealers who do not attend conventions to our association.

Freight Audits.

After considerable correspondence, I have a proposition from a freight auditor in Montreal to take up this matter, and have now sent in my own freight bills along with President Occomore's, to obtain an idea of the value of this proposition.

I would also like to have the Exchange or Sale Bureau discussed during our convention, and obtain an expression of opinion as to its usefulness or practicability.

Your committee have also met the Exhibitors' Association with the executive, and formulated the programme for this convention.

There has been a large amount of correspondence from my office in connection with association matters, and if, at the close of this convention, we can see an increased interest in the furthering of the welfare of the trade in general, with a consequent growth in the numbers and influence of our association, I will feel amply repaid.

All of which is respectfully submitted.

W. F. MACPHERSON,
Secy. to Advisory Committee.

Secretary's Report.

Ottawa, the Capital City of Canada, is a fitting place to hold what we confidently expect will be the largest convention yet held of the Ontario Retail Hardware and Stove Dealers' Association.

In addition to the large attendance expected from Ontario, we look forward to the opportunity of fraternizing with several hundred fellow-retailers from Quebec Province, and to also have as guests many hardwaremen from the Maritime and Western Provinces of Canada.

Your secretary visited Western Canada last summer, and found a fair percentage of the hardware dealers organized in local branches of the Retail Merchants' Association, although in British Columbia the Retail Hardware Association still continues as a separate organization.

The executive committee met twice during the past year, and have had very pleasant relations with the executive officers of the Hardware Exhibitors' Association in arranging the programme, etc., for this convention.

The advisory committee has been in constant correspondence with each other,

and have done very practical work, Vice-President Macpherson having proven his capacity for the position of secretary, and a willingness to give the time necessary to accomplish practical results for the members of the association.

The advisory committee experiment having proven a success, should be continued. Would it not be a good plan to, as far as possible, elect past presidents to the advisory committee, thus retaining the activities and experience of the men who, after years of service, have been honored by election to the highest office in our association.

It is gratifying to report that 1913 was the most successful in the history of the association so far as membership receipts were concerned, and, with aggressive advisory and executive committees, a substantial balance in the treasury to work upon, and an enthusiastic and successful convention to inspire the officers and members, the coming year ought to be the most fruitful of results yet experienced by the hardware trade in Ontario through their trade organization.

WESTON WRIGLEY, Secretary.

Auditors' Report.

Geo. Mathieson submitted the report of the auditors as follows:—

We, the auditors of the Ontario Retail Hardware and Stove Dealers' Association, find in auditing the books of the association, that the year of 1913 was the largest for receipts from members in the history of the association, but that the cash balance on hand was decreased by about two hundred dollars.

We would recommend that means be devised to bring the balance up, as the surplus must not keep on going back at this rate, or else we will be in debt.

Increase your membership or membership fees, or try and induce the Exhibitors' Association to give a percentage of the receipts from their yearly exhibition.

The financial report is, in detail, as follows:—

Secretary's Financial Report, 1913.

RECEIPTS.

Membership fees	$ 795.00	
Supplies	23.00	
		$ 818.00

DISBURSEMENTS.

Paid to treasurer	$18.00

Treasurer's Report.

RECEIPTS.

Cash balance Dec. 31, 1912	$1,225.16	
Received from Secretary	818.00	
Interest	28.25	
		$2,071.41

EXPENDITURES.

Convention expense	$ 359.05	
Executive traveling expense	206.70	
Office expense	198.51	
Job printing	179.25	
Secretary's salary	100.00	
		$1,043.51

STANDING OF ASSOCIATION.

Cash on hand, Dec. 31, 1913	$1,027.90	
Saleable stock on hand	12.00	
Office equipment	50.00	
		$1,089.90

LIABILITIES.

None.

GEO. MATHIESON,
J. W. PEACOCK,
Auditors.

Toronto, January 22nd, 1914.

Provisional Committees.

The provisional committees were appointed as follows:—

Membership.—Geo. Mathieson, Toronto; J. W. Peacock, Toronto; W. J. Wagg, Providence Bay; W. A. Rankin, Ottawa; R. Hawkins, Smith's Falls; S. B. McClung, Trenton.

Nominating.—M. S. Madole, Napanee; J. R. Hambly, Barrie; D. A. Macnab, Orillia; T. M. Nash, Wellington; D. Mistele, Rodney; Mr. Chalmers, Palmerston; Robt. Smith, Bolton.

Resolutions.—Mr. Barton, Fort William; Wm. Magladery, New Liskeard; W. W. Bennett, Gananoque; A. J. Wright, Hamilton; W. W. Cuzner, Ottawa; W. H. Johns, Southampton; Mr. Ferguson, West Lorne.

Question Box.—H. E. Patterson, Drayton; C. F. R. Taylor, Carleton Place; W. D. Dewar, Pembroke; A. L. Shields, Kincardine; J. S. Moir, Arnprior; H. Morgan, Peterborough; Mr. Clements, Milton.

J. R. Hambly of Barrie, moved that the report of the presiden be referred to a special committee for consideration, the other reports to be referred to the Resolutions Committee. In making the motion he congratulated President Occomore and the other officers on the thoroughness of the work they had done.

Robert Smith, of Bolton, seconded the motion. "We seem to be getting down to work in earnest," said Mr. Smith.

The committee to which the president's address was referred to was made up of Messrs. Carter, Madole, Taylor, Shields and Smith.

A letter was read from Chas. C. Lee, of Goderich, a member of the executive committee, expressing his regret that through illness in his family he would not be able to attend.

Some Criticisms Voiced.

Chas. W. Conn read a letter from W. Pow, of Pow & Wilcox, Tillsonburg, which will apear in next issue.

The Register of Members

Owing to the slowness with which the members registered, it is impossible to give a complete list of those present. The members who had registered at the headquarters of the O. R. H. & S. D. A. up to Wednesday night were as follows:

G. A. Turner, Drayton; D. B. Ridpath, Toronto; Geo. Matthewson, Toronto; G. D. Davis, Toronto; T. B. Costain, Toronto; R. H. Ecclestone, Toronto; J. O'Hagan, Toronto; C. H. Blythe and H. Shorter, Ottawa; E. D. Campbell, Guelph; C. J. Robinson, Toronto; C. R. Wilkes, Montreal; W. L. Edmonds, Toronto; J. E. Martin, Montreal; Geo. H. Honsberger, Toronto; T. Chadwick, Toronto; P. E. Bedouin, Thetford Mines; F. M. Richards, Moose Jaw, Sask; H. D. Sinclair, Orillia; F. Bausbaugh, Waterford; T. W. McKenney, Toronto; W. M. Robertson, Toronto; Fred Hutt, Toronto; R. M. Allen, Kingston; D. R. Porteous, Hull, Que.; J. T. Jeffrey, Ottawa; A. L. Hixon, Berlin; J. G. Insole, Hamilton; W. G. Robertson, Toronto; C. C. Henderson, Toronto; A. T. Black, Toronto; F. L. Simpson, Lanark; R. H. Breeze, Collingwood; F. W. S. Davis, Toronto; W. L. Bailey, Kemptville; F. C. Lariviere, Montreal; C. Arthur, Summerside, P.E.I.; W. E. Forbes, Summerside, P.E.I.; G. T. Deacon, Lachute; R. Hawkins, Smith's Falls, Ont.; R. S. Drysdale, Arnprior, Ont.; S. C. Bishop, Norwich; A. R. Bernhardt, Preston; W. I. Wagg, Providence Bay; D. Christie, Owen Sound; Reg. Scott, Guelph; R. W. Clements, Milton; Ed. Wanless, Chatham; L. Doyle, Hawkesbury; R. W. Matthewson, Toronto; F. W. Barton, Port Arthur; M. S. Madole, Napanee; Donald McGregor, Caledonia; E. A. Whitten, Bracebridge; A. J. Wright, Hamilton; J. R. Hambly, Barrie; J. A. Clark, Smith's Falls; F. A. Rieard, Sudbury; H. E. Patterson, Drayton; W. J. Bell, Beeton; R. J. Walken, Tottenham; T. I. Hunt, Thorold; B. F. Ahrens, Hanover; G. E. Baxter, Little Current; J. C. Martineau, Quebec; Jos. Chalmers, Palmerston; Adolph Henry, Orono; C. F. R. Taylor, Carleton Place; M. Johns, Southampton; C. R. Bailes, Oshawa; W. R. Billing, Windsor; H. Occomore, Guelph; C. W. Conn, Tillsonburg; W. A. Rankin, Ottawa; J. Preeter, Zurich; Geo. A. Davison, Woodstock; Robt. Smith, Bolton; D. A. Macnab, Orillia; Jas. Dandie, Streetsville; J. Lochead, Forest; A. Leacock, Weston; T. M. Nash, Wellington; R. Hadden, Picton; R. McVittie, Perth; F. W. Silvester, Stouffville; A. Wideman, Markham; J. Douglass, Wroxeter; A. L. Shiels, Kincardine; L. Beauline, Hawkesbury; W. Glassford, Beaverton; W. H. Manning, Coldwater; Fred Otton, Barrie; Frank Child, Cochrane; J. B. Ferguson, West Lorne; H. J. Marshall, Timmins; G. P. Fisher, Port Arthur; F. L. Simpson; Lanark; D. Hagan, North Gower; G. H. Ferguson, Collingwood; W. W. Baker, Granton; A. E. Hurd, Ottawa; O. F. Morrison, Toronto; G. E. Davis, Toronto; E. Burrows, Agincourt and Unionville; D. Caurville, Alexandria; C. F. Fawcett, Tweed; W. W. Bennett, Gananoque; E. Z. Labrisse, Vankleek Hill; W. D. Dewar, Pembroke; D. Mistele, Rodney; R. Wells, Dresden.



H. Occomore, Guelph, Ont., President O.R.H. & S.D.A.

The Future Status of Trade Associations

President Occomore, in His Address, Asks Some Pointed Questions as to Relationship Between the Associations of the Manufacturers and the Retailers—Suggests Joining Forces With R.M.A. on National Issues.

TO the members of the Ontario Retail Hardware and Stove Dealers' Association in Convention at Ottawa: I wish to take this, the first opportunity I have had, to thank you for the honor conferred upon me in Hamilton last February by electing me to the Presidency of this, the strongest One-line Association in the Province of Ontario to-day, an organization composed of members from all parts of the Province, both from the large cities and towns and the rural sections as well; an organization to which we, as members, ought to feel proud to belong, representing as we do in the Retail way, the largest, the wealthiest, and possibly the most stable of the industries, of not only the Dominion but of other countries; industries that possibly make more for the growth of this country than any other branch of the Retail Trade can lay claim to. For you to know that this is no idle boast on my part, you have only to think of a few of the many lines we represent; namely, the products of the Rolling Mills, Pipe and Tube Mills, Wire and Wire Nail Plants, Paint and Color Plants, Stove and Furnace Plants, Cements, Plasters, Woodenware, etc. And I could go on until you were tired.

Again, I say I feel it an honor to be the Presiding Officer of such an organization, especially so as I think it is the first time since the Association was first organized that you have placed this trust on the shoulders of one who represents, as I do, the Stove Dealers section of the Association —not that the other section has suffered in any way, owing to this fact; because I trust I have been able to lose sight of the fact that we are made up of sections, but that we are an association of both sections joined together and that what affects one affects the other.

In looking back over the year that is now drawing very near the close, I feel that there are many things which we had hoped to accomplish that we have failed in or in which we have done but little. We hoped to have been further ahead than we are with the matter of Inspection of Weights and Measures, Parcel Post, and several other matters that have been before us for some time. But we can console ourselves with the thought that when we get to the point that we have accomplished all we set out to do, we will have outlived our usefulness and it was time we were transplanted.

Owing to the changed conditions since the Guelph Convention, when we had to let go of the Exhibition end of our Association, we have had to reorganize, as it were, our work and have endeavored to concentrate our thought and action along other lines, namely, the betterment of the Retail Trade. To this end the Advisory Committee was created, so that your chief executive officers, as a small active body, could be more in touch with the work, with power to deal with trade grievances, from whatever source they might come, and use their very best efforts to correct and adjust them. As to what success we have met with I will leave the Secretary of the Committee to tell. At a meeting of the Wholesale Hardware Association, held in the fall, I brought up the matter of a uniform catalogue and price list, with the result that the Secretary of their Association promised the matter would be dealt with by them in the near future.

As to the present, there are a few things we need to know. Or, in other words, we had better stop long enough to take stock and find out where we are at. We are composed of a paid-up membership for last year which, I understand, is better than we have ever had before. I understand, also, that this total is made up of representatives from every section of the Province. But this total membership is only about thirty-three per cent. of the men eligible.

As to your Officers and Directors, I feel that in selecting these you have given the Association a body of men to control its affairs of whom you need not be ashamed; men of experience, faithful, conscientious, and of sound judgment. Your affairs have been well looked after by them this year. Our powers, especially along Legislative lines, are somewhat limited, accounted for to a large extent by the fact that we are only representing one section of the Retail Trade. This is a matter that should have our very earnest and careful consideration. To me it seems that right here is where we lose so much of our energy, owing to our inability to carry things to a successful issue.

As to our standing as an organization among the Retail Trade, I am glad to say that I think we are much stronger here than we ever were and outsiders are beginning to realize that we mean business and that it is not as has often been said of us, "just a bunch of hardware fellows out for a big time," with special emphasis on the "big." This is as it ought to be. Not that I would deprecate the social good-time side of our gathering; but let that be only a side line. Let us remember that it is Business first.

The last item on our stock sheet is: Just where do we stand as regards the Canadian Hardware Manufacturers Exhibitors, Ltd.? In this connection there are several questions I would like to ask. Some of them I will endeavor to answer and the others I will have to leave with you."

Mr. Occomore then proceeded to go into the question of the relations between the two bodies, asking a number of questions as to the division of responsibility and receipts and mutual representation on boards. The last question was:

"11. Should we move for a joint committee of the two associations to meet and talk the matter over and endeavor to arrive at a satisfactory solution of the difficulties; said committee to be composed of, say, three members from each association.

Questions 1, 2 and 3: While it is not necessary, I think, if it can be so arranged, that the two should continue to work together as, in my estimation, the dividing of the two bodies would weaken the aims and objects of both Associations, the Exhibitors just as much as ourselves. Their efforts bring to the Convention many that would otherwise never come, and our Convention being held at the same time makes it possible for them to bring these men to meet with them. To me the thing is very much interwoven.

The remaining questions I would ask you to answer for yourselves. To my mind the time has come when we should know these things.

Now, as to the future, I have already touched on some of the things necessary for our consideration and action if we are to be a successful Association, but there are several other things we might do. Some of these are outlined in the report of the Advisory Committee Secretary and Secretary Wrigley in his report of the Executive. Especially would I call your attention to the question of increasing the membership, as we should have at least sixty per cent. of the bona fide Retail Hardware and Stove men in the Province as members of our Association—and active ones at that. Your Officers have endeavored to make this Convention the most interesting one we have ever held, and yet I feel that we can still increase its interest by increasing the activity of its members. If every member would become a pusher instead of a puller, the future of the Association would be bright indeed.

I would suggest that more time than ever be devoted to question-box discussions. Resolutions brought in and passed should be followed up and pushed through with the utmost vigor. More prominence should be given to the advantage to us, as Canadians, handling and pushing made-in-Canada goods, in preference to those made in foreign countries (all other things being equal). We, as an organization, should take up seriously the question of increased cartage charges, especilly double cartage. If, as we expect, the freight audit is what we think it, as mentioned in the Advisory Secretary's Report, we would strongly urge the members to take advantage of it.

I would also suggest that before this Convention closes a strong committee be appointed to go fully into the question of joining in with and, if necessary, merging ourselves with the Retail Merchants' Association of Canada (Incorporated), as I am more firmly convinced than ever that if we wish to secure for ourselves our rights as Retailers, get our wrongs righted, either in Provincial or Dominion matters, it will be necessary for us to show that we are thoroughly representative. Almost all legislation we may be after affects not only us, but all branches of the Retail Trade. This we cannot do as a One-line Association but if there is some way (and I think there is) by which we can unite with the Retail Merchants' Association, there is no reason, that I can see, why we should not get almost everything we go after.

In closing, let me again thank you for the honor you conferred upon me, and to say that I hope the sessions of this Convention may be of much interest and profit to every member present and that the new year may be of still greater good than has this one now closing."



Bulk Sales Act Comes in for Discussion

A Summary of Terms of Proposed Ontario Act Given by Secretary of Credit Men's Association — No Action Taken — Splendid Paper on Retail Advertising Given by E. J. Creeper.

THE Wednesday afternoon session opened with an address by Mr. Sheldon, a report of which will be found in another section of this issue.

The second order of business was an address by Secretary Leary, of the Canadian Credit Man's Association, on the Bulk Sales Act pending in Ontario. He explained the terms of the proposed Act at some length, dealing particularly with the clauses of the bill introduced into the Legislature last year by W. D. McPherson, M.P.P. This bill he claimed had been very much misinterpreted.

The terms were briefly, as follows: A merchant negotiating a sale in bulk of his stock must supply the purchaser with a list of his creditors for all amounts over $50, and also to notify his creditors of his intention to sell. If the purchaser failed to secure such statement, the sale became void. The vendor must obtain a written waiver from the creditors or pay sufficient to cover the indebtedness, a third alternative being to pay into the hands of a trustee a sum to be distributed among the creditors. The fees of such trustee were not to exceed 5 per cent., and were to be paid out of the disbursements and not in any case to be charged against the debtor. The speaker laid special stress on this point to show that the proposed Act did not entail any expense on the retailer.

If the vendor can give waivers from 60 per cent. of his creditors and representing 60 per cent. of his liabilities, together with the statement, the sale will be valid.

The speaker elaborated on the various points, adding that all the provinces, but three, had adopted Bulk Sales Acts, and all the states but one. He declared that the passing of the Act in Ontario could be obtained only through the co-operation of the retail merchants and he asked that they give an expression of opinion in its favor.

Mr. Madole: "You have told us this is needed in the interests of the wholesaler. But what is proposed to be done to protect the interests of the retailer? We believe the wholesaler should be protected, but we also believe that something should also be done for the retailer, who is just as worthy."

Jas. Moir stated his belief that it would be premature to make any pronouncement on the Act when negotiations were pending with the R.M.A. which might result in the association acting in future with that body on all such questions.

Mr. Madole then moved that the convention had heard with satisfaction the explanation of the Act given by the secretary of the Canadian Credit Men's Association, but that in the opinion of the convention it would be inadvisable to take any action or to commit themselves on the question.

Jas. Dandy seconded the motion.

Mr. Leary pointed out that the Bulk



E. J. CREEPER.

Sales Act was designed to protect the honest retailer as well as the wholesaler. At present there was nothing to prevent a dishonest man from selling out his stock at 40 cents on the dollar and skipping the country, leaving the purchaser to dump that stock on the market at cut rates, thus creating unfair competition for the other merchants.

Mr. Occomore suggested that if Mr. Madole would agree to withdraw his motion, that the matter be left until the following day and that in the meantime a vote of thanks be moved to Mr. Leary.

W. F. Macpherson thought that in view of the negotiations pending with the R.M.A., it would not be fitting to take a stand on the subject. They should hear both sides first.

A. J. Wright asked on what ground the retailers had been fighting the bill.

Mr. Leary explained that one objection was that through the proposed measure an inquisitive person could get a complete list of the creditors of a merchant. They also objected to the $50 limit, believing that all obligations, no matter how small, should be listed as well. A great objection also was that a general merchant, wishing to sell out one line of goods would have to supply the purchaser with a complete list of his liabilities on all stock.

Address on Retail Advertising.

A splendid paper on the subject of advertising was then given by E. J. Creeper, of Owen Sound, as follows:

We live in an age of progressiveness. Modern business demands many things both unthought and unheard of in years which have passed. The subject which has been allotted to me for a five-minute talk is, "How to get the most out of advertising," or as I think it might be termed, "Looking through the nickels at the dollars beyond."

Advertising is as necessary to a hardware dealer as fertilizer is to the farmer, or in other words, it is a necessity. To begin with advertising is merely getting better acquainted with the public. There are hundreds of ways of advertising, but, as a general rule, it is the little things that count. By that I mean that it is not the most expensive means of advertising that always brings the best results.

If you will try and put yourself in the place of your prospective customer and discover why they purchase from your store in preference to others, you will probably find it is because of one of the following reasons:

That your store is convenient to them.

That you and your clerks are courteous.

That your smile is a little more pleasing and your ways a little more obliging than your competitor.

That your store is neater, cleaner, and more inviting than your competitors.

Let Us Start With Your Windows.

I am afraid there are too many of us who do not pay enough attention to our window advertising. It is one of the best publicity agents of any merchant. It is necessary, however, to make it so by displaying in a tempting and attractive manner the merchandise, so that people will stop and examine it. There must be some definite impression you wish to make and this idea must be concentrated in your windows to succeed. Change your displays not less than once every week; oftener, if possible, to get the best results.

Neatness and order in your store is another latent advertising feature. Have your shelves neatly arranged, counters free from miscellaneous packages, ad-

vertising signs in place and a general air of business about the place.

How often does a customer go into a store with the intention of buying a package of tacks or some other small article and after seeing other goods, attractively displayed, runs up his purchases to several dollars?

Then again, are your clerks well-informed and obliging?

There is nothing impresses a casual customer more than to enter a store where the clerks are obliging, courteous, and well informed. Do not keep a grouchy clerk at any cost. Courtesy pays big dividends, and always give particular attention to women customers.

There are many other ways of advertising that are inexpensive to the dealer and of which few really avail themselves. They are ways that bring big results if properly worked.

Practically all the manufacturers when introducing new lines will furnish you, for the asking, circulars and advertising matter to aid the dealer and very often are willing to print the name and address at the bottom of 500 or 1,000 circulars without cost to you. How many dealers ask the manufacturers for these circulars, and how many use them to good advantage when they are supplied? The use of these circulars is the finest opportunity of all to introduce the lines advertised thereon. You should place this advertising matter on the counter where goods are wrapped and enclose a piece of advertising matter in every order wrapped at that counter. This advertising is free to you and allows you to keep everlastingly at the proposition of letting the people know what you have for them without expense to you.

The aim of every ambitious merchant is to obtain the greatest results from the least expenditure. Competition demands it, but anything that is worth doing is worth doing well. It is not always wise to limit your expenditures in advertising so that the impression of cheapness in your management or your actions is given to your customers.

If you think of giving a customer a cigar, it is far better to keep your money in your pocket than to offer him a cheap one. The personal touch which you can have with your customers is a great aid to business. You can solicit trade by means of circular letters or post cards, but the actual going out and circulating among farmers, home-builders, and mechanics will make a much better and more lasting impression.

Then again the newspaper, without question, is one of the greatest factors for upbuilding of any progressive establishment. It must be used, however, with care and system, or it will be found to be an expensive luxury. Determine upon the amount you can well afford to spend and find out how much space you can get for that amount. The ordinary country and town storekeeper is apt to condemn newspaper advertising as he has possibly not succeeded in obtaining results from his advertising, because he has allowed the same ad. to appear time after time and then wonders why they do not pay. The reason lies in the fact that they are stale news, and nobody cares to read them the second time. Many people read the advertising columns as regular as any other part of the paper, and if you offer them in each ad. something that they need they will soon be coming around to see you. Catchy headings, good electros descriptive of goods all help to make impression on prospective customers.

There are many other ways of advertising, such as road signs, souvenirs, on programmes, and at church affairs. The last two, I believe, should be avoided as they are simply donations, and should come under that head.

The kind of advertising that brings results to-day is that which impresses the public and the way to do it is through your store service, your window displays, your newspaper advertisements, and your personal solicitation for business.

A hearty vote of thanks was tendered to Mr. Creeper at the conclusion of his address.

A Thorough Analysis of Salesmanship

A. F. Sheldon Delivers an Address Before Hardwaremen in Convention—Man Power the Great Force Behind Salesmanship—What Man Power Consists of—A Brief and Forceful Summary.

"THE Philosophy of Salesmanship," was the subject of the address delivered by A. F. Sheldon before the convention at the opening of the Wednesday afternoon session. In his remarks, Mr. Sheldon condensed a wealth of original subject matter on a subject of considerable depth and endless ramifications into a very few minutes, his address not exceeding half an hour in length. He succeeded, however, in putting before his audience in succinct form the elements of successful salesmanship and he held the closest attention of all.

Space does not permit of anything approaching a detailed report of his remarks. In brief the points he made were as follows:

To persuade some person to purchase your product at a profit (his definition of salesmanship) it is necessary to lead that person through four stages of mind. The stages by which a sale is approached are Attention, Interest, Desire and Action. However, the chief function of salesmanship from the standpoint of the retail merchant was not to get customers but to keep customers. The object of the retail salesmanship, therefore, should be to instil confidence and satisfaction; through satisfaction to create the sustaining power of confidence.

The one great cause of permanent confidence and satisfaction was found in service. He defined the three essential factors which constitute service as Quality, Quantity and Mode. The last was the most important as it covered everything that applied to service outside of the article offered—the efficiency of the sales staff, the completeness of the store equipment, etc.

There were three powers behind a business—man power, money power, equipment power. Of these three, man power alone was cause, the other two being effect. Destroy all the money power and equipment power in the world and man power would soon replace them. Destroy man power and the money and equipment powers would rust away. He, therefore, showed the paramount importance of man power in its relation to salesmanship.

The individual power of a man could be determined by considering him under four heads—Physical power, Ability, Reliability and Action. A man might have ability, reliability and the power of action but be handicapped by lack of health. A man with perfect health and plenty of ability might be of little value through lack of the force of putting his ability into action. In brief, a man must rank high in all four respects before he could be considered efficient. To qualify as a salesman, a man must possess a share of all four of "man power."

As stated at the outset, Mr. Sheldon spoke in terse and epigrammatic form. Some of his brightest thoughts are appended:

"Salesmanship is the power of persuading plenty of people to purchase your product at a profit.

"A house is known by the customers it keeps, not by the customers it gets.

"Words enter into persuasion to purchase your products at a profit but what enters more is efficient deeds.

"Sometimes the cheapest man on your pay rool is the most expensive to the organization.

"You can't eliminate mistakes from your work without health, vim, vigor and vitality.

"Bring life into harmony with God's law of efficiency.

"If salesmanship is service then hypnotism has nothing to do with it.

"There is only one difference between a rut and a grave—the one is deeper and longer than the other.

"The best ability is reli-ability.

"The square deal ethics in business pay—and pay big dividends.

"All labor troubles could be made to vanish if the 5 per cent. who employ and the 95 per cent. who are employed could only get close enough together."

Social Features of the Convention

RECEPTION MONDAY EVENING.

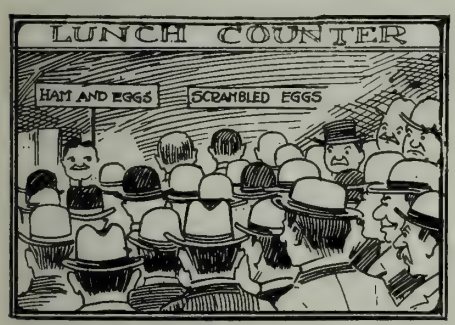
On the arrival of the special hardware trains from Montreal and Toronto an informal reception was held in the ballroom at the Chateau Laurier. A very tasty lunch had been prepared for the visitors. Special music and dancing were also features at the Monday evening reception. The entertainment committee was very active in looking after the comfort of the guests.

* * *

TUESDAY SOCIAL FEATURES.

On Tuesday, at 2 p.m., an entertainment for the ladies was given in the ballroom at the Chateau Laurier, Cy Warman, poet, taking the leading part.

At 4 p.m. the Parliament Buildings were visited, and at 8 p.m. a visit was made to the House of Commons, where one of the galleries had been reserved for the visiting hardwaremen. Much



There was a big rush at the lunch counter.

interest was evidenced in the proceedings in the House of Commons, where the hardwaremen remained until about 10 p.m.

At 10.30 p.m. a collation was held at the Chateau Laurier, where an excellent musical programme was furnished and dancing and other social amusements indulged in.

* * *

WEDNESDAY FEATURES.

On Wednesday morning a group photograph was taken of the hardwaremen gathered at the entrance to the Chateau Laurier.

From 10 to 12 a.m. was spent in a visit to the Eddy Works, the Royal Mint and the Museum.

A ski-jumping contest attracted a large number to Rockliffe Park at 3.30 in the afternoon.

In the evening, at 8 p.m., a theatre party was held at the Dominion Theatre, where the ladies and gentlemen in attendance were the guests of the Canadian Hardware Manufacturers' Exhibitors' Association.

* * *

THURSDAY FEATURES.

On Thursday morning a large number of visitors spent the hours between 10-12 in visiting the Eddy Works, Royal Mint and Museum.

In the afternoon, at 2.30, a drive around the city, starting from the Chateau, was a feature much appreciated, especially by the ladies.

At 8 p.m. a ladies' theatre party was held at the Russell Theatre.

* * *

FRIDAY FEATURES.

A tobogganing party from 10-12, Friday a.m. was held at Cliffside slide. A large number of visitors also took advantage of the opportunity to visit points of interest in the city.

Friday afternoon was spent in shopping and visiting the stores.

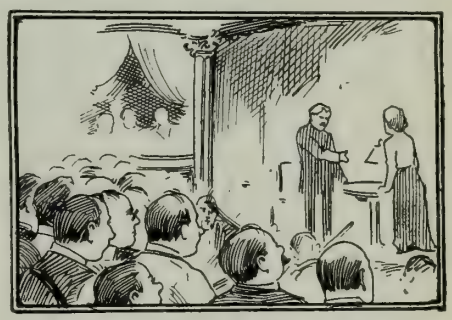
Ottawa possesses so many points of interest that visitors had no difficulty in filling in all spare time to good advantage. A programme of entertainment for ladies and visitors was issued by the Canadian Hardware Manufacturers' Exhibitors' Association. The programme was attractively gotten up in pocket size, and contained, in addition to the programme, information regarding street car lines and how to reach the various points of interest and entertainment.

* * *

RETAIL MERCHANTS' LUNCHEON.

One of the unique features of the convention, was a luncheon tendered by the Dominion Board of Retail Merchants' Association, to representatives of the Hardware Exhibitors' Association, Retail Hardware Association, and the hardware trade press.

This very enjoyable event, took place in the private banquet hall of the Chateau Laurier, B. W. Ziemaan, president of the Dominion Board, being in the chair. J. A. Beaudry, treasurer of the Dominion Board and E. M. Trowern, secretary, were at the head and foot of the table, while the others present were: M. R. Griffiths, Adam Taylor, M. Moyer, J. R. Hambly, A. J. Vallerand, Jas. Hardy, B. D. Blackwell, Geo. B. Dowswell, E. C. Matthews, C. E. Stewart, H. E. Elliott, S. H. Alexander, A. Lamel, M. S. Madole, W. U. Boivin, W. Wrigley, J. Billinghurst, D. Cinnamon, N. C. Cameron, J. Caslor, D. Griffiths, A. A. Bittues, W. A. C. Hamilton, F. M. Tobin, C. W. Conn, H. P. Hubbard, J. G. Watson, W. F. Macpherson, D. Deschand, J. A. Hossack, H. Occomore, and J. G. Lorriman.



Theatre night saw the members out in full force.

The menu cards were very tasty, and the frontispiece, reproducing the Chateau Laurier and Parliament Buildings in colors, was much admired.

There were two toasts—Our Guests, and the Trade Press.

The task of proposing the former fell to J. G. Watson, Past President of the Dominion Board, Retail Merchants' Association, J. A. Beaudry, and E. M. Trowern, treasurer and secretary of the board. All of these speakers emphasized the importance of closer relationship between manufacturers, wholesalers, and jobbers.

Response was made by M. R. Griffiths, president of the Exhibitors' Association, H. Occomore, president of the Retail Hardware Association, Jas. Hardy, secretary of the Wholesale Hardware Association and S. H. Alexander, past president of the same association, H. E. Elliott also responded, on behalf of the Grand Trunk Railway.

The toast to the Trade Press, was proposed by W. U. Boivin, and responded to by W. Wrigley, of Canadian Hardware Journal, and J. G. Lorriman, of Hardware and Metal.

Before the gathering dispersed, A. A. Bittues and F. M. Tobin were also called upon to speak and they expressed themselves as being in favor of the proposal to link together more closely the three great divisions of hardware business.

Features of the Trip to Ottawa



The special train proved a splendid idea.—The members became acquainted in short order.

THE running of special trains from Toronto and Montreal was a happy idea. It brought the members—and their wives—together on a friendly basis, and turned what would otherwise have been a long and wearisome ride into a really enjoyable trip. In this way a basis of intimacy was established long before the trains reached the Capital City.

The Toronto train pulled out at 1.35 p.m. Monday and arrived at Ottawa station about 11 o'clock. Not for a second, however, did the proceedings on board drag. Thanks to the foresight of F. W. Bird & Sons, Hamilton, who handed around square boards of "Neponset" to be used for playing cards, and to the James Stewart Manufacturing Co., Woodstock, who supplied Good Cheer cards, there was ample opportunity for games.

* * *

President Occomore acted as master of ceremonies in the ladies' car, making the ladies acquainted with one another. It was noteworthy that most of the men wandered up to that coach quite frequently.

* * *

The cocks of the north were the first to find their way to the front coach. They made trips back every little while after that.

* * *

A trip to the front coach, by the way, seemed to result in a stimulation of enthusiasm, a general revival of exuberance and a wholesale brimming over of animal spirits.

* * *

The service in the dining car was a treat that was a little unexpected. To those who had anticipated having to roll off at a junction point and grab an ossified sandwich and a mug of muddy coffee at a lunch counter the announcement that a diner had been put on was a great relief.

* * *

The train ran in first to the C. P. R. station at Ottawa. The station hands promptly took the baggage off and started to cart it away. As luck would have it, Robert Smith, of Bolton, happened to be taking a turn up and down the platform and he noticed a suit case going past on the top of a truck which had a familiar look. He promptly called a halt and the baggage was taken back. It was certainly a narrow escape. If the train had pulled down to the Union depot without the baggage it would have been a chilly night for some. The climate of Ottawa is not adapted to sleep minus pyjamas.

* * *

The Montreal special beat the Toronto train in. When the Queen City delegation arrived there were rooms to be had, but the hotels didn't have emissaries out looking for custom by any means.

Eastern members got on at various points along the line. Ex-President Madole joined at Napanee, bringing two members with him.

Fred C. Lariviere, of Montreal, arrived on Wednesday. He was unable to attend sooner, as he had arranged a euchre party for his employees on Tuesday night. After seeing them safely home in carriages, Mr. Lariviere took a few hours' sleep and caught the early morning train to Ottawa. His appearance was hailed with acclaim. Previous to that everyone had been asking: "Where is Mr. Lariviere?" A hardware convention would not be complete without Fred C. Lariviere.

* * *

The Chinic Hardware Co., of Quebec, was well represented. J. McD. Wilson, J. N. Grenier and J. Achille Lachance were present from that firm. "Last thing I did on leaving the store," said Mr. Wilson, "was to put Hardware and Metal in my grip."

HARDWARE LETTER BOX



Ice Cream Machine.

Tripp & Sinclair, Florence, Ont.—Can you advise us of firm making a machine for chilling meats in a small refrigerator?

Canadian Ice Machine Co., 163 Yonge street, Toronto; Keiths, Ltd, 111 King street, W., Toronto.—Ed.

* * *

Elk Steel Fire Brick.

F. W. Jeffery, Midland, Ont.—Please inform us who manufactures Elk Steel Fire Brick.

Elk Fire Brick Co. of Canada, Ltd., Hamilton, Ont.—Ed.

Advertise. You must persistently advertise your business. And there are various successful ways of advertising. One of the best advertisements is a satisfied customer, satisfied that he has just what he wanted, at the right price and at the time he needed it. When he sees or uses the article he will always think of the store from which he purchased it.

List of Exhibitors at Ottawa Exhibition

Vast Array of Hardware on Exhibition—Exhibits of a Very High Order—Parts of Some Exhibits Destroyed in Transit.

VISITORS at the Exhibition and Convention in Ottawa this week had an opportunity of seeing one of the largest, if not the largest, arrays of hardware ever gathered together for the inspiration of Canadian hardwaremen.

Members of the Canadian Hardware Manufacturers' Exhibitors' Association spared neither time nor money to make the exhibition a success, and their efforts were not in vain.

Despite the fact that they were badly handicapped by the recent disaster at Howick Hall, the Exhibitors' Association did not let the disaster interfere with their plans, and Machinery Hall, a building with a floor space of 400 x 140 feet, was secured for the exhibition.

Much favorable comment was heard regarding the extent of the displays and the original methods adopted to show the samples to advantage.

Owing to the destruction by fire of a railway car on Friday evening a number of exhibitors lost a considerable amount of advertising matter and samples, and were inconvenienced to some extent on this account.

Many new products of the manufacturers were on exhibition for the first time.

The Grand Trunk Railway System had a very attractive exhibit, one of the novel feature being a moving picture machine showing a trip through the St. Clair Tunnel.

The Canada Metal Co., Toronto, erected a large electric sign showing a mechanic pouring babbitt metal.

A large arch, erected by the Ontario Lantern and Lamp Co. and the Canadian Tungsten Lamp Co., of Hamilton, extended across the centre aisle of Exhibition Hall. The arch was brilliantly lighted with several hundred tungsten lamps.

The public were admitted to the exhibition during the evening, and a large number of Ottawa and Hull citizens took advantage of the opportunity to visit the exhibition.

The following list gives the names of the manufacturers having exhibits, and also the names of the representatives in attendance:—The Alabastine Co., Paris, M. M. Patterson, Alex. Bertram; Grant, Holden, Graham, Ltd., Ottawa, W. E. Cooper, H. Gilliam; Dominion Register Co., Toronto, J. C. O'Connor, Geo. Cameron, D. E. Precount; Geo. C. Kaiting & Son, Galt, Herb. Kaiting; S. F. Bowser & Co., Toronto, W. Y. Robertson, C. C. Henderson, H. Christie; Onward Manufacturing Co., Berlin, T. A. Wetzel, A. L. Higgins; Empire Agencies, N. B. Misener, J. B. Zavitz, F. C. Thompson; Butterworth Foundry Co., Ottawo, C. A. Connor, Wm. Banford; Imperial Oil Co., Toronto, K. F. Cameron, Ottawa, and H. N. Glover, Toronto; the Steel Co. of Canada, Ltd., Hamilton, H. T. Diplock, Fred Perego, W. A. Irwin, L. Krieger; Clare Bros., Ltd., Preston, H. Clare, M. Davies, Dave Aitcheson; the Jas. Smart Manufacturing Co., Brockville, J. A. Turnbull, Geo. Adams, J. Thompson, Jas. Gardner, Mr. Reynolds, Mr. Weatherson; the Ottawa Paint and Varnish Co., Ottawa, E. Street, A. Ayres, R. Hickman; Moffatt Stove Co., Weston, T. L. Moffatt, J. R. Moffatt, H. A. Stevenson, J. S. Millar; Dominion Iron and Steel Co., Sydney, N.S., Max Morell; G. M. Johnston, Mr. Street; the Canadian Buffalo Sled Co., Preston, Frank Melton; Radiant Electric Co., Grimsby, T. E. Hewitt, S. W. Canuff; the Canada Metal Co., Toronto, W. J. Harris, jun., A. E. Byers, S. Prevost; Northern Aluminum Co., Toronto, R. H. Osborne, A. H. Pannel, W. H. Garvock; Meakins & Sons, Hamilton, J. W. Rayner, H. Charles; the Renfrew Electric Co., Renfrew, C. E. Breckenridge, H. M. Ball; Gillette Safety Razor Co., Montreal, A. A. Bittues, N. Peterson, J. D. Dunn, D. P. Cotter; the Lufkin Rule Co. of Canada, Ltd., Windsor, Ont., J. A. Hossack, E. Russell; the Brantford Roofing Co., Brantford, Ont., G. S. Matthews, Fred Chalcraft, R. L. Shepard, J. A. Virtue, G. N. Huff, J. B. Tisdall; Jas. Stewart Manufacturing Co., Woodstock, Ont., C. E. Stewart, Thos. Stewart, E. Utting, Mr. Laffen; the Steel Equipment Co., Ottawa, C. P. Cruickshank, E. N. Knope, Mr. McKnight; Henry Disston & Sons, Toronto, S. Y. Dirigee, S. W. Batty, O. G. Kelly; Cummer, Dowswell & Co., Hamilton, Ont., G. B. Diwswell, F. T. Beine, N. D. Lynn; the Canadian H. W. Johns-Manville Co., Toronto, M. R. Griffiths, J. H. Shaver, J. A. Collins; Taylor, Forbes Co., Guelph, Ont., Adam Taylor, J. N. Taylor, jun., Geo. R. Waters, A. W. Given, C. F. Smallpiece, E. Dansereau; John Morrow Screw & Nut Co., Ingersoll, Ont., Geo. Duncan, H. W. Morrow; Bird & Son, Hamilton, Ont., G. E. Misener, F. T. Brush, E. E. Gledhill, V. M. Noel; Canadian Tap and Die Co., Galt, Ont., Luther Smith; Stratford Manufacturing Co., Stratford, Roy Harris; Ware Manufacturing Co., Oakville, H. H. Speare, M. H. Mairs; Auto Strop Safety Razor Co., Toronto, S. C. Stampleman, N. D. Batterson; Findlay Bros., Carleton Place, D. Findlay, J. K. Findlay, O. Favreo; Boech Bros., Toronto, Jno. Billinghurst, L. J. Levy; Canada Tool Steel Co., Toronto, J. Hamilton Kerr, A. M. Brodie, Bert Eaton; the Springer Lock Manufacturing Co., Belleville, W. C. Springer, J. E. Bennett, Jas. Little; Ker-Ben, Ltd., Almonte, T. W. Kirby, J. E. Bennett; the Gurney Foundry Co., Toronto, E. H. Gurney, W. L. Helliwell (Winnipeg manager), R. J. Lochart (Montreal manager), A. W. Fairbairn, F. W. Esmonde, D. W. Rose, A. J. Ross, R. G. Wright, F. W. Anthony, F. W. Spry; David Maxwell & Sons, St. Marys, Jas. Maxwell, R. S. Doran, J. W. Gallagher; Wilt Twist Drill Co., Walkerville, Ont., H. H. Clark, M. M. Sibley, A. D. Wilt, jun.; the Hall Zyrd Foundry Co., Hespeler, O. Zyrd, A. W. Cain, H. L. Knowles; Oneida Community Co., N. R. Carr, S. Hudson, C. E. MacLaughlin; Barr Registers, Ltd., Trenton, A. Million, J. Johnson; National Acme Co., Montreal, P. F. Millinger, R. L. Kendall, E. C. Atkins Saw Co., Hamilton, H. P. Hubbard, C. R. Hubbard, Jas. Chalmers; Tallman Brass and Metal Co., Hamilton, G. W. McKnight; Flexible Conduit Co., Guelph, J. S. Wheeler; E. B. Eddy, Hull, D. R. Porteous; Dominion Cartridge Co., Montreal, E. Doremus; Canadian Hardware Journal, D. O. McKinnon, W. Wrigley; J. O'Hagan, G. H. Honsburger, C. R. Wilkes; One Minute Washer Co., Toronto, F. J. Ehrhardt; Dominion Sanitary Specialty Co., Ottawa, R. K. Milks; the Beach Foundry Co., Winchester, H. C. Sparling, W. J. Bathgate; Gutta Percha and Rubber Co., Toronto, T. W. McKenney, E. E. Chisholm, H. E. Wiles, E. H. Minns, C. D. Scott; E. T. Wright & Co., Hamilton, H. G. Wright, G. C. Wright, J. W. Shields, J. Craig, G. C. Matheson; Dustbane Manufacturing Co., Ottawa, G. W. Green, W. J. Wellwood; the Williams Chemical Co., Russell, Ont., C. E. McCaffrey, I. McCaffrey; the Pedlar People, Oshawa, A. R. Lemon, H. Peel, F. L. Mason, W. E. G. Ramsay; Richards Wilcox Canadian Co., London, W. R. Yendall, J. C. Brown; Ontario Lantern and Lamp Co., Hamilton, J. W. Moncour, E. G. Cook; Smart-Woods, Ltd., Ottawa, E. J. Brown, W. Strachan, P. Woolconde.



A view of Exhibition Hall taken from Hardware and Metal's booth near the entrance.

Chadwick Brass Co., Ltd., Hamilton, represented by F. A. Wertheimer, H. J. Turner; Dunlop Tire and Rubber Goods Co., Ltd., Toronto, represented by C. M. Woodburn, A. L. Kenney, A. R. Hunter; D. F. Jones Mfg., Gananoque, represented to D. F. Jones, C. J. Watt; Nineteen Hundred Washer Co., Inc., Toronto, represented by H. H. Morris; McFarlane-Douglas Co., Ltd., Ottawa, represented by W .T. Sinclair, C. A. Smith, W. H. Stacey; The Shurley-Dietrich Co., Ltd., Galt, Ont., represented by H. E. James, P. S. Hickey; Canada Wire and Iron Goods Co., Hamilton, Ont., represented by R. J. Holmes; Canadian Heating and Ventilating Co., Limited, Owen Sound, represented by H. C. Filsinger, W. R. Wilson; The Gendron Mfg. Co., Toronto, represented by T. J. Chadwick, J. E. Roy; The B. Greening Wire Co., of Hamilton, represented by D. F. Griffiths, W. J. Robertson; Bishopric Wall Board Co., Limited, Ottawa, represented by G. F. Bishopric; McClary Mfg. Co., Ltd., London, Ont., represented by Col. Gartshore, A. M. Smith, W. J. Thompson, F. Dufault; Patterson Mfg. Co., Ltd., Toronto, represented by W. D. Bliss, J. A. Kennedy, A. B. Cowdery; Glidden Varnish Co., Toronto, represented by B. D. Blackwell, J. W. Connor, F. E. Lyman; J. H. Connor & Son, Ottawa, represented by J. L. Connor, J. T. Jeffrey; Independent Cordage Co., selling agents for Plymouth Cordage Co., of Welland, Ont., represented by W. J. Lind; Smart-Woods, Ltd., Ottawa, represented by E. G. Brown, P. Woollcombe, W. Strachan; Royal Fireless Cooker Co., Ottawa, represented by A. Roy MacDonald; Hardware and Metal, represented by J. G. Lorriman (manager), H. M. Reid (Eastern manager, S. S. Moore, T. B. Costain, Geo. D. Davis, R. H. Ecclestone, G. Mallech.

Officers Elected for the Ensuing Year

Men Selected to Direct Affairs of the Two Associations—Friday Sessions of Convention Called Off — City for Next Year's Convention Not Selected Yet.

OTTAWA, Feb. 19.—The election of officers in both associations was held to-day. The Ontario Retail Hardware and Stove Dealers' Association in convention this morning elected officers for the ensuing year as follows:

President—W. F. Macpherson, Prescott.

First Vice-President—C. W. Conn, Tillsonburg.

Second Vice-President—W. J. Carter, Picton.

Executive—James McGregor, Oakville; E. J. Creeper, Owen Sound; D. A. MacNab, Orillia; A. Wideman, Markham; W. W. Bennett, Gananoque; A. J. Wright, Hamilton.

Treasurer—John Caslor, Toronto.

Secretary—W. Wrigley, Toronto.

Auditors—J. W. Peacock and George Mathieson, Toronto.

The question of a meeting place for next year was discussed, but no decision was reached.

It was decided to call off the meetings scheduled for Friday, and the convention was declared over to-day.

At the annual meeting of the Canadian Hardware Manufacturers' Exhibitors, Limited, the following officers were elected:—

President—Adam Taylor, of Taylor-Forbes Co., Guelph.

Vice-Presidents—E. H. Gurney, of



JAMES A. HOSSACK.

Gurney Foundry Co., Toronto; J. W. Moncur, of Ontario Lantern and Lamp Co., Hamilton; Jas. A. Hossack, Lufkin Rule Co., Windsor; John Billinghurst, Boeckh Bros., Toronto; T. D. McFarlane, of McFarlane-Douglas Co., Ottawa; A M. Smith, McClary Manufacturing Co., London.

Directors—M. R. Griffiths, H. W. Johns-Manville Co., Toronto; A. A. Bittues, Gillette Safety Razor Co., Montreal; Chas. Stewart, James Stewart Manufacturing Co., Woodstock; D. Griffith, of B. Greening Wire Co., Hamilton; H. P. Hubbard, E. C. Atkins & Co., Hamilton; L. M. Smith; G. B. Dowswell, Cummer-Dowswell Co., Hamilton; F. M. Tobin, of Tobin Arms Co., Woodstock.

A VALUABLE JUNIOR.

The following article has been contributed by a Hardware and Metal representative whose duties take him to various parts of Canada, calling on the retail hardware trade:

During my acquaintance with Canadian hardware stores I have learned that there are clerks and clerks. One of the first things I do when I enter a store is to make a mental examination of the junior, and to find out whether he likely ever to have a store of his own, and whether he will make a good business man. If I chance to come across an exceptional boy, I usually tell the manager of my conclusions, and invariably I find that it is not news to him. Of all observers, it is the man who pays the wages who is able to size up the clerk best.

Nevertheless, it doesn't take an outsider long to tell a good clerk at first sight. His very first movement when you enter the store tells for good or bad against him: but it is usually his last movement when the store is closing, that gives him away. There are clerks who will deliberately walk to the rear of the store if a customer walks in a few minutes after closing time. That doesn't augur well for his future success.



H. P. HUBBARD.

I have in mind just now a clerk I came across a week or so ago in an Ontario hardware store. He is sixteen years of age, has been in the business three years, and is what some men would call "a cracker jack." My attention was drawn to him one cold morning just after the store had opened. He was waiting on a customer, and the earnest and conscientious manner in which he went about his work, struck me forcibly. I mentioned the matter later to the proprietor, who was so delighted, he commenced to tell me a story of how this boy saved him a hundred dollars.

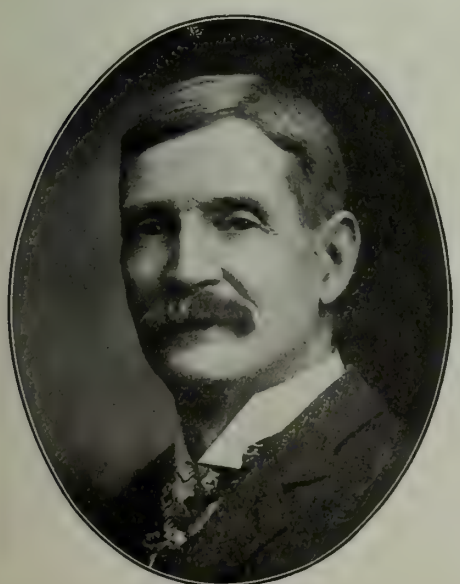
It ran this way. About six months ago, the store was partially destroyed by fire, and among the goods that suffered were about two hundred pairs of skates, and a lot of plumbing goods. These came in contact with some brown paint which was boiling from the heat, and the action on the skates, etc., was very detrimental. After the fire they looked as though they had been buried for a hundred years.

The proprietor was going away for a week, and remarked to this junior before going that when he returned, arrangements would be made to polish these goods. While he was gone, the clerk began to think for himself. That's a great asset in a clerk—to be able to think for himself without having to be told how to do everything. While the boss was away, he rigged up an old sewing machine stand with a shaft, and made a set of buffing wheels out of a couple of nail brushes, which he cut into

(Continued on page 61.)



CHAS. C. LEE.



JOHN CASLOR.



JAS. McGREGOR.

"The Phantom of Fear"

The imagination when seized with Fear will create things more terrible than either sickness or hunger.

A few days ago a young man was selected to present a business proposition to a number of manufacturing firms located in a large industrial centre. He had just completed a "college education," came of a "good family,"—his father had made a success in business, and as far as we can judge raw human material, he measured up, in mentality and in character, above the average.

But in the Scheme of Life, the value of a man's ambitions is determined, the quality of his character is tested, and the fibre of the moral and mental courage that runs through his being is developed and strengthened, by coming in contact with the realities of life. No man can predict, with any degree of certainty, this thing or that of any other man until his sincerity has been called up for judgment before the Court of Experience.

After a preliminary training in New York City, this young man started on his first business trip; with all necessary information, money, opportunity, an unusual business proposition to place before his prospects and a fine position awaiting him as Assistant Manager of a Magazine, if he proved to be made of the right substance.

When the train pulled out from the Grand Central Station, facts, realities, verities and uncertainties came thudding through his brain. For the first time the threads of safety, certainty and security were severed. Day-dreams tottered and fell clattering one by one. College illusions and fancies were turned to for assistance, but these castles had crumbled to white ashes. Bubbles of conceit bursted and vanished,—the mirage had disappeared, and everywhere stood silhouetted the great black shadows of Reality—the necessity of dealing with life on the strength of his own courage.

WORK, a strange monster, with shapeless hands and stalking feet, confronted him at every turn. He planned to return home at the first station stop but did not have the courage—his entire being was frozen in a block of life's cold and rigid uncertainties. When he stepped from the train strangers were everywhere—humanity looked different than it ever had. He went to his room and retired at three o'clock in the afternoon. In a little while he arose and with trembling hands fumbled through his lists of business prospects, and each of these manufacturing firms had been transformed into a "phantom."

The next day he passed by the door of a few business houses but returned to the hotel without making a single call. In a little while he wired for money and when this came the fear of being forced to meet life on his own individual strength was temporarily relieved, but still the Night of Work hung about him like a dismal fog.

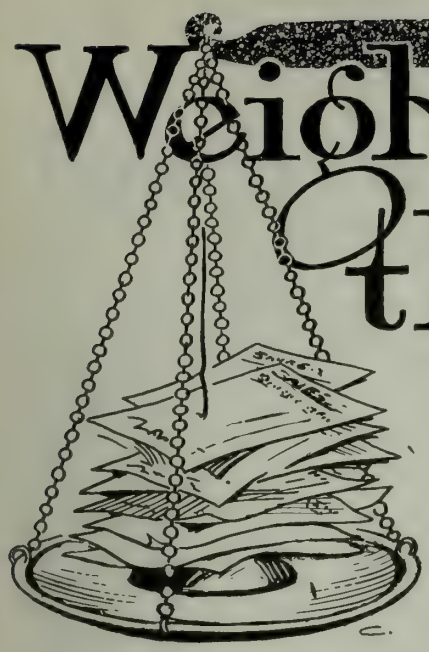
For twenty-two days he sat in the lobby of his hotel or turned restlessly in his bed, his mind constantly filled with the Phantom of Fear. Around every place of business he built, with his imagination, a wall filled with dark crevices in which lived the Ruminants, Owls, Bats and Dragons of Fear. On the evening of the twenty-second day he returned to New York City, pursued and beaten by a phantom—a thing that does not exist.

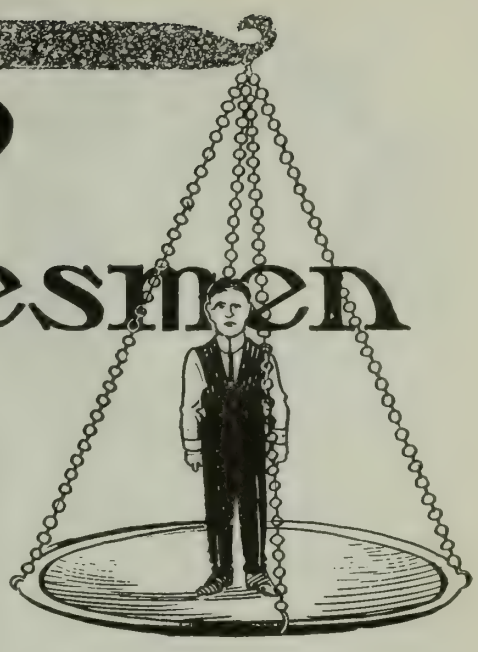
And the Phantom of Fear has forced the imagination to create all the ghosts and ghouls that ever haunted either the "grave-yard" or the courage of man.

Efficiency

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Weighing up the Salesmen





By William Cambell

In this article prepared for Hardware & Metal, Mr. Cambell, expert accountant, deals with the necessity of operating the business on a systematic basis. He maintains that the individual work of each salesman should be definitely known. In this way only can the dealer judge, with any degree of accuracy, who are the most valuable salesmen, and how this knowledge can be used to get the best results from the entire staff. This is fourth in the series.

SOME years ago a business of comparatively small size changed hands. The first owner had not made much headway with it. He was the kind of man who makes a splendid employee but a poor employer. When working under direction he proved himself capable, aggressive, careful in detail—a brilliant salesman. On launching a business on his own account, he found new responsibilities saddled upon him which bewildered him. The detail and careful planning ahead which falls to the lot of an executive head were beyond him. He let matters slide, devoting his time to superintending sales. In other words, he worked *in the present* as the average employee does and let the future provide for itself.

Needless to state, poor Dempsey's experience as proprietor of a retail store was a short one and if not exactly disastrous was in a sense very inglorious. It took less than a year to run the business into a bad hole from which Dempsey extricated himself by selling out. The savings he had invested in the business were partly wiped out, but he was lucky in escaping with anything left at all. He secured his old position back and I understand is there to-day. He is doing as well as ever and each year adds to his neat pile of savings. He is, I may say, in his proper element.

System, His Cardinal Creed.

The man who bought out the business was a hard-headed fellow who had been in the commission business for some years. Harding, we will call him. He did not know anything about running a retail store but he did know the primary elements of successful business. He was the stamp of man who could take hold of any kind of a business, carefully get down to the roots of it and find out how that business needed to be run to get the best results out of it. He had a keen instinct for essentials and he believed in system as the cardinal creed of the business man.

Immediately on completing the deal whereby he secured the almost defunct Dempsey store, he came to me.

"This business," he explained, "is in bad shape. I am prepared to put in enough cash at the start to get it on a right basis. After that it has got to be put on a paying basis at once. We'll have to go through it with a dark lantern, you and me, and find exactly what's needed."

We went at it; and needless to state, found the business to be in a waterlogged condition. The systems Dempsey had put in were hopelessly inadequate and the details had been loosely arranged. We worked at it hard for some time and finally succeeded in putting in a system which seemed to fit the requirements of that class of business. A thoroughly experienced merchandising man was put in charge of the sales campaign. Harding, himself, camped on the system end of the business. He had it working like a well-greased machine in no time.

The business has grown many times over. A huge business oak has grown from the acorn that Dempsey planted. It must almost make him dizzy when he contemplates the store that has been built up and thinks of the wobbling little concern it was at the start.

Of all the systems we put in, there was one that I believe paid us best of all. This, at any rate, is the firm belief of Harding himself. It was a plan for keeping track of the work of the sales staff, which enabled him to judge accurately the worth of each employee. By means of this system he kept his sales staff as close to efficient as it is possible to do.

Weigh Up the Clerks.

When a man buys goods for his store he takes care to get good value; he tries to get articles that will yield a good margin of profit. Do you weigh up your clerks in the same way? Large departmental stores do this, in addition to dividing their store into departments. Your business may not yet be large enough to divide into departments, but there is no reason why you should not make every clerk a *Department*, and find out what clerk gives you the largest profit. Try it, and you will probably be surprised at the difference shown when you find that one or two salesmen are far ahead of their fellows. Study their methods and get others like them.

In teams playing for sport they weed out the weak men and so build up a team that wins the coveted trophy. Surely a business is at least as worthy of being built up as a baseball team. Yet how few businesses are run on such keen lines as a successful baseball team?

Do you take an analysis of your salesmen every week or month? Probably you know that it would be a good thing to do but are not sure of the best way to do it and so let the matter slide.

In order to check the men's sales, you will require either a cash register or to furnish each one with a duplicate counter book, one copy of sale to be handed in or filed as the sale is made out. Have a stick file for each salesman's slips, add them up every day and enter them in a record book. You will then soon find out who is selling the most goods.

(Continued on page 57.

Does Pampering the Public Pay?



Are merchants pampering their customers more than they should? Is it a paying investment to give them service to which they are not entitled, and which is unreasonable? To what extent is this being done, and where is it to be found most? These and other questions are discussed in this article by Mr. Byers, who gathered the information especially for this paper. The instances he cites are interesting, and the conclusions he has arrived at are worth close consideration.—The Editor.

Written for Hardware & Metal by C. W. Byers.

ALL other things being equal—that is to say, assuming that all merchants are more or less congenial, that their goods are comparatively good—it is the merchant who has the most rapid delivery, he who will most readily pander to the whims of his customer, and who is not too particular when he gets his bill paid; he is the man who is most likely soon to double his turnover, if not his net profit.

Knowing this, it has come to pass that every hardwareman in the towns and cities must have his delivery wagon in order to pay; and with a delivery wagon running around with all its attendant expenses, it develops usually into a credit business. In other words, competition in some cities has become so severe, the large stores are pitting against one another, doing little favors here, and being extra obliging there, until it has become an intolerable nuisance, and the public, like a spoilt child, is looking for more, and will cry if it doesn't get it. That is to say, the public is being pampered too much, and they are paying for it through the nose. It is a wonder they never stop to think who is paying for all these extra expenses. One of these days they will, when there is no money to burn.

Temptation in the Telephone.

Many things are to be blamed for this, not the least being chiefly that wonderful invention, the telephone. A woman senator from Colorado passed through Canada recently, and one of the messages she left with her Canadian sisters was to get out and do their business personally, and not to be tied down to the telephone. Telephone business always means expensive delivery wagons and long waits if parcels are sent C.O.D.

A man in Ontario made a purchase by mail at one of the large stores recently. Shortly afterwards his home was burned down, but the goods he had purchased were saved. He was short of money, so he wrote to this firm, asking them to allow something on the goods. They not only returned him the price of the goods, but told him to keep them as well. A splendid ad., but rather hard on that man from the standpoint of thrift and manliness, and rather hard on other stores who are unable to indulge in such philanthropy. Ten to one, that customer will get a swelled head, and will try the game on some other dealer. He will imagine all storekeepers willing and able to pamper him similarly.

What of the man who refuses to give credit, and expects his customers to carry their purchases home in their arms? Is he to suffer and to go into bankruptcy because he refuses to pamper the public?

It depends very much on how he buys and how he sells. To begin with, it is only natural that by buying judiciously he will be in a position to sell certain goods at a lower figure than his competitor across the way, who has to obtain good figures to pay for his deliveries of five cents worth of tacks a mile or two from the store.

There is a difference, however, between changing goods to satisfy a customer and advertising the fact. The large departmental stores who adopt the policy of "money back if not satisfied" are most guilty of pampering the public. While it must be admitted they are carrying the thing too far, at the same time one must admit that some of them handle their business with consummate skill.

ORDERS NOW BEING TAKEN.

In a recent issue of Hardware and Metal two pictures of the Frothingham & Workman fire, at Montreal, were published. It has been pointed out that these may give an erroneous impression as to the amount of damage done. One picture showed the commencement of the fire. It should have been stated that the two pictures were not of the same portion of the building, for while the main warehouse was demolished, the officers, sample rooms, etc., at the front were not damaged, except by water. As a matter of fact, orders are now being filled from this building and all customers are being taken care of as formerly.

METAL FURNITURE.

The applications of steel for domestic purposes in place of wood have been more extensive in America than on this side of the Atlantic. Steel doors, window frames, cabinets, bookshelves, and other articles of furniture are common, and there is no doubt that this development has been the result of the public demand during recent years for fireproof buildings and structures of all kinds. The manufacture of such furnishings, also, is more adapted to the machine production and repetition work which are characteristic of American industry. In this country a beginning seems to have been made with office and library fittings of sheet metal painted to imitate the grain of wood, and the alert furnishing ironmonger will do well to watch the progress of this innovation with a view to future business. If we may believe Thomas A. Edison, wooden furniture is destined to be entirely replaced by steel, at any rate for all ordinary purposes. The inventor is reported to have said recently: "An absolute law appears to be operating to substitute steel for wood in the making of furniture. This law is the increasing cost of wood, and soon all furniture will be made of steel, since the steel required for a given piece of furniture costs only one-fifth as much as the wood would cost for the same piece of furniture. Steel furniture is light, since only a little steel is required, and polished steel takes a beautiful finish. It can be finished in perfect imitation of mahogany, walnut, cherry, maple, oak, or any other wood. The babies of the next generation will sit in steel high-chairs and eat from steel tables. They will not know what wooden furniture is."—Ironmonger.

WINNIPEG R.M.A. ANNUAL.

Winnipeg Retail Merchants' Association elected their officers for the year at the first annual meeting recently. These officers are:—

President, J. A. Banfield; first vice-president, John H. Treleaven; second vice-president, C. H. Mulvey; treasurer, J. McNeil; secretary, J. F. Kennedy.

The following five members were appointed as delegates to the provincial board, W. T. Devlin, H. P. Story, C. H. Mulvey, W. J. McPherson and A. Connell, with H. Chevrier and J. F. Kennedy, ex-officio.

J. F. Kennedy, secretary, in his report, showed that since the inauguration of the Winnipeg branch, last September, 175 members have been enrolled. It was chiefly through representations, he said, made by the association, that the city council decided in favor of an exhibition in 1914.

It was reported that the business-tax committee, under the chairmanship of J. A. Banfield, had done excellent work, and as soon as all the data with regard to the systems in other cities has been obtained, the solicitor will take action.

W. T. Devlin, chairman of the overhanging signs committee, reported progress, and an amendment to the present city charter is being promoted during the present sitting of the legislature, to enable the city council to regulate these signs.

The report of the fire insurance committee was presented by Secretary J. F. Kennedy, and an explanatory address was given by the insurance expert to the association, G. K. W. Watson.

A deputation of the members, together with H. Whitla, K.C., have opposed amendments objectionable to the retail trade to the Bulk Sales Act, the Chattel Mortgage Act and the King's Bench Act.

The following were elected the new fire insurance committee, who will have the expert assistance of G. K. W. Watson: Messrs. Story, Andrews, Munro, Slasor and Carter.

CRITICIZE THE GOVERNMENT.

Claim Saskatchewan Legislators Acted Unconstitutionally.

Saskatoon, Sask. — (Special). — Periodical luncheons with a view to arousing more interest in the work of the Retail Merchants' Association, is under consideration by the executive. At the annual meeting this question was brought up and it is likely this course will be decided upon. President J. L. S. Hutchinson was re-elected president, and F. E. Raymond was re-elected secretary. The new members of the executive are C. Arden, vice-president, W. A. Rathbun, second vice-president, and F. E. Guppy, treasurer.

Some informal discussion occurred regarding the manner in which legislation had been "railroaded" through by the Provincial Government, affecting retailers, as well as trades, such as the Lien Act amendment, and the Wage Act. In the charter, the retail merchants operate under a clause plainly stating that no legislation can be put through affecting retailers without the bills relating to the same being submitted to the association executive. This was not done, so the retailers feel that if they can trip the government up in this matter and show them where they acted unconstitutionally, it will mean that all this new legislation will become void. A resolution was put through that the matter be taken up at the convention in Moose Jaw in February, and that it be made a test case to be taken to Ottawa. The secretary was also instructed to communicate with Dominion Secretary Trowern in regard to the matter.

WEIGHING UP THE SALESMEN.

(Continued from page 55.)

You can go *further than this* and find out who is selling the goods that are bringing you the *best margins of profit.* The man who is selling just advertised goods at a small margin and at a minimum amount of trouble to himself is not the man who is going to help you to build up a big profitable business. When you find you have a good salesman it should be both a pleasure and a profit for you to give him an advance. It is surprising how good salesmen help a business and how poor ones let it down. Study the methods of your salesmen: it will pay you.

Encourage a steady, reliable man; don't be afraid of giving him a word of praise, let him see that he is appreciated. Now that rents are higher and nearly all expenses growing, you must look to the increase of your sales to keep down the percentage of your expenses and one very good way is to dive down into each man's sales and weigh them up. You will find a great deal can be gained in this way, so even if you have a cash register, have counter check books as well, keeping each clerk's sales separate and checking one against the other.

CLAYS AND CLAY PRODUCTS.

Clays or shales suitable for the manufacture of ordinary common and pressed building brick, pottery, tile, sewer pipe, etc., are found widely distributed in almost every province of Canada, and are being utilized wherever there is a demand or a market for clay products. Fire clays or clays suitable for the manufacture of firebrick have been found at only a comparatively few points, including Shubenacadie, N.S., Dirt Hills, Sask., and Clayburn, B.C., and as yet are utilized to a comparatively limited extent only.

Kaolin or china-clay has been found in the county of Argenteuil, Province of Quebec, near St. Remi de Amherst, and a washing plant has been erected for the preparation of the material. The extent and importance of the clay working industry is shown by the value of the production which, in 1912, exceeded $9,000,000, and amongst non-metallic products was next in importance to coal. The consumption probably exceeds this value by at least one-third, owing to the large imports, particularly of firebrick and of earthenware and chinaware.

Mining Journal.

RETAIL MERCHANTS ORGANIZE.

A meeting was held a few days ago of the Merchants' Retail Association of Canada, when a Fort Frances, Ont., branch was organized and officers elected. The meeting was called to order by Mr. J. A. Osborne, president, pro tem, and the following officers were elected:—

President, Geo. Gledhill.

Vice-president, J. A. Osborne.

Secretary-treasurer, Bruce Lloyd.

Executive committee—Mayor Christie, O. Jalbert, A. H. Watson, W. G. Johnson and A. E. Carter.

The local association embraces in its membership every business man in town and starts off with every prospect of success.

THE VILLAGE WISEACRE.

Old Hod Binks is quite a feller, 'bout
the wisest in our town,
And his fund of information has brought
him into renown.
Fer you can't bring up no subject but
he's there with facts galore,
And he sits behind the wood stove, every
day down to the store.

There's no foreign complication that he
can't explain complete,
He is there with facts and figgers, and
he never gets cold feet,
When they put a question to him fer he
gives the answer quick,
And he makes that gang of low-brows at
the hardware look darn sick.

But there's one who's got his number,
one who isn't fooled a bit,
And she calls him good and proper, and
there ain't no doubt of it,
Old Hod Binks' wife has to hustle
'round and 'tend to every chore
While Old Hod is spoutin' wisdom at
the village hardware store.



THE LARGE 24-SHEET POSTER, ADVERTISING S-W PAINTS AND VARNISHES.

"How am I to get the best returns out of my paint business this Spring?"

Sherwin-Williams Agents do not have to puzzle out a solution to the above question that aggressive paint dealers are asking themselves these days.

Each year sees a bigger and better Spring Campaign planned and carried out by the Sherwin-Williams Co. and their Agents. S-W Agents have only to arrange their stock and start the ball rolling, for the S-W Spring Campaign is worked out completely for them, and this year it is more complete than ever.

Each Spring, Property Owners become more familiar with S-W Products, through the extensive advertising carried on during the year by the Sherwin-Williams Co., and so the effectiveness of the Spring Campaign is greatly augmented by the good-will and interest already created.

In the larger towns and cities, the above 24-sheet poster will be displayed during the month Property Owners are deciding what paint to use. The size of the poster is bound to make an impression, and being attractively lithographed in colors it will undoubtedly be the most striking poster on the boards.

The S-W Spring Campaign is planned to reach all the prospective users of paints and varnishes. This year S-W Agents are joining with the Sherwin-Williams Co. in a Co-operative Newspaper Campaign. Some of the ads are shown on the opposite page, and we also show the bright and effective window trim that S-W Agents will use to link their stores up with the Spring Campaign.

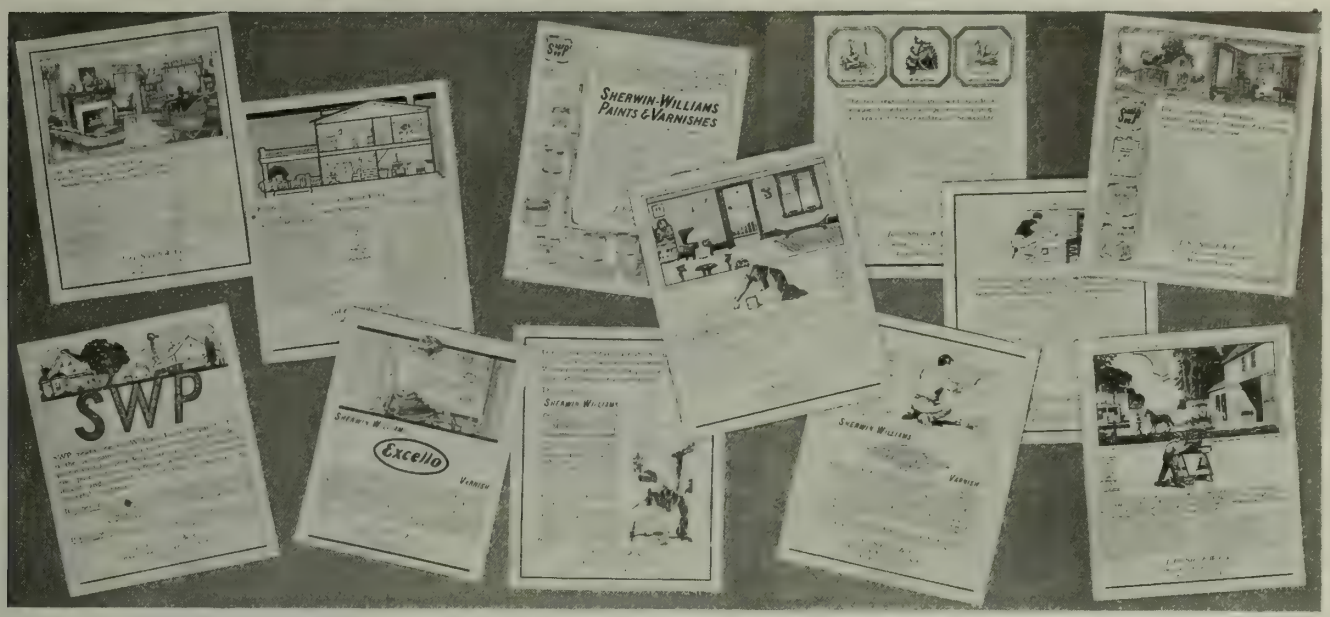
Is there an S-W Agent in your town? If not, it will pay you to have our Representative call on you.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.





SOME OF THE LARGE ADS PROPERTY OWNERS WILL READ THIS SPRING.

Here are some S-W products that will be advertised and featured in the 1914 S-W Spring Campaign:—

SWP (Sherwin-Williams Paint Prepared)
S-W Commonwealth Barn Red
" Creosote Paint
" Shingle Stains
" Buggy Paint
" Wagon & Implement Paint
" Flat-tone
" Inside Floor Paint
" Porch Floor Paint
" Floorlac
" Family Paint
" Varnish Stain
" Enamelastic
" Kopal
" Marnot
" Excello
" Polish-ol
" Floorwipe
" Flaxoap
" Bras-brite

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, CALGARY, WINNIPEG
VANCOUVER, HALIFAX, N.S. LONDON, ENG.



SHERWIN-WILLIAMS 1914 SPRING WINDOW TRIM.

British Columbia Dealers Robbed of Million a Year

At Annual Convention in Victoria They "Beard the Government in Its Den" and Demand Legislative Changes—Ridiculous Laws That Favor Delinquents—Farmers Get Cheap Government Money and Compete Against Merchants.

Prepared for Hardware and Metal by Special Correspondent.

VICTORIA, B.C., Feb. 18.—The anual two-day session of the Retail Merchants' Association of British Columbia, which opened on Monday of last week at the Empress Hotel, closed the following evening after six consecutive and spirited sessions. As a result of the discussion on the different questions of interest to the trade in this province, in which delegates from the far interior had joined with those from the Coast, certain conclusions were reached which were laid before Attorney-General Bowser on Tuesday afternoon. The Minister received the strong delegation which waited on him, cordially, and promised that the representations made would receive careful consideration. F. W. Welsh, the Association's president, acted as spokesman and Hon. Mr. Bowser congratulated him on his lucid exposition of the issues.

Dead-Beat Losses Mount High.

In practically every case the representations made were along the line of giving those engaged in the retail trade more protection against the class of people commonly known as "dead beats." Statistics, it was stated, proved that the total loss of the B.C. merchants from bad debts in 1912 was $982,000—or just about a round $1,000,000. In the State of Washington in the same year it was $1,750,000.

These figures were quoted in substantiation of the assertion that government assistance was needed, the added statement being made that, if such protective measures could be adopted as would wipe out this loss, the cost of living, over which there was such an outcry, might be reduced to a similar extent. In this connection it was declared that the organization did not exist to tamper with prices, it having put itself on record as being in favor of unhampered competition. What was wanted was more protection and this end was being sought by the formation of more branches and binding them closer together.

One of the first questions dealt with was the "Capias Act" as it now stands on the statute books. The opinion was that it is not adequate. Under its provisions a person owing less than $50 cannot be detained, if an attempt is made to leave, by the jurisdiction of the court. It was asked that the amount be reduced to $10 and that power be given the stipendiary magistrates to accept and to act on affidavits of merchants swearing that any individual is in their debt for any specified sum and is attempting to leave the community in question.

Reference was made to the B.C. Loan Act the contention being that, in some instances, the farmers were taking an unfair advantage of the privilege they have been extended in having government funds placed at their disposal at 4 per cent. Co-operative societies had been formed, it was stated, in direct competition with the merchants which was not fair or just, and could not have been what was intended by the legislators.

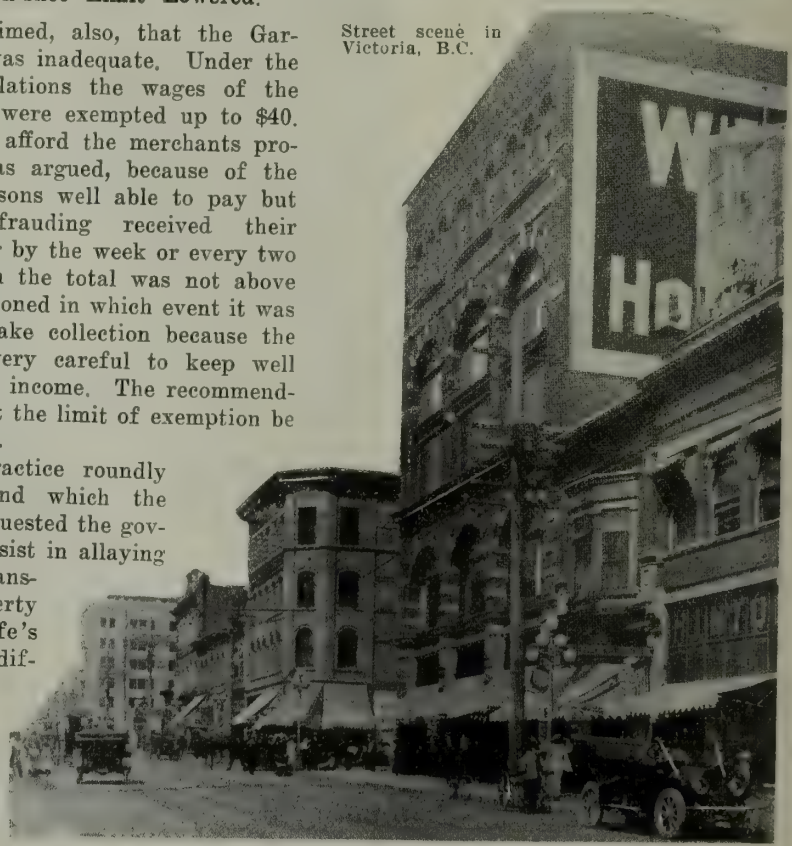
Want Garnishee Limit Lowered.

It was claimed, also, that the Garnishee Law was inadequate. Under the existing regulations the wages of the man in debt were exempted up to $40. This did not afford the merchants protection, it was argued, because of the fact that persons well able to pay but bent on defrauding received their cheques either by the week or every two weeks. Often the total was not above the sum mentioned in which event it was difficult to make collection because the debtor was very careful to keep well abreast of his income. The recommendation was that the limit of exemption be placed at $10.

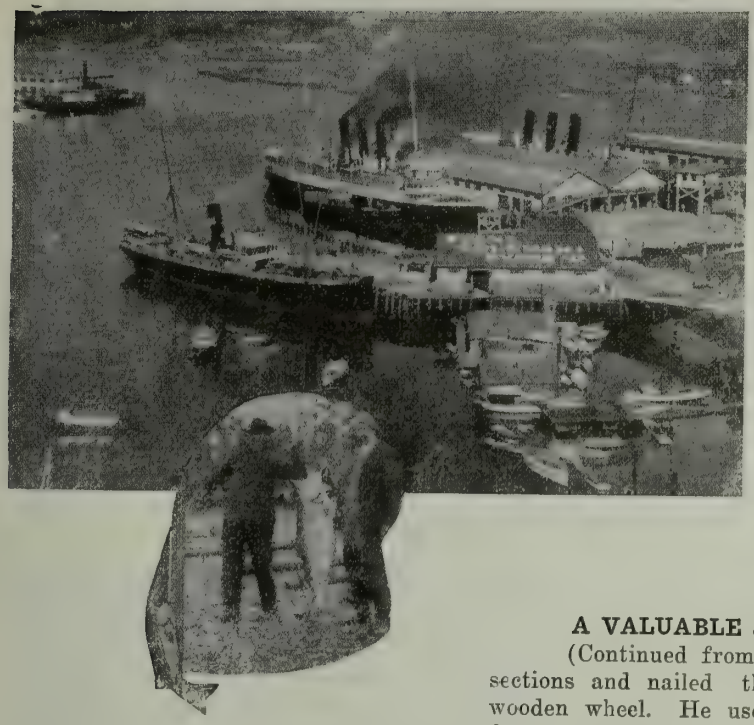
Another practice roundly condemned and which the merchants requested the government to assist in allaying is that of transferring property to the wife's name when in difficulties. It was affirmed that this was exceedingly common in British Columbia; that many confirmed "dead beats" had reduced it to a science and that those engaged in the trade were suffering to the extent of thousands of dollars annually as a result. As a remedy it was suggested that the wife be made jointly liable for goods sold for the maintenance of the household.

Cheques Used and No Funds.

That something should be done to prevent the spread of the habit, which was said to be becoming more general, of signing cheques without having the funds to cover them was another conclusion. The delegates said that they could make a fine display of cheques returned from banks marked "N. S. F." if they were to be produced. It might be argued that there was the usual recourse under the Criminal Code through the police court but, it was answered, it seemed to be exceedingly difficult to obtain convictions. That there should be some more



Street scene in Victoria, B.C.



Harbor scene at Victoria, B. C., where the convention was held. In the insert is a sample of British Columbia sockeye salmon which has helped to make the province famous.

severe penalty was the declaration of the Convention.

Bonding of Collection Agents.

The collection agent also was discussed. There have been a number of instances, it was said, of Americans coming to the province, setting up in business, collecting several thousand dollars and leaving for the other side again without saying good-bye. It was suggested that this would be remedied if all collection agencies were bonded in an adequate sum by the provincial government so that those who placed their accounts in such hands for liquidation might be reasonably sure of securing the returns.

Uniform Closing.

Another subject receiving general support of the convention was, fixing the daily hour of closing of all retail stores, and the closing of all of them in one afternoon of each week; opinions differed as to who has the power to legislate, the Provincial or the Dominion Parliament. This the Attorney-General will consider.

Mr. Lorrimer of the C. P. R. was present and gave answers to many questions concerning freight charges, demurrage, theft from goods in transit especially from those on ocean bills of lading. Addresses were given on advertising, cost of doing business, calculations of profit on cost or selling price, etc., etc. Not a slack moment, and everything well and clearly discussed.

It was decided that the next annual convention will be held in Victoria, B.C., in February of 1914, on dates synchronizing with the session of the provincial legislature.

A VALUABLE JUNIOR.

(Continued from page 53.

sections and nailed them around a wooden wheel. He used finer brushes for polishing wheels. With the aid of a little metal polish and a scraper, he was able to remove the paint, and when the boss returned, he found scores of the skates looking as good as they did before the fire. He told me that he could afford to pay wages to a clerk like that. And he bought him a new buffing machine.

There is another feature about this clerk that I like. He is loyal to his boss and his store. His name is Harvey Curry, and he is employed by The Adamson Hardware Co., Orangeville, Ont.

AND THERE YOU ARE.

An agriculturist is a farmer who owns an automobile.

* * *

Knowledge is the gradual discovery that you possess precious little.

* * *

There is no need for advertising a reward for the day that is lost.

* * *

The man who invented the cabaret put the din in dinner and took the rest out of restaurant.

* * *

On the highway of success you can go as far as you darned please without fear of getting pinched.

LEGISLATION CHANGES WANTED.

The merchants of British Columbia have a large order to fill if they are to remove from the statute books of the Pacific Coast Province the unfair legislation now chalked down against them. As reported in the accompanying article, they waited on the Government last week and carefully laid before the Attorney-General facts and figures demonstrating that they were actually being robbed of about a million dollars a year by delinquents and dead-beats.

Their deputation to the Government requested among other things:—

1.—*Amendment to the "Capias Act" so that a person can be detained from moving if he owes* $10 *or more, instead of* $50 *or more.*

2.—*Discontinuance of government loans at* 4% *to farmers for establishing co-operative societies.*

3.—*Lowering of garnishee limit from* $40 *to* $10.

4.—*A law to make the wife liable with the husband for debts accrued by either.*

5.—*Preventive measures to alleviate the facility with which cheques are signed when no funds exist in the bank.*

6.—*The bonding of all collecting agencies by the provincial government.*

News that a new telescope is to bring the moon within twenty-nine miles of earth begins to interest the real estate men.

* * *

"Some men resolve to earn a little more than they spend, and the wiser ones resolve to spend a little less than they earn."



View of Parliament Buildings at Victoria, where Attorney-General was besieged by many merchants.

HARDWARE AND METAL

VOL. XXVI. No. 7 Toronto, Canada, February 21, 1914 Two Dollars per Year

Officers Advance Valuable Suggestions

THE reports of the officers submitted at the Ottawa convention of the Ontario Retail Hardware and Stove Dealers' Association were filled with valuable suggestions—ideas advanced with the purpose of making the association a more active force. That the past had been given over largely to problems of organization and that the time had now come when the association should be made virile and potent in its influence for the improvement of trade conditions, was the view that was reflected in the annual reports.

President Occomore's address touched on several topics of a decidedly vital nature, including the relations between the O.R.H. & S.D.A. and the C.H.M.E.A. At time of writing, this matter stands in abeyance to be discussed between the two bodies later. It is assured that an arrangement will be reached on certain points concerning the division of responsibility, and the making of arrangements for future exhibitions and conventions. The president also touched upon the advisability of effecting an arrangement with the Retail Merchants' Association, whereby it would be possible for the hardwaremen to act in concert with the other trade organizations in matters affecting all trades. That a united front would make any representations for legislation or for the amelioration of abuses more effective is, of course, apparent. An arrangement along the lines that Mr. Occomore suggested should, therefore, prove beneficial.

The general tone of the president's address was directly in accord with conditions as he had found them during his tenure of office.

He did not advance claims on the score of the achievements of the association in the past, conceding rather that the time, up to the present, had been devoted to building up to a position where the association would be able to make itself a practical, active and potent force. His address tended all toward the one point, to instil the idea that the time had come when the association would have to assume works which would be of tangible and direct benefit.

First Vice-President Macpherson followed with a report which fairly bristled with practical suggestions. Mr. Macpherson has been going into the work of hardware trade organizations very thoroughly during the past year and has become acquainted with the methods of the state associations in the United States. The ideas he outlined in his report are all good. If they can be put into operation during the coming year, the members will benefit in the most tangible way. Space does not allow of going into each suggestion in detail, but mention may be made of two which contain the germs of practical reforms. One is the establishment of district chairmen to keep the membership growing and to sustain interest in association work. The other was the establishment of a freight audit bureau. Mr. Macpherson presented figures on the last point which proved eye openers to the majority present. If Mr. Macpherson starts his tenure as president with the inauguration of the new features he has suggested, the success of his term in office is assured.

A Wrong To Be Righted

DISHONESTY is surely protected by the existing Capias Act in British Columbia. Under the provisions of that law no one owing a merchant less than $50 can be detained by the courts if he desires to decamp to other parts.

This represents the brand of injustice the retailer has been up against for years, not only in British Columbia, but in other provinces. The government there is actually shielding under its wings dead-beats who bleed the dealers who befriend them in their days of alleged penury. How such a law found its way to the statute books, Heaven only knows. Unfair critics maintain that the merchant has himself to blame for not being more careful in the extension of credit. That may be true in a sense, but it certainly denotes a warm heart and a Christian spirit when a dealer succumbs to a hard-luck tale from even a polished actor of the dead-beat type. Then again not all credit applicants are dead-beats. Some among them deserve consideration because they are honest. Just how a man can separate the wheat from the chaff becomes the problem, and in his endeavor to do what is fair for the worthy, he is entitled to the protection of the government from the wily ones who make it their business to rob the retail trade.

This problem was gone into thoroughly at the convention of British Columbia Retail Merchants' Association last week when the Attorney-General was interviewed. As usual, consideration of their request has been promised; but the merchants of the Pacific Coast province should never rest until that act has been amended. They want the $50 limit reduced to $10, and it appears to be only a matter of honesty that their claims should be met.

Statistics show that in 1912 the British Columbia merchants lost close on to a million dollars through bad accounts. That in itself should waken up any government, no matter how soundly it may be sleeping.

Dishonest Advertising Tabooed

FRAUDULENT ADVERTISING is being universally taken up by ad. clubs in Canada and by various retail organizations. This is something which all honest merchants will appreciate; for it must be said that in the past they have suffered much from the misrepresentations of competitors unscrupulous enough to use false statements in their advertising to promote their own personal gain.

The honest and above-board dealer is the man of whom the trade is always proud, for he is going to make the world from the standpoint of trade conditions better for having sojourned here for the three score years and ten.

It is not an uncommon thing to find a merchant—more often a dry goods or a boot and shoe man than a hardwareman—advertising a "going out of business sale" when that is not at all his intention. People get the idea that here will be found sweeping reductions because of such a sale, when as a matter of fact prices are held pretty much to their normal value.

Subdividers of real estate who advertise and sell property miles out as "within the city limits" have probably caused more harm to the business status of the country than all other thefts combined. No merchant cares to be caught by one of these men and no honest merchant would care to treat his customers similarly.

The age tends to honesty in advertising, and all dealers will stoutly maintain that honesty is the best policy.

The Debtor's Hiding Place

THERE is a phase of the Dominion postal regulations which might receive the attention of the retail merchants to their mutual profit. Postmasters are not permitted to disclose the forwarding addresses of people who have left "for parts unknown." So far as the dry goods merchant is concerned; the grocer, the hardwareman and the coal dealer who have carried them on their books for months, they "have folded their tents like the Arab," and silently stolen—hundreds of dollars worth of merchandize. Yet the postmaster and his clerks have a monopoly in the knowledge of their addresses and the creditors are helpless. All their mail may be forwarded, including the demands for payment of the merchants, but these are powerless if the delinquents ignore the bills, and no attempt can be made to enforce payment by process of law through ignorance of the new abode. In support of existing conditions it will be claimed that every man has a right to live where he pleases without divulging the fact to "the whole town," and that it would be a delicate matter for a postmaster to make public something that the public as a whole have no business to know. On the other hand it should be possible to place it in the discretion of postmasters to give such information where it is for the purpose of securing the payment of legitimate accounts and preventing the escape of liabilities through inability to get into personal touch with the defaulter who would laugh at a paper request for settlement. To avoid the misuse of such information it easily could be arranged for action through a committee of retailers as a guarantee of good faith. As the law stands, many consider that it works out unfairly to business men, and at once accords a privilege to a dishonest man and shields him in his dishonest escape from his indebtedness.

There is one device which Hardware and Metal has discovered as a remedy that will work in the majority of cases, pending some Government action. Send a registered letter to the delinquent debtor and add five cents for an "acknowledgement of receipt." Your registered letter will be forwarded and you will learn from your receipt the new address of the man who has disappeared. Where letter carriers operate you are likely to get even his street address.

Try this out.

Editorial Briefs

A SALESMAN who is made of the right stuff thrives upon opposition.

* * *

THE WEATHER MAN did his share. Nothing could be more favorable than the atmospheric conditions.

* * *

THE WESTERNER chuckles as he reads that the temperature in little old Ontario has touched 25 below.

* * *

THE MANUFACTURERS more than made good their promise to give the best hardware exhibition ever seen on the continent.

* * *

WHAT ARE TERMED "times of business depression" are really only periods of preparation for greater and more pronounced commercial success.

* * *

PRESIDENT OCCOMORE is to be congratulated on the determination he showed all through to get things down to a business basis. He proved himself an eager advocate of action.

CHICOUTIMI DID itself proud. Eight Chicoutimites in all were on hand—and a live, friendly bunch they proved to be.

* * *

THE BRITISH COLUMBIA merchants are hot on the trail of the "dead beat." Here's hoping they track him down in short order.

* * *

WITH MONEY matters on the mend, business will soon pick up. Spring should see things "humming," as they say in the West.

* * *

THE SALESMAN who assimilates all possible knowledge bearing upon the things he has for sale will never be placed in the position where his customer will know more than he does.

* * *

THE HARDWAREMAN who makes a success of his business must necessarily be a keen and aggressive salesman. But you can bet your bottom dollar that he is right on the job when it comes to buying and that he reads market reports.

Suggestions for Seasonable Show Cards

Save time, money and strength
by using an

Electric Iron

Once used, always used.

$4.50, $5.00 each

Foot Warmers

for the farmer, autoist, delivery man, rural mail driver, liveryman.

$3.00, $4.00, $5.00 each

Dust Without Dust

It can be done by using one of our dustless mops $1.50 **each**

Always consider

Safety First

when shaving. Come in and see our line of Safety Razors at **$1, $5, $6.50 ea.**

One of our Ash Sifters will help you solve the

High Cost

of living by cutting down coal bills.

Prices 20c., 75c., $1.50, $5 each

See our line of

Lumbering Tools

Wedges, Mauls, Cant Hooks, etc.

Wash Day Drudgery

disappears when one of our motor washing machines is put into action $16 ea.

Special Clearance Prices

We are offering the balance of our Christmas Goods at reduced figures. Take the chance while it lasts.

Current News of the Hardware Trade

New Firms.

Montreal, Que.—Omer De Serres, hardware, has registered.

Business Changes.

Waterloo, Que.—D. M. Poirer have dissolved and new firm has been formed under same style.

Montreal, Que.—Mount Royal Metal Co. have dissolved, G. R. Hutchins continuing under same style.

Loss by Fire.

Banff, Alta.—The Brewster Trading Company suffered a severe loss by fire recently.

Camrose, Alta.—W. G. Duggan, hardware merchant, suffered a serious fire loss recently.

Lachute.—The rope works belonging to Thomas W. Bannerman was completely destroyed by fire recently.

Earlscourt, Ont.—B. A. Blackmore, hardware merchant, suffered loss by fire recently to the extent of about $2,000.

The Wood-Vallance Hardware Co., of Hamilton, suffered loss by fire on Tuesday, Feb. 17th. The heaviest loss, however, was caused by water. Several adjoining buildings were gutted by fire.

Okotoks, Alta.—Fire in the local business district did approximately $200,000 damage before it was got under control. The buildings gutted were the Okotoks Hardware Co., MacLeod Clothing Co., W. E. MacLeod building and Wilson's undertaking establishment.

Business Changes.

Hamilton. — Mackay Manufacturing Co., manufacturers of Weatherstrip, have sold out to M. W. West.

Windsor.—Barton-Netting Co. have bought over the entire stock of electric fixture stocks of the Walkerville Light & Power Co. and the Dominion Electric Co.

Moved into New Quarters.

Winnipeg, Man. — The Aikenhead, Clark Hardware Co. have moved into their new quarters in the Boyd Building, corner Portage ave. and Edmonton st., where they are now carrying on their wholesale and retail business.

Mr. O. L. Herring, who for the past five years has been on the staff of Frost & Wood Co. has been transferred to Montreal and will take charge of their office in that city.

Delhi.—Harry Morgan's hardware store was broken into last night and a little change, amounting to $1.50, was stolen. A watch and a jackknife were also taken.

Vernon, B.C.—The Vernon Hardware Company has begun excavation for a full-sized basement under the store on the corner of Barnard avenue and Seventh street.

Mr. Walter Tait who has been in the employ of the Ashdown Hardware Co., of Calgary, has been appointed as their representative on the road, with headquarters at Calgary.

Fort William.—The Dowswell Sheet Metal Works of West Fort William have completed all arrangements to extend their plant back forty feet, the present site occupying the corner of Ford and Brock streets.

The Hoshal Carmichael Co., Weyburn, expect to occupy their new premises in the N.D. McKinnon Block about March 1st. The workshop of the firm is now located in the basement and the carpenters are busy on the ground floor.

Personal Notes.

Mr. Barnes, hardware merchant, of Port Arthur, paid Toronto a business visit recently.

Mr. Fyfe, hardware merchant, of Fort William, was a business visitor in Toronto this week.

Robert Horne, hardware merchant, Sudbury, was a business visitor in Toronto this week.

James Dandy, hardware merchant, Streetsville, was a business visitor in Toronto this week.

Messrs. Barton and Fisher, hardware merchants, paid a visit to London this week, returning via Toronto to the Hardware Merchants' Convention now being held in Ottawa.

Mr. Smith, of Smith and Chafer, hardware merchants, Bolton, was in Toronto this week on business.

Robt. Horne, hardware merchant, Sudbury, visited Toronto on the way to the Ottawa Exhibition.

W. J. Wells, Heller Brothers, Newark, N.J., was calling on the Montreal hardware trade this week.

Mr. Galager, Union Hardware Company, Torrington, Conn., was in Montreal this week calling on the trade.

Mr. Shay, Goodell Pratt Company, Greenfield, Mass., was calling on the Montreal hardware trade this week.

George Baxter, of Kingsbro & Baxter, Little Current, Manitou, called upon several manufacturers this week in Toronto.

Winnipeg Personals.

Mr. Huck of the Huck-Kleckner Co., Vibanks, spent a day in the city recently, en route to his old home in Russia.

Messrs Keller and Overshaw, of the Latham Hardware Co., Moose Jaw, were in town recently, en route to the East.

Homer Couleg, buyer in the sporting department of the Ashdown Hardware Co., is away on a business trip south and east.

T. E. Yuill, representing the Ashdown Hardware Co., in southern Alberta, was recently operated upon for appendicitis at Lethbridge hospital, but is making rapid progress towards recovery and expects to soon be on the job again.

Among the hardwaremen who are in the city during the Bonspiel are :—R. E. More, Cudworth; F. J. Bradley, Pierson; G. F. Gislason, Elfros; J. P. Cheney, Lyleton; Adam Forbes, Rathwell and W. W. McCubbin, Oak Lake and W. Butchart, Plumas. The latter two gentlemen are famous curlers.

W. D. Barnes, who was for three years chief clerk in the sales department of the Ashdown Hardware Co., has severed his connection with that company and accepted the position of representative for the Continental Oil Co. in Saskatchewan. He was the cecipient of a handsome club bag presented by the Ashdown staff on his leaving.

EFFICIENT ADVERTISING.

There are on the market a multitude of advertising schemes designed to attract attention to the store windows. While these are mostly very ingenious, many are without any further merit than their own cleverness, and it is well to consider more than the attractiveness before making any arrangements for their use. It is all right to attract a crowd, but you want the crowd on the inside of your store if it is going to do you any good. While it stands on "the outside looking in" it isn't doing you any more than to obstruct the way for possible purchasers. Devices that can be used just as appropriately for a line of pickles as for advertising hardware have little to recommend them. The merchandise you sell is, generally speaking, and if properly handled, the best means of getting people who are willing to buy, into your store. It is always hard to make me see how you can expect to sell one commodity by advertising another.

New Goods Offered Canadian Hardwaremen

IMPROVED MEASURING TAPES.

The Lufkin Rule Co., of Canada, Windsor, Ont., announce that they have added to their general line of steel tapes, a steel case liner for leather cases, and a push button opener for winding handles. These changes have been made without advancing prices.

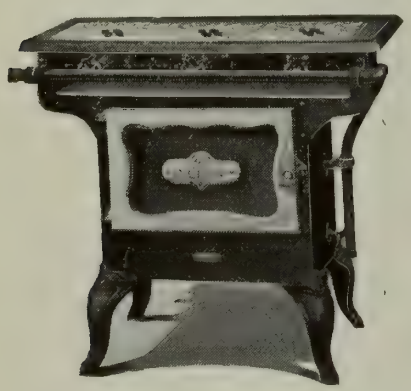
"Challenge" and "Challenge Junior" steel tapes now have leather cases steel lined throughout. This gives the case extraordinary stability, also has made it possible to make it narrower than before by a full ⅛ inch, and hence neater in appearance and more compact. These cases now also have a positive action push button opener of new design for the winding handle.

"Rival" and "Rival Junior" steel tapes have nickel-plated steel cases as before. The cases of these tapes are now also equipped with a positive action winding handle opener same as the "Challenge" and "Challenge Junior" described above.

McCLARY GAS RANGES.

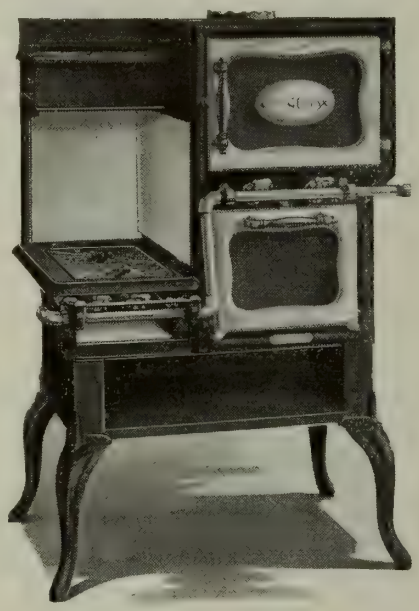
The McClary Mfg. Co., London, Ont., with branch offices throughout Canada are offering the trade two new styles of gas ranges here illustrated. The following claims are made for the new ranges.

"The 456T is a popular type side oven range designed for kitchenettes. The cooking top measures 13½ in. x 25 in. and has two 5 in. Star burners and an improved simmering burner. There is one 5 in. Star burner in the elevated deck over the cooking top. The roasting oven measures 16½ in. x 20½ in. x 12 in. and is equipped with two long cast



McClary's Gas Range No. 415.

burners, which also act as broiler burners. This enables broiling and roasting to be done at the same time, and does not increase the gas consumption. There is one 5 in. Star burner in the bottom of the broiling oven. As the height of this oven is 11 inches, the convenience of this burner, for frying or boiling, is easily apparent, as it is at a convenient height,



McClary's Gas Range No. 456T.

and all odors and steam are drawn up the flue. It also increases the cooking capacity twenty-five per cent. The oven can be equipped with glass door if desired.

The 415 is a thoroughly modern low-oven range having two 5 in. and one 6 in. (or Giant) burner, and simmering burner on top. The cooking top measures 15½ in. x 33½ in. and the grilles are flush with the main top. The oven measures 18x12x11 in., and is heated by one long cast burner. The oven linings are removable, and are anti-rust coated. This is a well-built, compact range which is guaranteed to give satisfaction, and is already in good demand.

35-CALIBRE AUTOMATIC.

Smith and Wesson, Springfield, Mass., are offering the trade the new 35-calibre, seven-shot, automatic pistol here illustrated.

The rear end of the barrel is firmly attached to the frame post, by means of a pivot and interlocking hinge. The forward end is clamped to the frame by the trigger guard; the two parts together forming practically one nickel steel piece. There being no motion between the two a maximum amount of accuracy is insured. By unhooking the guard, as hereinafter described, the barrel can be raised for cleaning.

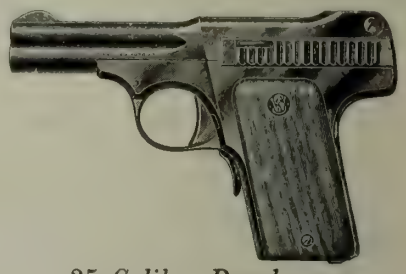
The nickel steel bolt, which is the only part operated by the recoil, is attached to the bolt spring by means of a "bolt rod" and "bolt release catch," and has for an abutment the frame post. It carries the firing pin, extractor and ejector.

The insert, so called for the reason of its being inserted in the rear of the frame, carries the main spring, main spring plunger, and hand operated safety, and is readily removed by withdrawing the two screws which hold it in position. When this is done a clear view can be had of the entire lockwork.

Attention is called to the simplicity of the lockwork in the arm. The sear is pivoted to the hammer and when the hammer is brought back to cocked position the sear is carried upward and pressed forward into the cock notch by the sear spring. The main spring is at the same time compressed by the hammer carrying down the stirrup—the other end of which engages with the main spring plunger carried in the insert.

The trigger operates by engaging with the sear plunger and releasing the sear from its notch.

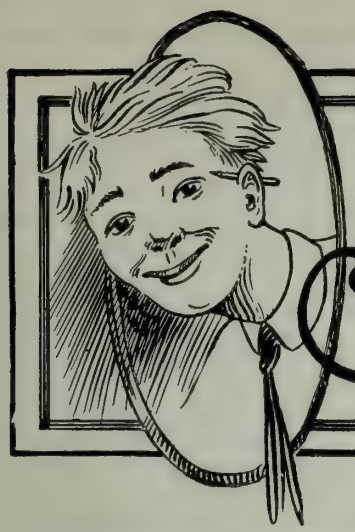
The arm has two safeties; one a hand-operated non-automatic, engaging with and locking the sear, when the arm is cocked, in position. The other, one of the salient features of the pistol, being automatic and rendering the arm inoperative till depressed by the middle finger by two distinct motions, one transverse the other inward, in the order named. This safe cause a solid block of steel to wedge between the wall of the insert and the sear, locking the sear into the notch in the frame. When the safe is operated it causes the block to lift up above the sear by means of a pin and



35 *Calibre Revolver.*

cam slot. Upon releasing the safe the block at once resumes its original safe position.

The magazine is of the conventional design for this type of arm, and outside of its quality of workmanship has no distinctive features. The magazine catch is on the butt of the pistol and is operated by a transverse motion.



THE JUNIOR CLERK'S PAGE

"OURSELVES, LIMITED."

BROTHER JUNIOR:

We've just finished stock-taking at the store. The "Boss" knows just how much the business has added to his "pile" in the past year. Isn't it rather odd that we never think of taking stock ourselves? Yet we are or we should be a going concern. Honesty, knowledge of hardware and its allied lines, courtesy, salesmanship, and grit, are our stock. What we spend on developing any of these items is capital put into the business. Every squandered dollar leaves a gap in our stock somewhere—every bad habit is a piece of dead stock—and February is the ideal month for cleaning up goods and throwing out rubbish.

The accompanying article, "Ourselves, Limited," was contributed by a hardware clerk in a Quebec town. Hardware and Metal is anxious to hear from other hardware clerks, and will gladly publish contributed articles, suitable for this page.—Editors' Note.

Of course we're holding down our present job in a kind of a way, but maybe we're good for nothing else. We often hear the junior (or ourselves) say, "I do the work and So and So gets the credit; So and So being head clerk, or owner. In the hip pocket of our first pair of overalls was a head clerk's pay check. Honesty, experience, salesmanship, must endorse it before we can cash it. A head clerk works with his head and hands; most of us do so, alas, with our hands and head. He's at the head of the ladder and we're at the foot. It is all perfectly square, and as it should be.

A new year begins. Let us take stock. Let us know ourselves, know our goods, know our customers. The top of the ladder will not look so distant next year. Head clerks are not like kings, they're made, not born—and largely self-made.

THE CAVE OF GLOOM.

James Bonehead runs the ginseng store. His brow with gloom is crowded o'er. He used to have a decent trade, but now it's fallen and decayed. He blames his troubles on his clerks. "They are a set of idle shirks," he often says, "and that's no dream; not one of them has any steam. When I go into other stores and see the clerks skip around the floors, with vim in every move they make, I feel as though my heart would break. Why am I doomed to have employed cheap skates whose heads are but a void? If I had bright and active clerks you'd see my blamed old ginseng works get back the trade that once it had, and take in buck and bone and scad." James Bonehead soon might cease to fret if he would an example set; if he would hump around his shack, and smile clear round his face and back, and look and act as though he thought the world a pretty decent spot, he'd find his clerks would do the same; they'll always play the boss' game. No man with wormwood in his chest can from his hirelings get their best.

Walt Mason.

TUNGSTEN.

The tungsten bearing mineral scheelite has been found at a number of localities in Canada, but the only place at which it has been worked commercially is at Scheelite Mines, Moose River district, N.S. Here it occurs in quartz veins cutting the quartzites and slates of the gold-bearing series. The quartz veins also carry mispickel and several other minerals, but are not gold-bearing. A mill has been erected and about 15 tons of concentrated ore (72 per cent. scheelite) have already been shipped. Scheelite also occurs in the Malaga gold mining district, Halifax County, while at one locality near South East Margaree in Inverness County, C.B., from 300 to 500 pounds of hubernite (Fe, Mn) WO_4, were recovered from a large detached mass of quartz. The mineral has also been noted at New Ross, in Lunenburg County, and at Perry Lake, West Waverley, Halifax County, N.S.

STOREKEEPER VERSUS MERCHANT.

"A storekeeper is a pessimist; a merchant is an optimist. There is no real competition between a storekeeper and a merchant. The storekeeper is a dead one. He is a disappointment. His idea of the mercantile business is simply to get a stock and the public will beat a path to his door. The merchant not only gets a stock, but he builds a path to his door. He makes his place attractive, comfortable and pleasant. He buys what his trade demands and not what he thinks they ought to have. He does not resort to crookedness and trickery. He is a live wire. He invites upright rivalry but will not stoop to the competition of the storekeeper. It is easy to find the merchants and storekeepers in any community. The days of the storekeeper are numbered. Those in that class can by study and work elevate themselves. If they are so lazy and trifling and their ambition is so warped, they will not be missed except by that class of trade that the merchant would not tolerate."—Richmond Merchants' Journal.

REMARKS OF THE JUNIOR CLERK.

Monuments look good, but the finest memorial for any man is the esteem of those who knew him when he lived.

* * *

"The trouble with some men is that they are all the time thinking that tomorrow is going to be better than they are making to-day."

Problems For Sheet Metal Workers

IN Fig. 1 we show a sketch of what is known as a register box or a round to square. Such fittings are very common to the furnace-maker The same method is necessary when an ordinary square to round taper piece is required for an extension to a chimney except that the square portion is made to fit the chimney. No matter what length the piece is required, from the round to square, the same method is adopted.

We will now turn to Fig. 2. The outer lines are the actual elevation of the article required. E F G H is the portion which is to be square to round. A B C D are simply the collars. Having determined the sizes, make the plan as aforementioned which is really a series of angles. Now erect a vertical dotted line I J and draw dotted lines from E J and F J; then extend dotted lines, or transfer the same measurements as shown in Fig. 3.

Taking M as centre, place compass at J in Fig. 2, and open up to G, this being the diameter of the round portion. Then make circle as shown, or half this pattern will do, but by drawing the whole as shown, one can see both views in Figures 2 and 3. Next divide the arc as shown, after erecting the various angles, and be sure to have the portions very accurate, as shown in P 1, 2, 3, 4, 5, 6, 7, 8. These lines represent the various angles required as well as the height from I J and G E. We will now turn to Fig. 4.

Draw a horizontal line R S; then place the point of compass at P, Fig. 3, and open up to 8. Transfer this to R and form R 8; then repeat with P 7, again transferring this measurement to R 7, and so on until all have been transferred. Then from R erect a vertical line equal in height to J I in Fig. 3. Next draw a series of angles as shown T 3, T 4, T 2, T 5, T 1, T 6, T 7, T 8, Fig. 4. These represent the actual length of the lines in Fig. 3, P 1, 2, 3, 4, 5, 6, 7, 8, which is really only the quarter pattern.

We will now turn to Fig. 5. Using E as centre and with radii equal to the various lines shown in Fig. 4, from T 1 to 8 transfer them to Fig. 5 in small arcs. Next open the compass and mark off these arcs with the spaces on quarter circle, P 1, 2, 3, etc., to 8 in Fig. 3. This completes the stretch-out. Next using L in Fig. 5 as centre and E G in Fig. 2 as radius, describe an arc E i, Fig. 5. Then with E as centre and P K in Fig. 3 as radius, form another arc to intersect arc E i. Then draw a line from 1 to E i and from there to E, which will give the desired angle to form one-half of one side. Then draw the various lines the desired height, K A Ai and B and Bi, and so on, which will give the one-half pattern, the outer dotted lines are for the seams. And, if this fitting is required to be made from small pieces, a quarter pattern will be sufficient, except that material must be allowed extra for seams at J 1, Fig. 5, turning the pattern over to form the left or right halves.

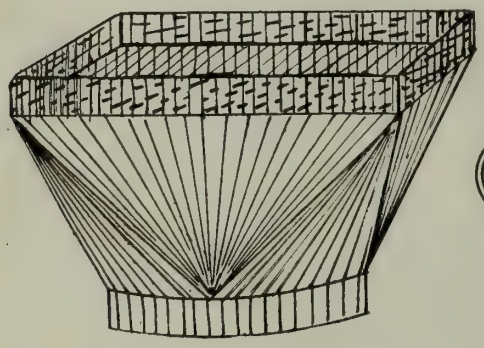


FIG 1

PROBLEM FOR THE DEVELOPING OF PATTERN FOR A REGISTER BOX. VIZ: ROUND TO SQUARE.

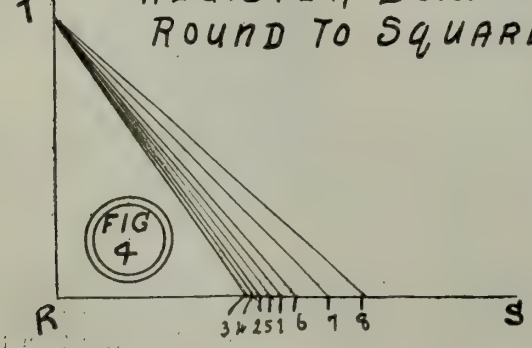


FIG 4

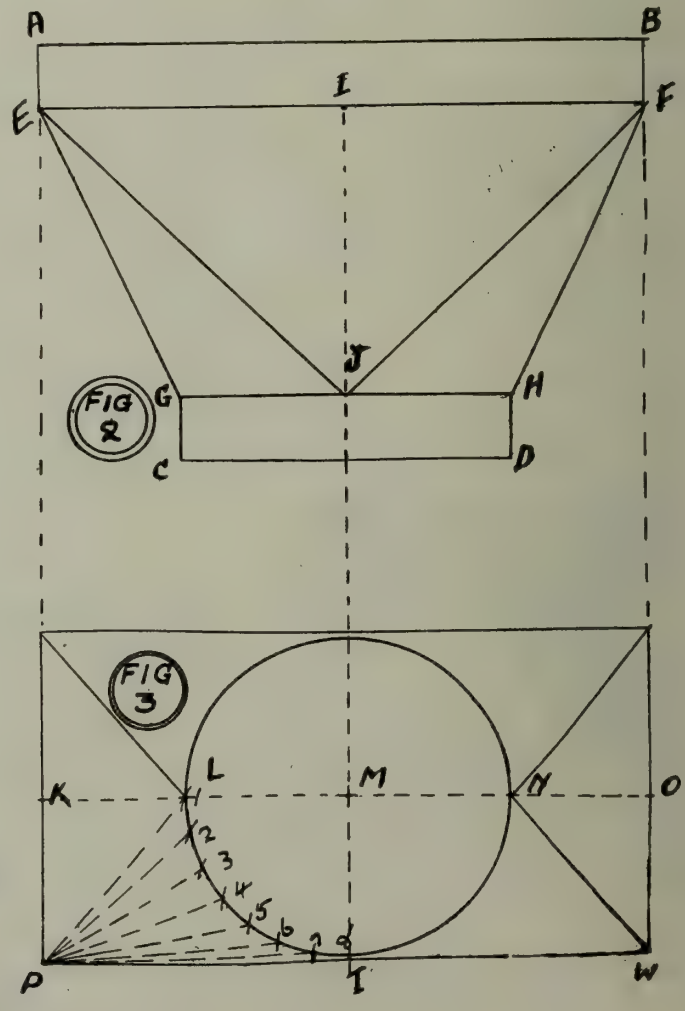


FIG 2

FIG 3

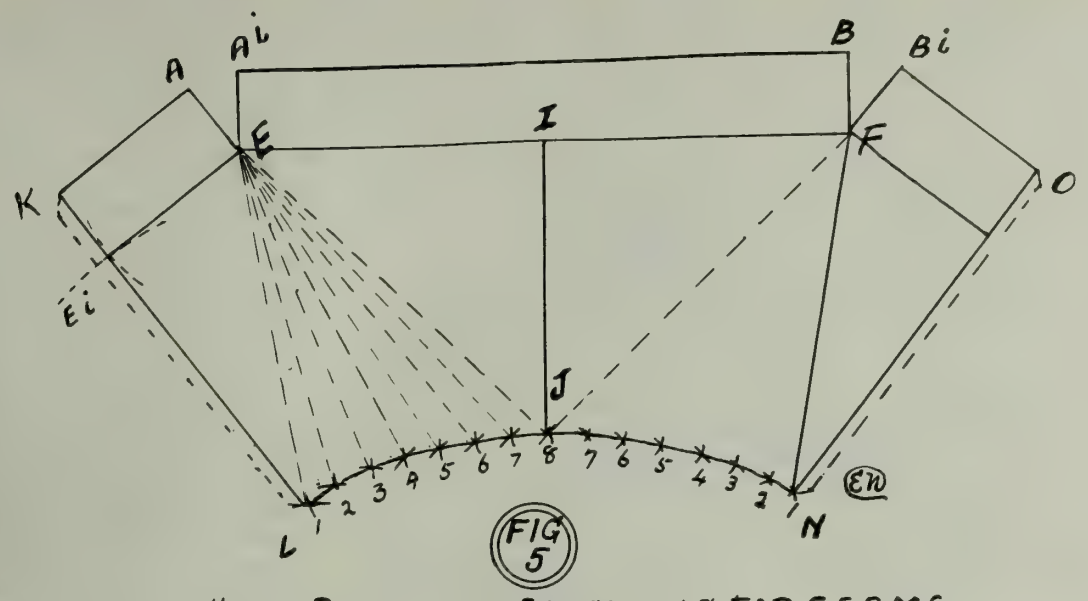


FIG 5

HALF PATTERN ALLOWING FOR SEAMS

EARLY CLOSING AT BIGGAR.

The merchants of Biggar, Sask., have secured the passage of an early closing by-law, taking effect February 1, as follows:—

"Whereas the council of the town of Biggar were requested by a petition, signed by more than three-fourths of the ratepayers engaged in the businesses of general merchants and hardware merchants in the said town of Biggar, to pass a by-law for the early closing of the stores in the town of Biggar.

"The council of the town of Biggar enacts as follows:

"No person engaged in the businesses of a general merchant or hardware merchant shall keep open their place of business for the purpose of the transaction of business with the public, after the hour of seven o'clock p.m., except on Saturday, the day immediately preceding a public holiday, and from the 15th until the 24th days of December, both days inclusive.

"For the purpose of this by-law the term general merchant shall include persons selling clothing, boots and shoes, groceries, flour and feed.

"Any persons engaged in the businesses above-mentioned who shall keep open their place of business contrary to this by-law shall be liable on summary conviction before a justice of the peace to a penalty not exceeding five dollars for the first offence and not exceeding ten dollars for succeeding convictions, together with the costs, and in default of payment of penalty and costs the same to be recovered by distress."

CATALOGUES AND BOOKETS.

Souvenir of Royal Visit.

Pilkington Bros., Ltd., glass manufacturers, St. Helens, England, have in book form, a souvenir of the visit of their Majesties, the King and Queen to the Couley Hill Plate Glass Works, July 8, 1913.

The souvenir book, which consists of 40 pages is attractively gotten up, and many excellent half-tone illustrations are shown of the Royal Party inspecting the various sections of the glass works.

Some valuable and interesting data is also given regarding the manufacture of plate glass.

• • •

Carborundum Calendar.

The Carborundum Company, Niagara Falls, N.Y., have issued their 1914 calendar, the illustration representing the American Falls at Niagara.

The calendar is exceedingly attractive, and is quite up to the standard of the calendars which have been issued by the firm during the past five years.

• • •

F. E. Myers Calendar.

F. E. Myers & Bro., Ashland, Ohio, have issued their annual calendar. The 1914 calendar is much similar to the one issued last year and shows the many lines of goods manufactured by the firm.

• • •

Taylor-Forbes Catalogue.

The Taylor-Forbes Co., Ltd., Guelph, Ont., have just issued illustrated Catalogue H 56, of builders' and general hardware. The catalouge consists of 283 pages. Copies have been mailed to a large number of hardware firms.

• • •

Thos. Davidson Catalogue.

The Thos. Davidson Mfg. Co., Montreal, have issued Catalogue No. 42 consisting of 353 pages and featuring enamel-ware, lithographed and pieced tinware, sheet iron and steel ware, range boilers, stoves, aluminum-ware, etc. The catalogue is attractively gotten up and well illustrated.

• • •

Issue Calendar.

The Progressive Manufacturing Co., Torrington, Conn., have recently issued an attractive calendar featuring standard and special machine screws, rivets, threaded wires, specialties in headed work, hollow set screws, bits, etc.

The catalogue is attractively illustrated and shows many lines of specials, screws, etc. Copies will be mailed on request.

A CORRECTION.

In announcing the names of judges in our annual Christmas Window Contest, the results of which appeared in our last issue, we gave the name T. A. Lytle, retail manager, Aikenhead Hardware Co., Toronto. The name should have appeared as W. J. A. Lytle, the error being in the initials as they appeared in our February 1 issue. Mr. Lytle is assistant general manager of the company.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The cold snap which has been experienced recently seems to have caused a slight depression in business all along the line.

Glass manufacturers reported a splendid month for January, but February is if anything a little below par; quotations for larger quantities are being asked for. Hardware lines are a little quiet on the whole, very few changes in prices are reported. Manufacturers and jobbers are optimistic because of the large number of enquiries they are receiving for quotations. Stocks are low, hence, when the buying does begin it will be better than last year. Money is reported a little easier and collections are improving. The West is taking on her usual enthusiastic spirit.

Paint jobbers and manufacturers are a little quiet on account of the severe cold snap. No changes are reported in prices. Metal markets are firm with fair demands. Tin is lower by one cent per lb.

Business men are optimistic and feel that this spring will see a large amount of business being done throughout the whole Dominion.

MONTREAL.

February 18.—The business passing during the past week has been on the increase, although during the cold weather things were at a standstill as travelers were unable to do business and had to lounge around the hotels until the weather became more suitable. Many very interesting stories were told by the drummers when they arrived in town last Saturday. There were a number who experienced very cold weather in country hotels, which were like barns. The water jug was reported by all as having been frozen over during the night. That was one of the most common incidents, but perhaps the most exceptional story related was by one of the travelers from Caverhill, Learmont & Company, of this city. This man was forced to get up and put on his coon coat in order to try to sleep during the night. Perhaps the two days which caused the stop in operations will not be noticed though, as during the last couple of days there has been quite an increase in business, particularly so by mail, which has been very heavy. The travelers are once more on the road, and under more favorable weather conditions business is picking up and orders are being received mostly for sorting requirements, although there is also considerable business being received for spring lines. Apart from the sorting orders going forward, there is quite a demand for the lines which have been mentioned for the past couple of weeks, such as lumber camp supplies, consisting of axes, axe handles, boot calks, cant hooks, and coil chain. There is also quite a demand for maple supplies, consisting principally of sap spouts, sap bits, pails, etc.

There is not a great deal of business being received from the city retailers, as they seem to be holding off as long as possible, and orders, which are few, are simply for stock, which must be had in order to meet demands. There have been a few orders for hockey sticks and other articles used by the sportsman, but they are gradually diminishing, and that business is pretty well over for the season.

There is still the same confidence in the future reported by the travelers among the country merchants, and as collections are quite normal, there does not seem to be much depression felt. There are, of course, some slow accounts, but they are not excessive, and no matter what time of the year it is or how conditions are generally, they will always be found.

The prices this week are unchanged from those of one week ago, and there is nothing interesting or resembling a feature to report.

The Metal Markets.

In the metal market there does not seem to be anything very startling to report as the same conditions are in evidence with an up and down tendency in each of the markets.

Tin.—The conditions on the market this week are practically unchanged from one week ago, although there has been a reduction in ordinary Canada Plates of 15 cents for the smaller sizes while the large sizes have been reduced by twice that amount. On the London market the quotations this week are down from those published one week ago. Spots are quoted at £178 15s, while futures are £180 2s 6d, a decline of £5 10s and £5 7s 6d, respectively. The New York market also shows a decline in price this week and their price is given as $39.55. It is reported that the conditions which have been quiet for the past week have developed into absolute dullness. Buyers are apparently well supplied for the present and orders, to say nothing of enquiries are very scarce. This condition is not surprising to many in view of the extensive buying which took place recently on that market.

Spelter.—The demand is unchanged locally, with the same prices in effect. The London market is also unchanged from one week ago, and the price £21 7s 6d quoted to-day is the same as that of one week ago. New York reports conditions as being unchanged, although their price is five cents under that of one week ago, and is given as $5.25 East St. Louis. The demand is said to be fair, but not enough to create any efforts to make sales at the expense of lower prices.

Lead.—Locally the condition of the market may be termed weak and a further decline in the price is registered, and is now quoted at $5.40, a reduction of 10 cents from last week's quotation. London market seems to be holding up prices, although it is reported that that market is also weak. The quotation of £19 10s is the same as that of one week ago. New York is quoting 10 cents under last week and the figures given is $3.87½ East St. Louis. A report is to the effect that the market is easy at that figure, and also that the reduction is made in order to allow the export of United States lead to foreign markets, as it is said that the supplies there are quite plentiful at present.

Copper.—There is no change in the local market and prices are the same as those of one week ago. London is down 15 shillings in both spots and futures, the quotatons this week being £65 and £65 10s, respectively. The market is reported as being easy at these figures. New York quotes $14.45 East St. Louis, or ten cents under the quotation of one week ago. That market is also reported as being slow and there is very little improvement in consumers' operations.

Antimony.—There is no change in this market. The prices remain the same as does the demand which is only fair.

Iron.—The local market is devoid of interest and the consumption is no more than seasonable with prices remaining unchanged from one week ago. London quotes £2 10s 10d or a decline of 9d from one week ago. That market is said to be in much the same condition as last week. There seems to be a better feeling generally on the New York market, as apparently things are getting on a more established basis. The business closed last week is said to have been fairly good and there is also an improvement this week.

The stove and heating business is unchanged from one week ago and nothing resembling a feature is reported by manufacturers. The gas stove business has not yet started and the fuel range business is about over for the year.

TORONTO.

Toronto, Feb. 19.—The metal market reports seem to be if anything a little improved on last week. No changes are reported with the exception of tin, which stands one cent less than last week. Manufacturers all along the line are preparing for a splendid opening up of business on the approach of spring.

Hardware.

The hardware business is a little quieter than reported last week. A large number of hardware merchants are in attendance at the convention now being held in Ottawa. Quite a number have placed large orders for spring shipment and seem to feel that this spring will see better times for the hardware trade. There seems to be more enquiries for better line of goods than previous. No doubt higher quality goods will be in greater demand.

Cement.

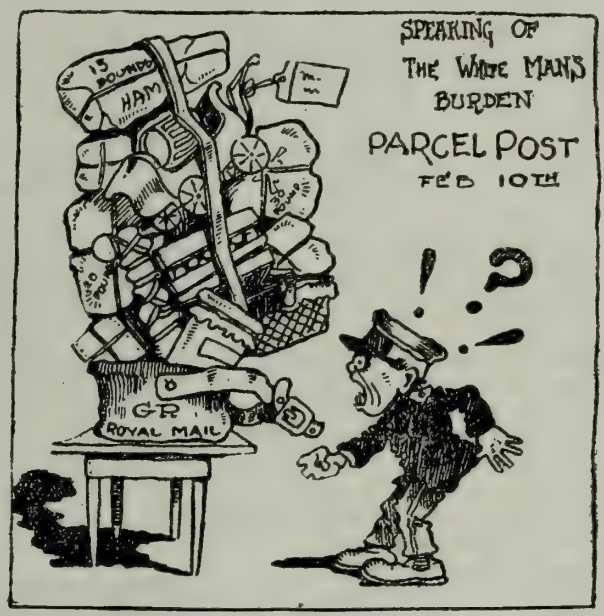
The manufacturers and jobbers of cement report favorable. Their sales are said to be larger for February this year than ever before for the same month. There has, however, been a slight lull during the severe cold snap. The reason for this splendid showing in the cement business is accounted for by two things, first the open winter, and second the fact that builders are now able to manipulate cement in some way so as to be able to use it during colder weather than in times gone by.

One manufacturer stated that the time was not far distant when frost would have little or no effect on cement.

No doubt one can look back to the time when the use of cement during very mild frosty weather, would have been looked upon as ridiculous.

WINNIPEG.

Extremely cold weather and the fact that most of the travelers are in off the road entertaining their customers during any very great activity in the output from the wholesale houses. Trade is said to be more than ordinarily dull but no particular significance is attached to the lull except that the season is opening up a little later than usual.



Pity the Poor Mailman!

An important price change in heavy hardware is a reduction of five cents per spool of 80 lbs. on practically all lines of barb wire. Another change is an advance of 1 cent per lb. on solder.

Prospects look good for a brisk trade in builders' supplies as building permits since the first of the year have run into exceptionally big figures. This applies not only to Winnipeg but to most of the western towns from which reports have been received.

Spring lines of paints and oils are now moving out freely and a reasonable expansion of trade in these lines is assured. People in the West are fast becoming educated that paint is the most effective of money savers either in the village, town or on the farm. Prospects of a good building season also augur well for the paint trade.

An advance of 5 cents per gallon on turpentine is the first change in the price of that commodity announced for a considerable time.

Collections are fair and there are no complaints under this head.

The Department of Trade and Commerce at Ottawa has arranged to send Watson Griffin as a special trade commissioner to the British West Indies to investigate conditions and prepare reports with a view to developing trade with these colonies.

TORONTO QUOTATIONS ON METAL.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c		lb.
Brazing Metal	26c		lb.
Ingot Brass, red	14	to 16c	lb.
Ingot Brass, yellow	13	to 15c	lb.
Wire Solder	27½	to 29½c	lb.
Wiping Solder	25	to 27c	lb.
½ and ½ solder	25	to 27c	lb.
Pattern Aluminum	23	to 24c	lb.
Ingot Aluminum 99% pure	19½	to 20½c	lb.
Spelter	$5.35	to $5.65	per 100 lbs.
Copper	15¾	to 17¼c	lb.
Tin	42	to 44c	lb.
Lead	$5.65	to $5.85	
Tinkers' Bar Solder	28	to 29c	lb.

Staff Conventions and Reunions

Convention of the Disston Salesmen

Members of Eastern Sales-force Hold Semi-annual School—Salesmen Make Trips Through the Factory.

The semi-annual school and get-together meeting of the salesmen of Henry Disston & Sons, Philadelphia and Toronto, Can., was recently held at the Philadelphia factory.

The underlying motive for these meetings is the desire to make the men who sell Disston goods not only better acquainted with the manufacture of the goods they handle, but better acquainted with each other as well. An interchange of ideas and experiences between the representatives of a big business is always conducive to a finer corps spirit among the men, and consequently larger interest in the success of the line represented.

This meeting embraced all those members of the Eastern sales force who could attend. Owing to important matters which they had in hand a number of the men were unable to leave their work, but there was enough enthusiasm among those present to make up for any absentees.

While new goods were shown and demonstrated, and the superintendents of the various departments where they were made gave the salesmen much valuable information about their manufacture, the salesmen also made frequent trips through the factory viewing new machines and methods. These were shown and explained to the salesmen so that they could keep abreast of the progress constantly being made in the factory.

The meetings held daily throughout the week, were addressed by a number of speakers as well as various members of the sales force. The convention proved a big success, and the men started out again with increased confidence in the quality of the goods they are called upon to sell, and full of that spirit which recognizes no obstacles, but sweeps the men, and the goods they sell, onward to success.



ATKINS PIONEERS.

The fifth annual banquet of "Atkins Pioneers" was held recently at the Spencer House, Indianapolis. The membership of this organization is made up of employees of the E. C. Atkins Co. who have been associated with the firm for over twenty-five years. Twenty-five years ago the pay-roll of the company was about 200, and of this number 117 are still connected with the company. These annual banquets are gala occasions with the Atkins Company, full of good fellowship and hearty fraternal spirit. The "Atkins Pioneers" were organized February 1, 1906, with a membership of sixty-two, consisting of employees who had been with the firm twenty years or more, either consecutive or in the aggregate. New members are added the first of each year as their time matures. They are nominated and elected by ballot. The object is to foster a closer fraternal feeling and to add a mite of social intercourse to business associations. The poem of the Pioneers, written for the banquet, is as follows:—

We've gathered here to-night, boys,
To sing our songs of cheer,
And talk of all the good things
That have blessed us through the year—
The year that's past and gone, boys,
Which makes us pause to think
That each day we're getting nearer,
Yes, nearer to the brink,
Where we shall pass beyond, boys,
To that other, unknown, bourne
From which the fates decree
No traveler can return.
So while we all rejoice, boys,
In the pleasures of to-night,
And clasp each other's hands with
A grasp that's true and right,
Let's not forget to stop, boys,
For a moment 'midst our cheer,
And for the boys who've left us
Shed an earnest, heartfelt tear.
And let us bow our heads, boys,
In a silent prayer of love
For those we miss so sadly,
As they look down from above.
They are resting from their work, boys,
Of the twenty or more years
That they journeyed on with us.
And they still are Pioneers.

The Canadian factory of the company is located at Hamilton, Ont.





GLASS

Window Plate and Fancy Art Glass

Our stock is the largest in Western Canada, and you have the advantage of being able to order from our nearest branch. This means a saving of time and money, and in many cases of orders that you would be unable to fill had you to await shipments from a distance.

FIVE LARGE STOCKS

are maintained at our different branches. If you are called upon to supply any special order of art glass for which ideas have been supplied you, we have the plant to supply you with anything you desire. Secure our price list and catalogue, and when you are ready

Order from our nearest branch.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well-known products:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Methods of Retailing Paints and Varnishes

MONTREAL.

February 18.—The business on the local market this week has kept up well, although the number of orders being received at the present time is not quite as heavy as those of a few weeks ago. There are quite a few shipments going forward at the present time, which consist principally of spring stock. Conditions, that is to say collections, are very good in the country, and although the same cannot be said of the larger centres, there is a better feeling all round.

White Lead.

This market remains unchanged from one week ago, and the demand is much the same. The following prices are still in effect. The tone of the market at these figures is given out as being quite firm.

Linseed Oil.

There is nothing new in this market to report. The same healthy feeling exists under the same quotations of one week ago. The business passing at the present time is quite seasonable.

Prepared Paints.

Apart from the spring business which is quite heavy this year, there is nothing to report. One of the local manufacturers stated to-day that their deliveries for the present year, taking them in weekly periods, were ahead of those of one year ago. Most of the spring orders are starting to move out, and although there are still a number of orders coming in they are not quite so abundant as those received some few weeks ago.

Glass.

There is absolutely nothing to report in this market as the demand is still light with the same prices in effect.

Putty.

There is nothing in this market either as the demand is still light under the same prices.

Turpentine.

Although some of the local dealers have reduced their prices a couple of cents, there are still some who are quoting 68 cents. The lowest quotation to-day, however, was 66 cents. The market is still very firm at these figures. Lots of five barrels and over are quoted one cent cheaper. The reason for the decline in some of the prices is said to be on account of better conditions in the south.

Gasoline.

The demand in this market is still light, the usual spring demand not having started in as yet. The quotations which are still in effect are as follows:

In wood, per gallon	25½
In steel and drums, per gallon	22½
Tank wagon, 100 gallons and over	21

Benzine.

The demand for benzine in this market is unchanged from one week ago, and the same prices are in effect, which are as follows:

In wood, per gallon	23
In steel and drums, per gallon	20
Local tank wagon, 100 gals. and over	19

Coal Oil.

The demand in this market is dropping off a little owing to the days getting longer. The prices, however, are unchanged, and are as follows: American oil, best, per gallon, 21; American oil, tank wagon, 100 gallons and over 17½.

WARNING.

Buyers of Linseed Oil, Boiled or Raw, and Turpentine are warned to be somewhat cautious in buying just at present. Hardware and Metal has information that a quantity of inferior goods has been placed on the market of late. It is significant that no change in prices is reported from the regular sources of supply. The demand is steady and the supply rather lower than usual. We herewith show current prices as given by several reliable manufacturers and dealers.

Raw Oil—

1 *to* 4 *barrels*	60c *per gal.*
5 *to* 9 *barrels*	59c *per gal.*
10 *to* 25 *barrels*	58c *per gal.*

Boiled Oil—

1 *to* 4 *barrels*	63c *per gal.*
5 *to* 9 *barrels*	62c *per gal.*
10 *to* 25 *barrels*	61c *per gal.*

With open prices for carload lots.

Turpentine, Toronto—

Pure Single	*Bbls.*, 70c
2 *to* 4	*Bbls.*, 69c

Montreal—

Pure Single	*Bbls.*, 64c
2 *to* 4	*Bbls.*, 63c

TORONTO.

Toronto, Feb. 19.—Toronto paint manufacturers and jobbers report fair demands, the cold snap caused a slight lull. Dealers are booking orders freely for spring deliveries. Orders are larger in size, prices remain unaltered.

Linseed Oil.

The demand for linseed oil is about normal this week and prices are unchanged as follows:—

Raw linseed oil, 1 to 2 bbls per 9 lbs., 65c; 3 to 5 bbls. per 9 lbs., 63c; 6 to 9 bbls, per 9 lbs., 61c; 10 bbls. open. Boiled linseed oil, 1 to 2 bbls. per 9 lbs., 68c.; 3 to 5 bbls. per 9 lbs., 66c; 6 to 9 bbls., 64c.; 10 bbls., open.

Oil for less than 1 bbl., 7 cents per gallon additional, 5 gallon cans, 50c.; 10-gallon cans, 75c each.

Naval Stores.

No change has taken place in quotations in naval stores. Resin is quoted in 280-lb. gross lots at $6, and in smaller lots at 3½c per pound.

Glass and Putty.

There is a seasonable demand for glass at prices shown in current quotations. Putty quotations are unchanged.

White Lead.

Lead is still being booked for delivery until May 15, at the following prices:—

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

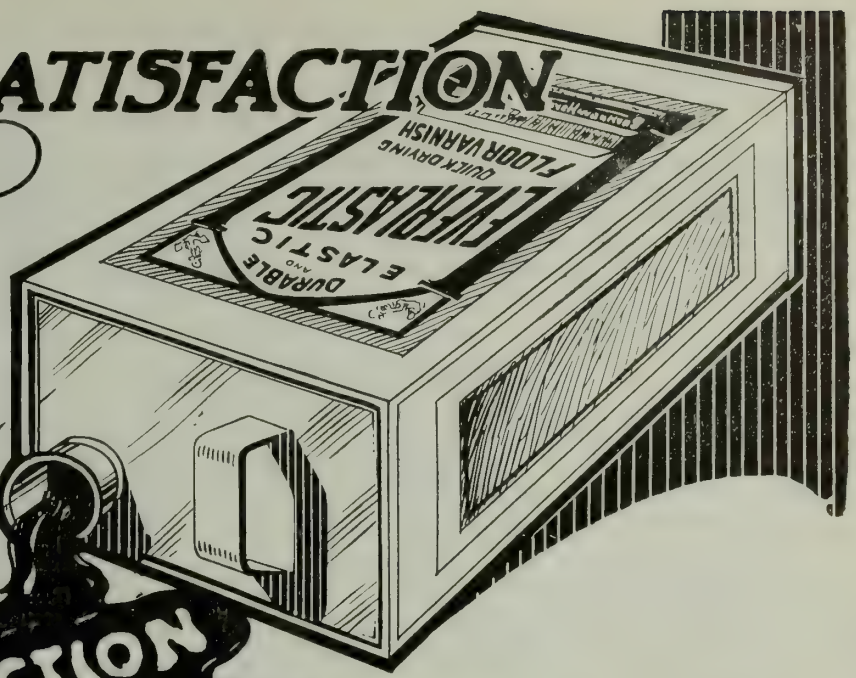
Prepared Paints.

Spring booking continues active and a large number of dealers, who have been holding back for some time are now sending in orders. These, too are if anything for larger quantities than in previous years.

The salesman who sells every customer isn't always a good salesman. On first thought this may seem like an illogical statement to make, but it is a fact, nevertheless. There are some salesmen who, rather than miss a sale, keep at a customer so persistently that finally the customer buys something he does not like, and later the article is either returned, the buyer finds it convenient to avoid the salesman on his next buying trip, or he may avoid the store altogether, and go some place else to trade.

SPREADS SATISFACTION

on any floor



SATISFACTION

Hard usage is the lot of all floor varnish. It is there to be tramped on, and the whole art of getting floor satisfaction lies in using a varnish that will stand it.

EVERLASTIC QUICK DRYING FLOOR VARNISH

is a specialty—made for floors and right for floors, with just the qualities the service demands. Dries in 7 to 9 hours, and can be walked on the day after application, while it is so tough and elastic that no ordinary dent will crack it. Won't show heel marks and will outlast any other floor varnish we know of.

These qualities have made it the most readily salable floor varnish on the market, and the surest with which to build up a lasting and profitable trade.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paint Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.

Carpenters', per doz. 12 50 .14 00
Plain ship, per doz. 18 00 22 00

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 5-10 and 2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 75 $10 50

ANVILS.

Buckworth, per lb..... 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz..... 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz..... 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50
Bench Axes, Samson.
No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Aluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 22c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.
Ingot, Red, lb..... 0 14 0 16
Ingot, Yellow, lb..... 0 13 0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz..... 4 80
3 sections, 5 ft., doz..... 6 00
3 sections, 6 ft., doz..... 7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz..... 6 60
With rim, 18x28, doz..... 7 20
With rim, 20x30, doz..... 7 80
Without rim, 18x24, doz... 4 00
Without rim, 18x28, doz... 4 50
Without rim, 20x30, doz... 5 00

BOARDS (Ironing).

Size 12x60 ins., doz..... 7 20
Size 14x60 ins., doz..... 8 40
Folding, 12x60 ins., doz... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50

BOARDS (Wash).

Glass, doz. 3 50
Enamelled, doz., net..... 3 50

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.
1 gal. jacketted, per doz.... 2 70
2 gal. jacketted, per doz.... 3 60
3 gal. jacketted, per doz.... 4 20
5 gal. jacketted, per doz.... 4 80
10 gal. jacketted, per doz.... 8 40

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl..... 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ..... 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, American, low 23 00 25 00
Fire brick, American, high 27 50 31 00
Fire clay (Scotch), net ton 5 50
Fire clay (American), net ton 5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENTS (ROOFING).

Per gal.
Roofing cement (in bbls.)... 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 30

CHALK.

Carpenters Colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross.. .... 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in. 2 50
Malleable adjustable, 4 in.. 7 60
Carpenters, 3 feet 3 60

CLEANERS (VACUUM).

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combina'n Cleaner 6 50
Cadillac Electric, Model C.. 18 00
Cadillac Electric, Model D.. 20 00

COMPOUND.

Soclean Sweeping.
4½ lb. size, 2 doz. in case, case 4 50
8 lb. size, 2 doz in case, case 7 20
17 lb. size1 doz in case, case 6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot	16 75	16 75
Cut lengths, round bars, ½ to 2 in....	....	27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.	....	29 50
Copper sheet, tinned, 14x60, 14 oz.	....	30 50
Copper sheet, planished, 14x60, base.	....	37 50
Braziers', in sheets, 6 x 4	....	29 50

CORD, SASH.

No. 9, per lb. 0 50
Sash Chain, No. 2, hd. ft... 1 40

PLATES (CANADA).

Ordinary, 52 sheets. 2 75 2 85
All bright, 52 sheets 3 90 4 00
Galvanized—

	Apollo	D. Crown.	Ordinary
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley). Per box.
I C. 14x20 base $7 00
I X, 14x20 base.... .... 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base.... .... 6 00
I X X, 14x20 base. 7 00
I X X X, 14x20 b. 9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base ... 7 00 7 00
I X, 14x20 base 8 25 8 25
I X X, 14x20 base.. 9 50 9 50

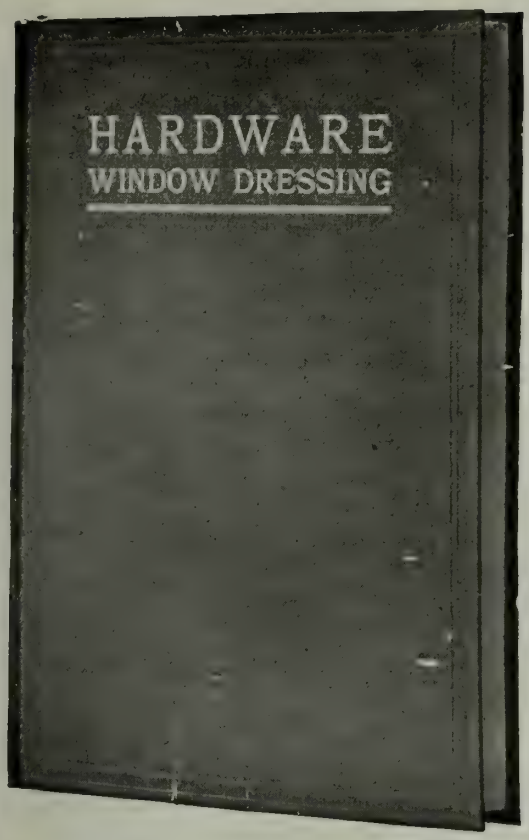
"Allaway's Best" Standard Quality.
I C, 14x20 base.... .... 4 65
I X, 14x20 base.... .... 5 65
I X X, 14x20 base. 6 65

BRIGHT COKES.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box. 9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—
I C, 20x28, 112 sheets 7 40
I X, Terne Tin.... .... 9 40



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.60, Postage Paid, Payable in Advance

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MARTIN-SENOUR PAINTS & VARNISHES

"A Repeat Order in Every Can"

Success isn't made up of orders. It is made up of re-orders. A satisfied customer returns to be satisfied again, while a good customer, poorly served, lasts no longer than the shoddy he buys.

Martin-Senour Paints and Varnishes are of best quality — producing best results for the purpose for which they are intended, so that each sale makes a satisfied customer and widens the way for more sales to follow.

Our big *nation-wide* Advertising Campaign in the leading Magazines, Farm, Religious and Commercial Publications will lead many new customers to the stores of our Dealer-agents—but these are only some of the many advantages of the Martin-Senour Full Line Agency.

The individual benefit of offering "100% Pure Paint" to pre-convinced buyers makes selling easy, and the repeat orders in every can build business.

Look well into our exclusive agency proposition. It's bound to interest you. A postal from you will bring particulars.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

E

EAVETROUGHS.
10 inch, in 10 ft. lengths 3 30
12 inch, in 10 ft. lengths 3 88
15 inch, in 10 ft. lengths 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain, 50 per cent.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

Fly-wheels for same, 2 qt., 75c;

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 23c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00	
Jute Rope, ½-in., per gross	10 50	
Jute Rope, ⅝-in., per gross	13 50	
Leather, 1-in., per doz.	4 00	
Leather, 1½-in., per doz.	5 20	
Web	2 45	

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 10
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft.		0 13½
Corrugated, ¾ in., ft.		0 16

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

I

IRON AND STEEL.

Angles	base	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts handles, japanned, per gross	9 00
Common, plain	5 00
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft.	3 90
28 ft.	9 12
30	3 90
48 ft.	

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 40	5 45
100 lbs.	5 40	5 45
Imported pig, per 100 lbs.	....	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

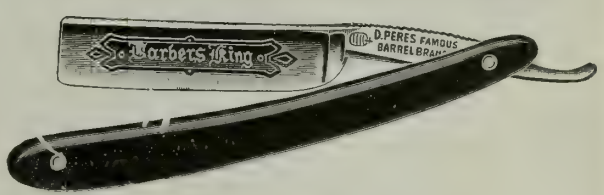
Make Money and Friends

by handling **D. Peres Barrel Brand Cutlery,** for its excellence of manufacture ensures your doing both.

As a first-class proposition, it is hard to beat — a great number of Canadian Hardwaremen will tell you so, if you ask them.

Stock a trial order—then you'll know.

Razors, Pocket Knives, Scissors



Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws** and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5 50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7 25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 2-lb. box.
No. 3,	1⅝-inch	$1 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll	4 30
½-in. x 22 ga. x 24-in., roll	5 65
½-in. x 22 ga. x 30-in., roll	6 90
½-in. x 22 ga. v 36-in., roll	8 20
1 in. x 20 ga. x 12-in., roll	1 50
1 in. x 20 ga. x 18-in., roll	2 10
1 in. x 20 ga. x 24-in., roll	2 70
1 in. x 20 ga. x 30-in., roll	3 25
1 in. x 20 ga. x 36-in., roll	3 80
1 in. x 20 ga. x 48-in., roll	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Plumbers, per 100 lbs..... 3 25

OIL.

Can. prime white petrol	0 15½	
Royalite	0 17	0 16
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
2 Ply Ready Roofing, p. sq.	0 75
3 Ply Ready Roofing, p. sq.	0 95
2 Ply Ready Roofing, p. roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue K-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c. 5 per cent off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 and 10 per cent.; 4, 5 and 6 inch medium 65 and 10 per cent. off.

Extra heavy 45 per cent off.

7 and 8 inch medium 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices. Pliers and Nippers.

Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.

Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 30
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila	0 15
British Manila	0 11
African hemp	0 11
Sisal rope	0 10½
Cotton, 3-16 in. and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 09¾
Lath yarn, double	0 10¼
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
3 Ply Cord.	
30 ft., per doz.	0 45
40 ft., per doz.	0 60
100 ft., per doz.	1 50
6 Ply Cord.	
40 ft., per doz.	0 95
48 ft., per doz.	1 15
60 ft., per doz.	1 45
72 ft., per doz.	1 75
100 ft., per doz.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

Net Prices on Champion Scales.

Shurley & Dietrich, 35 per cent.

WARE, STAMPED.

Plain, 72½ and 15.

Retinned, 72½ and 5.

Tinners' trimmings, 72½ and 5.

SCREWS.

	Per cent		
Wood F.H., bright and steel	85 10	7½	10
Food R.H., bright	8 10	7½	10
Wood F.H., brass	75 10	7½	10
Wood R.H., brass.	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.

Boker, hockey, 30c upwards; spring.

Empire hockey sticks, $3.00, $3.50.

Micmac and Rex sticks, $4.25, $6.25.

St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.

Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Per. lb. Montreal	Toronto
Wire solder, lb.	0 27	
Electrotypers solder, lb	0 30	
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

"Muresco helps to sell other lines in your store"

Mr. Dealer:

What about MURESCO this season? You have no line that is easier sold or more profitable on your shelves, and you have no line which will give better satisfaction to your customers than the well-known MURESCO wall finish.

MURESCO is the best wall finish known, and it is made in Canada.

Write at once for agency proposition and prices.

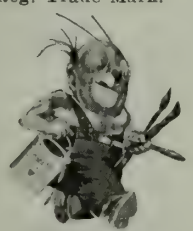
BENJAMIN MOORE & CO., LIMITED

2, 4, 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTERET

Stephens Ready-mixed Paints

Reg. Trade Mark.



Copyright.

Make satisfied dealers, because they make satisfied customers; move fast from your shelves because there's a sales-impelling reputation behind them; bring profit and goodwill, because of the way they behave in use.

If you are not a "Stephens" dealer you are overlooking the profitable line in the Paint Business. And the proof of this statement may be found with any of our agents.

May we tell you about our proposition?

G. F. STEPHENS & CO. Limited

Branch at Calgary, Alta. **WINNIPEG, CANADA**

Satisfaction, ab-so-lute-ly

You simply *have* to sell goods that satisfy your customers if you want to hold them. In regard to your paint trade, every time you sell a can of

Jamieson's Pure Prepared Paints

You sell paint that is made with this "consumer satisfaction" constantly in view. We believe in it and we know that no legitimate business can live without it.

We want you to sell Jamieson's Paints. Will You?

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL **Owning and Operating P. D. Dods & Co., Limited** **VANCOUVER**

SPELTER.
Foreign, per 100 lbs.. 6 25 5 45

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.
Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (Rat and Mouse). Doz.
Gee Whiz Mouse, doz..... 0 15
Gee Whiz Rat, doz..... 0 30
Out O' Sight Mouse Traps. 0 60
Out O' Sight Rat Traps.... 1 20
Easy Set Mouse Traps..... 0 45
Easy Set Rat Traps..... 0 95
Blizzard Mouse Traps..... 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).
650 ft., per lb. .....
600 ft., per lb. .....
550 ft., per lb. .....
500 ft., per lb. .....
1914 quotations on binder twine not yet issued.
5 ton lots, ½ lb. allowance.
10 ton lots, ¼c lb. allowance.
Bag, Russia twine, lb.... 0 27
Wrapping cotton, 3-ply twine 0 26
Wrapping cotton, 4-ply twine 0 30
Mattress twine, lb..... 0 45
Staging twine, lb. 0 35

TUBES.
Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.
Can. wrought iron, 45 per cent

WASTE (POLISHING).
Cream 0 13
White 0 12

WASTE (WHITE).
XXX extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).
Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05½
Keen 0 05

WASTE (PACKING).
Anchor 0 06
Anvil 0 07½
Axel 0 10

WASHER WIPERS.
Mixed white 0 08½
Light colored 0 07
Dark colored 0 05½

WEIGHTS, SASH.
Sectional, 1 lb. per 100 lbs.. 2 20
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100. 1 65

WEIGHTS.
Smarts, Horse, 3½c lb.

WIRE.
Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.40 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 35c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON
Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls. $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.
Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.
Galvanized, 1st grade, 6 strands,
24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 20
Garden, steel wheel, doz.. 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%. 33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

ZINC (SHEET).

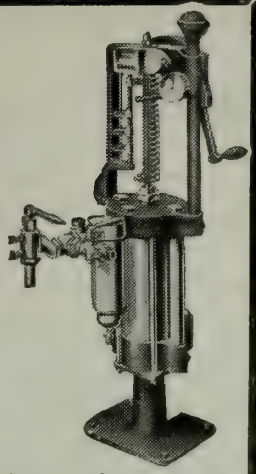
5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

A New Self-Measuring Gasoline Pump



Rapid-Double Acting-Accurate

¶ Entirely different in principle from any other gasoline pump.

¶ Pumps both on down stroke and up stroke—the only one pump with this feature.

¶ Twice as fast as any other pump on the market, and easier to operate.

¶ Valves are all accessible—no need to take pump apart to clean.

¶ Our prices for complete outfits will interest you. They are the lowest on the market.

¶ Sold on guarantee. Write for Self-Measuring Pump and Tank Catalogue.

The Steel Trough & Machine Co., Limited

No. 4 James St., Tweed, Ont.

Distributors wanted in West and Maritime Provinces. A real chance for a good firm in Winnipeg and St. John to handle them. 433.

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING, QUICK-ACTING, NEUTRAL REMOVERS.

	Name of Brand:
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES. Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company

100 William Street, New York, N.Y.



BLUE BARRELS

Successful Painters

Use Our Guaranteed Brands

See that you get them

If your jobber does not handle them write direct to

The Dominion Linseed Oil Co. Limited

BADEN—TORONTO—MONTREAL

Paints, Oils, Varnishes, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs.	0 07
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 10
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 04
Vermilion, 100 lb. kegs....	0 20
Carmine red	0 50
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls..	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure...	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 12
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	11½
CL	....	0 12
C	....	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 15 per cent.

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Less 15 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.
Under 26	3 40
26 to 40	3 60
41 to 50	4 00
51 to 60	4 25
61 to 70	4 50
71 to 80	....
81 to 85	....
86 to 90	....
91 to 95	....

Double Diamond.

Size United Inches.	
Under 26	5 00
26 to 40	5 45
41 to 50	6 25
51 to 60	6 75
61 to 70	7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

GLASS, PLATE.

40 and 5 p.c. off list, f.o.b. Ontario and Quebec.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

Ton lots, per 100 lbs.	Montreal	Toronto
Elephant, Genuine....	8 55	8 70
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)..		8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	8 25	8 40
Genuine, 560-pound casks, per cwt...	6 15	6 12½
Genuine, 100-pound kegs, per cwt.....	6 40	6 38
No. 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
50 lb. kegs, per 100 lbs....	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs....	9 50
600 lb. casks, per 100 lbs..	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 59	0 65
3 to 5 bbls.....	0 56	0 63
6 to 9 bbls.....	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.....	0 59	0 66
6 to 9 bbls.....	0 58	0 64

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure 1 75	2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbs.	0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..	2 50	2 60
Bulk, 25-lb. drums...	....	2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c bd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60	
Pint tins, per doz.....	1 10	

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
Pure, single bbls....	0 64	0 70
2 to 4 bbls.....	0 63	0 69

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish..	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 40
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WHITING.

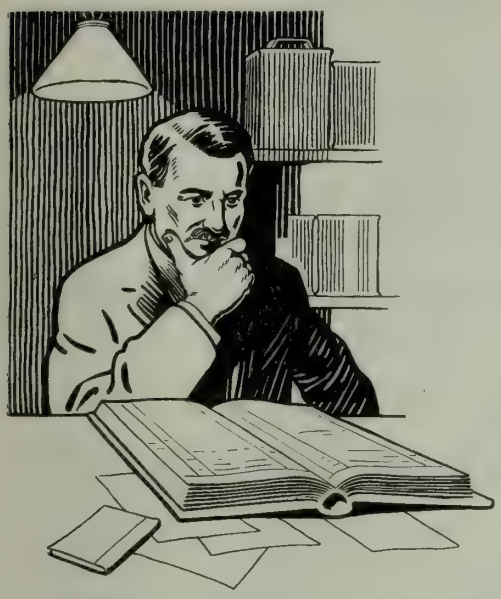
Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



"High Standard" Paint Dealers Are "On The Right Side"

On the right side of the ledgers—on the right side of the best trade in their town—on the right side of the best paint proposition in Canada to-day.

There is nothing half-way or half-hearted about any claims Lowe Bros. make for either their product or their proposition.

We sell only the quality of paints that make good—the kind our agents can sell easiest, with the greatest percentage of profit, the minimum of trouble to themselves and the maximum of satisfaction to their customers.

We deal through exclusive agents only, give them a complete line, and the finest kind of co-operation and support that the trade has yet heard of. Ask a "High Standard" dealer.

If you want to amount to something in the paint business, write for our proposition.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

High-Grade PAINTS and VARNISH

Good Goods for Good Trade

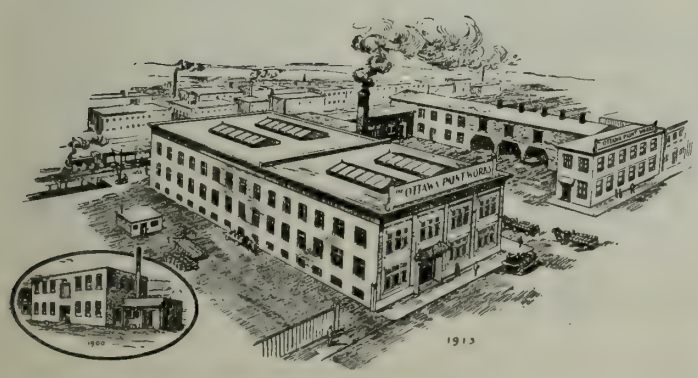
Every can of paint or varnish which we sell contains such quality as makes an immediate "hit" with the user of much paint.

Our goods increase the dealer's prestige and make a busy paint department everywhere.

That our paints and varnish have real merit is proven by the many re-orders and new business that is constantly coming to hand.

References and particulars will be sent you immediately upon request.

Better write now.



The Ottawa Paint Works

687 Wellington St., - Ottawa, Can.

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c; anvil and vise combined, Diamond, $3.85 each.

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BELTING.
Rubber—50 p.c. off the list.
Leather.
Agricultural leather belting. 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each; No. 5, $10.00.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 37½c per lb. Tinned, 30c.

DRY COLORS.
White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.
White lead, $8.35 to $9.15 per 100 lbs.; red lead, kegs, $8.50.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in.. round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GLASS, WINDOW.
Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

SAD IRONS.
Common Sad Irons, 8lbs. and Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, 3.00; No. 9 and larger, $2.78.

CUT NAILS.
$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PITCH.
Pine, $6.50 per bbl.; less than bbl. lots, 4c per lb.; roofing pitch, $1.00 per 100 lbs.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.75; 8 inch, $4.50.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.
$8.35.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50 60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES.
10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5.00; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent.; net extra N.P., $3.00 per doz.; net extra galvanized, $3.00; net extra coppered, $3.00; net extra blued, $3.50.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIES, HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

TIN AND TIN PLATE.
Black tin, 58c per lb.

	Per Box.
20 x 28, I.C.	9 70
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

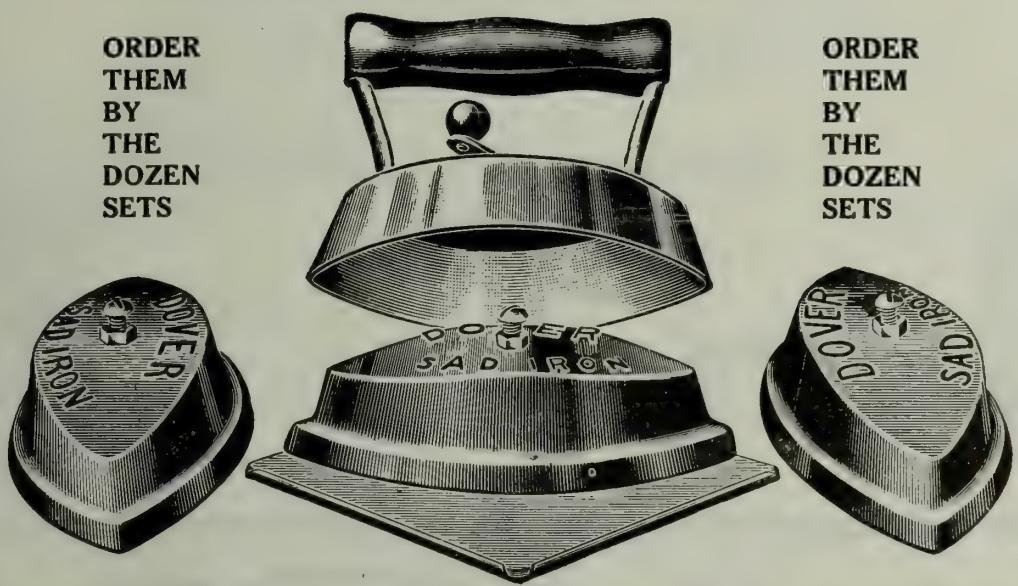
PRICE TO DEALERS

$12.00 PER DOZEN SETS

NO PRICE RESTRICTION

YOU FIX YOUR OWN PROFIT

ORDER THEM BY THE DOZEN SETS



ORDER THEM BY THE DOZEN SETS

DOVER No. 60 SAD IRON

ORDER THEM BY THE DOZEN SETS

A new line to compete in price with Mrs. Potts Pattern, and far superior in every respect.
Set consists of 3 cores, 1 holder and 1 stand, all neatly packed in strong fibre board box measuring 9 x 7 x 3¾", a handy package for your customer.

ORDER THEM BY THE DOZEN SETS.

Cores.—Three double-pointed, 4½ lbs. each (5 lbs. with holder), size 6⅞ x 3½", with nickel-plated or blued face, nicely polished. Tops are aluminized.
Holder.—Heavy nickel-plated pressed steel hood, black enameled wood handle—always cool, black enameled wood lever knob, positive wedge catch holds the core firm and secure, free from rattle. Remember—free from rattle.
Stand.—Corrugated and perforated pressed steel, asbestos lined. The Set complete in compact box, ready for your customer, weighs 14½ lbs.

ORDER THEM BY THE DOZEN SETS.

The "Dover No. 60" opens up a new avenue of profit for the dealer—for you need not sell at a cut price to compete with your neighbor. It is all nice, clean profit with the "No. 60."

ORDER THEM BY THE DOZEN SETS.

We are in receipt of an immense shipment of the **"No. 60,"** and in splendid condition to take care of the phenomenally large demand this popular Iron has created in the Western Provinces. Place your order with the Western House that Solicits Western business—The Miller-Morse Hardware Co., Limited, and be assured of prompt shipment.

ORDER THEM BY THE DOZEN SETS.

Don't wait to see "if there's a demand." The demand is here, and we doubt if any Jobber in Canada, besides ourselves, will be able to make prompt shipments during close of navigation. Don't court disappointment. Send your order in promptly. We ship same day order is received.

ORDER THEM BY THE DOZEN SETS.

MILLER-MORSE HARDWARE Co.

LIMITED

"The Big Winnipeg House"



RAMSAY'S PAINTS & VARNISHES—
SATISFIED CUSTOMERS APLENTY—
YOUR PERFECTLY GOOD PROFIT—



That's a pretty good line up, and you can't do any separating —those three always stick together.

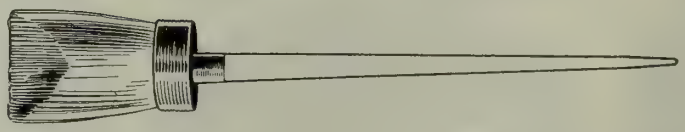
More than 70 years ago Ramsay's started to make good paint, they kept it up, and now the Canadian public know it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.

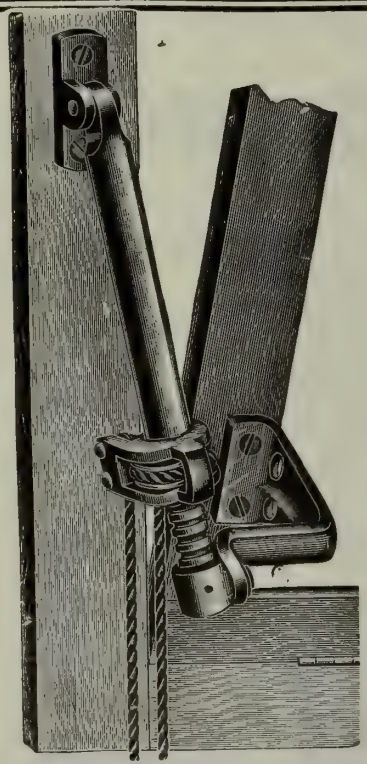


A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42







10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

LTD EST 1809 **EVERED** & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

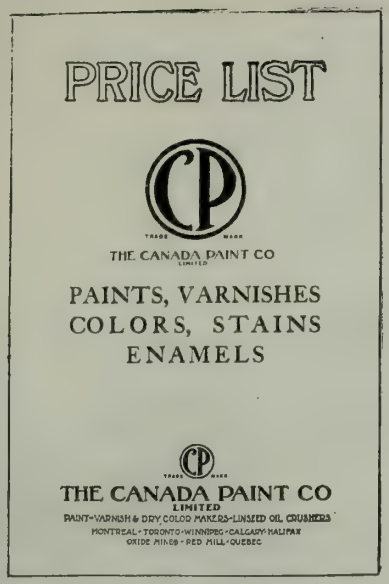
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



It is time to get down to Spring business

You should have one of The Canada Paint Co.'s Price Lists for 1914

This price list and catalogue is a practical guide for paint dealers who like to know they are getting the worth of their money when buying a stock of paints and varnishes. You may have already placed your Spring order, but later on you will need some particular line, so get one of these price lists now, and when the time comes you will be able to compare the goods and the services rendered to you.

The Canada Paint Co.'s line of Paints and Varnishes is not only complete and of highest value and satisfactory quality, but it is backed by a live and progressive sales plan to bring more buyers of paints and varnishes to the stores of CP Agents.

We believe, after you have looked through our new price list, you will be interested to know more about the CP proposition. Ask for a price list to-day.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

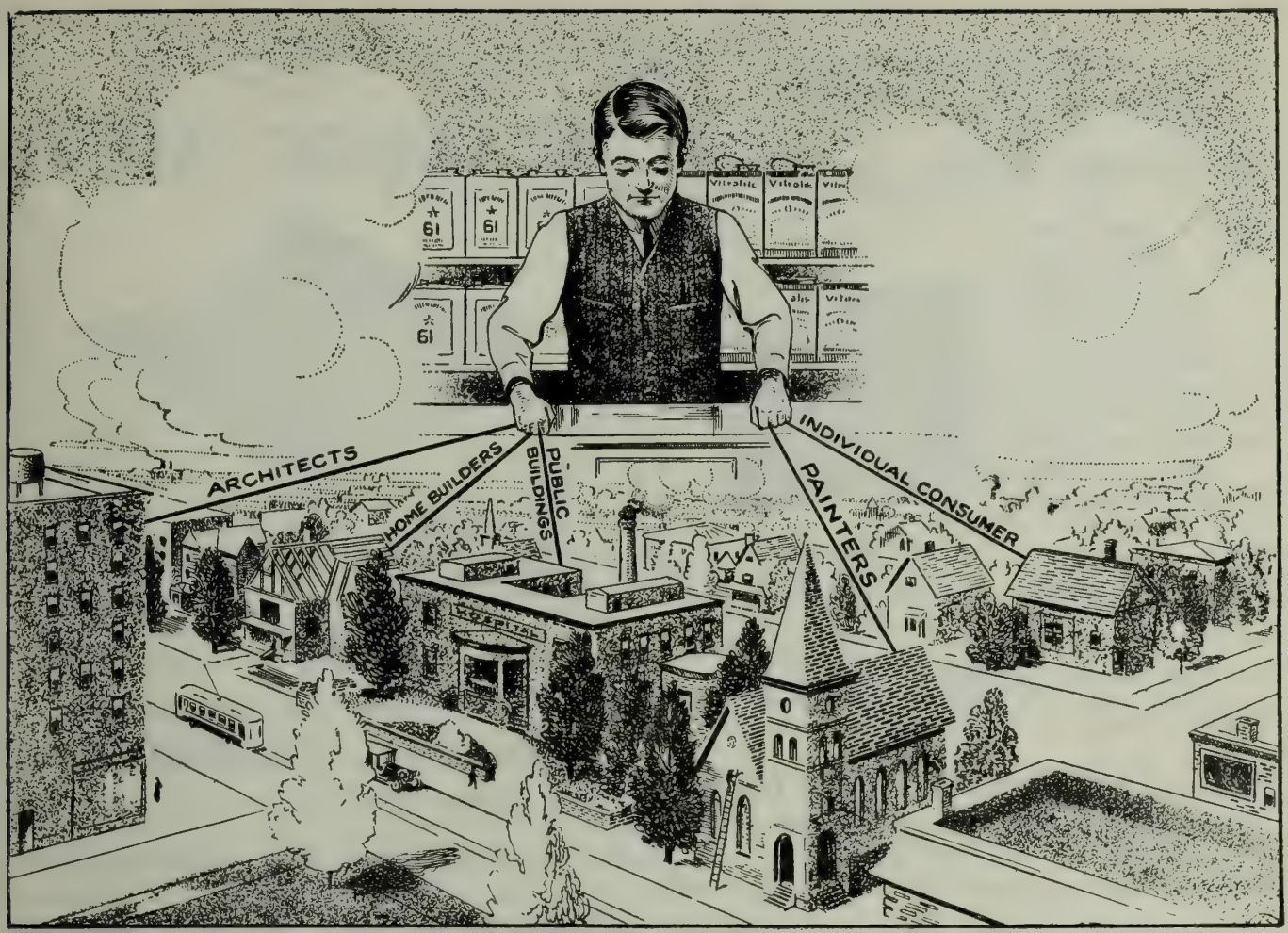
Of the 1312 Issues of Hardware and Metal Since 1888 the March 21 Number will be Easily Best

Almost every day our editors are unearthing the material for an unusually good article, to appear in Hardware and Metal's Annual Spring Number, to be issued March 21.

Although this issue will not be mailed until four weeks from to-day, our plans are so far matured that we can safely promise it will be the best of all the 1,312 numbers of Hardware and Metal, since it first appeared in 1888.

Every page in this issue will be worthy of your careful perusal. And the advertisements will contain just as many profit-making suggestions as the "news" pages.

The time you spend in reading — yes *studying* — Hardware and Metal's Annual Spring Number, will be a dividend-paying investment on which you run no chance of losing.



Get a Line on Varnish Buyers in Your Town

BE a Pratt & Lambert dealer and enlist the aid of forces that will enable you to get the varnish trade from every conceivable trade channel in your town. You'll have the most effective and extensive magazine advertising campaign in the varnish industry working for you—reaching all those in your town who can afford to buy high-grade varnishes.

Varnish Talks, The Pratt & Lambert Painters' Magazine, and painters' trade paper advertising will enable you to get the painter trade. The Pratt & Lambert letter and booklet campaign, reaching everyone who is building, will assist you to land these good size, highly profitable orders.

Personal letters on specific jobs, personal calls, specifications and advertising in architects reference books and papers, costly sample panels and helpful literature furnished without charge, will get the good will of architects and contractors for Pratt & Lambert Varnishes for you.

Attractive Aqua-Types in many colors of the same designs as are appearing in the great national magazines, other store and window display matter of all kinds, framed panels, newspaper electros, bill posters, motion picture slides, etc. are additional selling helps for you.

If you're ambitious to get the cream of the varnish selling business in your town, write for Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc. 24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Humpty Dumpty Folding Egg Crates

for the farmers, for the poultry dealers, for a dozen and one people who enter your store every day.



Have some "Humpty-Dumpty" crates handy, where they can be seen and make a bid for all the large custom that will go elsewhere, if it doesn't come to you.

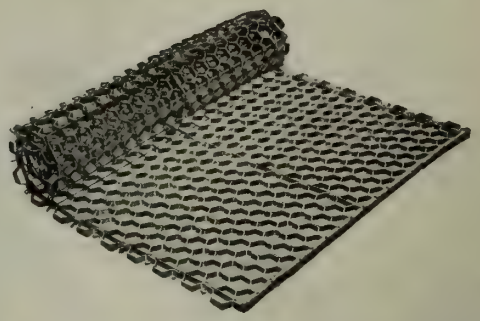
The "Humpty-Dumpty" gives splendid service, it protects eggs, preventing their getting broken—saving its users the cost many times over.

And it pays you who handle it a very nice profit, besides the good-will we've already told you about. Write for prices.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

ACME

"YANKEE" MATS



All-steel Door Mats always look better and last longer than other kinds of matting. Then too, they are strictly sanitary and never get clogged up with ice and snow or slush like fibre mats.

"Yankee" Mats will roll up like a rug and are reversible, affording two mats in one.

Made in nine regular sizes and in rolls, also special shapes made to order.

A stock carried all the time in our warehouse at Montreal.

Send for Literature from our Montreal Agents.

ACME STEEL GOODS CO., Mfrs.
2834 Archer Ave. CHICAGO, ILL., U.S.A.

Canadian Representatives:

J. E. BEAUCHAMP & CO., 133 Coristine Bldg., MONTREAL.

American Grinders

WHAT qualities do you demand in a tool grinder—Efficiency? Ease of operation? Durability?

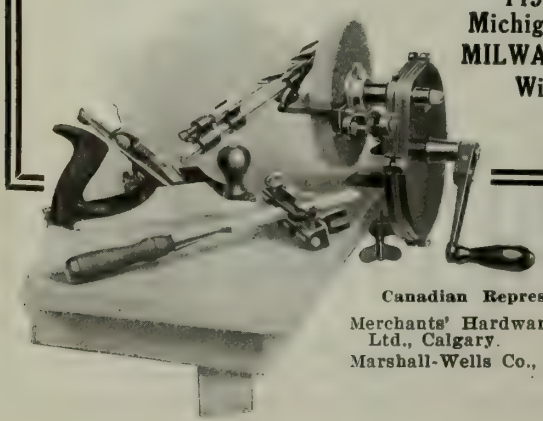
Then the American will make a big hit with you! It's the simplest, strongest, smoothest-running Grinder on the market—**bar none!** And it has the "built-for-business" look that catches the eye of the mechanic. Furthermore, American Grinders are

Made with a positively oil-tight case.

Gears operate in a bath-of-oil

That means—double life for the machine—and easy sales and big profits for the live dealer who knows how to push goods of **exceptional quality!** Our new catalog is yours for the asking. Write our nearest jobber to-day.

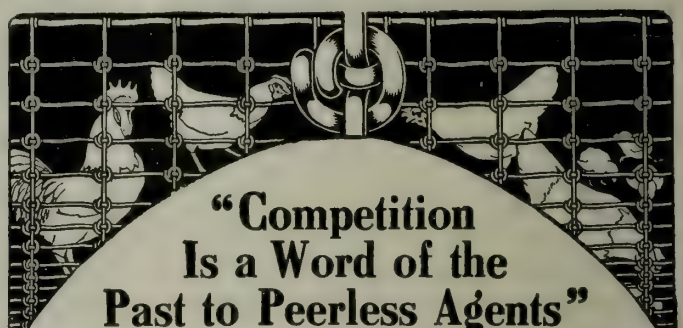
American Grinder Mfg. Co.
149-153 Michigan St.
MILWAUKEE, Wis.



Canadian Representatives:

Merchants' Hardware Specialties, Ltd., Calgary.

Marshall-Wells Co., Winnipeg.



"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co., Hamilton, Ont. Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing. Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking.

The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

Banwell-Hoxie Wire Fence Co., Ltd.,

Winnipeg, Man. **Hamilton, Ont.**

"Wear-Ever"

The Reason Why

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case-hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Demand for **"Wear-Ever"** utensils exists—has been increased each year for eleven years by consumer confidence, by sample-demonstration work, and by magazine advertising.

"Wear-Ever" advertisements will appear in the March numbers of the Ladies' Home Journal, Pictorial Review, Delineator, Designer, Woman's Magazine, Woman's Home Companion, Good Housekeeping, Christian Herald, McCall's Magazine, Woman's World, Saturday Evening Post, and Country Gentleman, which publications have a combined circulation of 11,019,453. Assuming — as publishers do — that each copy of each magazine is read by at least five persons, the number of people who are "scheduled" to see the March **"Wear-Ever"** advertisement is 55,097,265.

Names of Customers, Cards to be used in circularizing them, Folders for distribution, Ad Book, Window Display Book, Demonstration Book, Display Cards and Picture Slides are at the service of **"Wear-Ever"** dealers.

Write for printed matter. Address

Northern Aluminum Co., Limited

Dept. 29 **Toronto, Ont.**

"Wear-Ever"

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



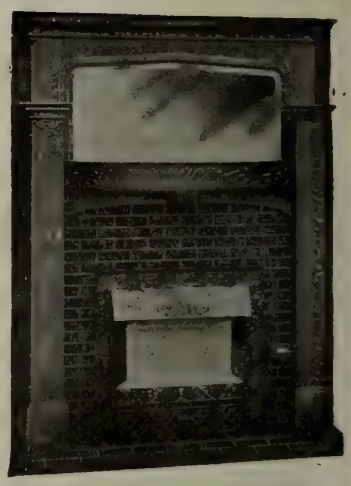
INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

HONER AND GRIMM

METALWARE MANUFACTURERS

SPAICHINGEN
GERMANY



The Leading Producers of Metal Tea and Coffee Pots, Sugar Bowls, etc.; in both Tin and Nickel Plated, first-class finish.

Also all kinds of Toilet Articles, including Metal Shaving Sets, Shaving Mirrors, Manicure Stands, etc.

It will pay you to investigate this line. These goods create new business.

Canadian Agents:

Messrs. RAU, VOSS & CO.
160 Bay Street, Toronto

An Ermined Judge

The Supreme Court of Canada is becoming overloaded with business. The big increase in cases during 1913 has meant that the six judges who sit daily in the dingy old building at Ottawa have been hard-worked men. The procedure is simple, dignified, and conducted with almost an Arctic silence.

Yet there is a human side to the situation, for the trappings of flesh cannot be wholly discarded in this, the Clearing House of legal wrangles.

A special writer, at the suggestion of "MacLean's Magazine," visited the Court, and in other divers places dug up much useful information concerning which the average Canadian knows little.

The March "MacLean's" will appear with the first of the celebrated Coburn covers, and the illustrations have been attempted on a strikingly broader scale. Besides this leading article there is the pronouncing of a leading Toronto doctor on "The Truth About Radium."

Several short stories, well illustrated, will appear in this issue.

Do not miss this copy. The cover alone, being something new in Canadian journalism, will be more than worth the price.

Send your name and address on a postcard to Dept. "M" and commence your subscription with this striking number—Mail it to-day.

Subscription $2 a year. *Twenty cents a copy.*

The MacLean Publishing Co.,
LIMITED
143-9 University Ave. -:- TORONTO

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place NEW YORK

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

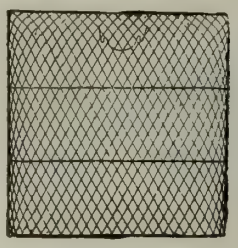
We are headquarters for

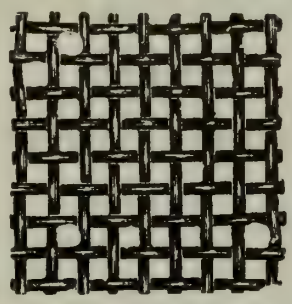
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

Canadian Supply and Contracting Co.

Limited

TORONTO - - - CANADA

TRADE CASCO MARK

WEATHERPROOF "PRODUCTS"

Structural Waterproofing

Engineers and Contractors

Roofing, Waterproofing and Insulating Material

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

STILL'S Cant Hook AND Peavie Handles

Are the best. Made of the best Hard Maple and Hickory. Nicely finished and carefully graded. All leading jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO

Patented Dec. 9, 1913



"HENDRYX" A WORD FOR QUALITY

Newest Fancy Canary Cage

The Mandarin

Made of Solid Brass.

Upright wires, No. 12 size require no centre cross-rail.
Diameter of body 9½ inches, height 16½ inches.
Finished in Dull Brass, Polished Brass or Antique Copper.
Entirely different from any cage ever made.
Let us mail you our catalog, showing complete line.

THE ANDREW B. HENDRYX CO., New Haven, Conn.

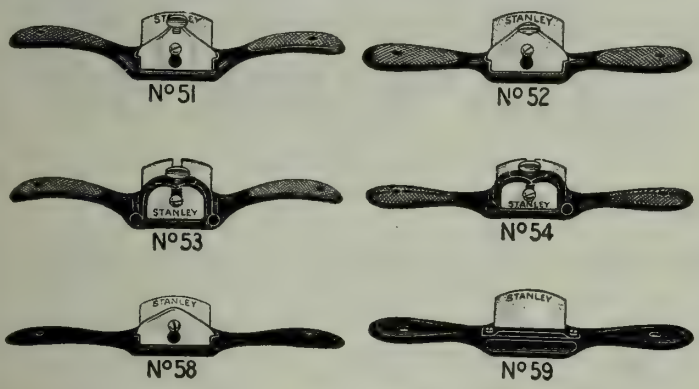
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



Stanley Tools

"BAILEY" IRON SPOKE SHAVES

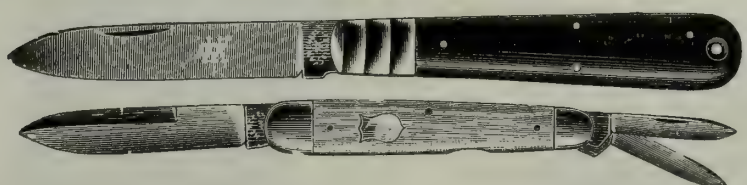
a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

HENCKELS TWINWORKS CUTLERY



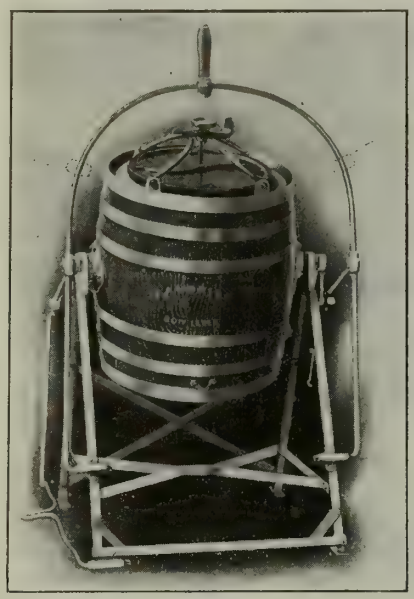
None genuine without this trade-mark

SCISSORS,
RAZORS,
MANICURE SETS,
BUTCHER KNIVES,
POCKET KNIVES,
Etc., Etc.

SOLE AGENTS FOR CANADA:
F.W. Lamplough & Co., Unity Bldg., **Montreal**

A Novel Feature of the

MAXWELL
"Favorite" Churn



—and one which has made it popular wherever used — is the

BOW LEVER

No other churn has this lever. Handle can be adjusted to centre, left or right, whichever is desired, or is easiest for driving. The frame is of light rigid steel with bolted trunnions, and the barrel of best imported oak with aluminum hoops. Swings on roller bearings and is exceptionally easy-running and durable. A splendid seller.

Send for Illustrated Catalogue of the "easy-to-push" Maxwell lines.

DAVID MAXWELL & SONS, St. Mary's, Ont.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**

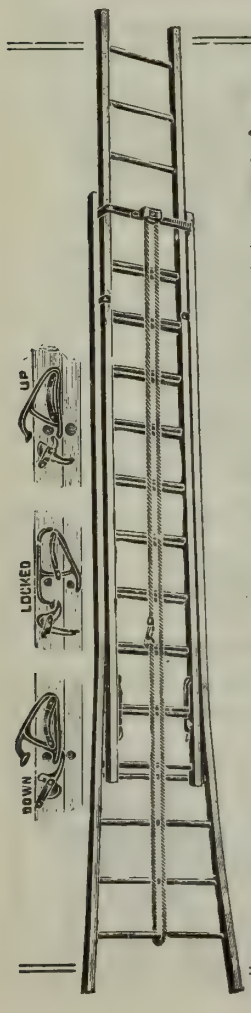


The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

Dept. A. RENFREW, PA.



As an aid to better profits

this Rope Extension Ladder is certainly a pretty sure bet.

Its beauty as a profit-maker lies, not only in the fact that its sound construction and excellent finish make it a **ready** seller, but also, because its wonderful utility and service capacity make it a **steady** seller, too.

Put a little time into pushing the Stratford, into featuring it, into telling people of its good points. The results will amply repay you, will make you glad you did so.

It is made of high-grade yellow pipe, with rounds of rock elm, fixed so as to do away with all springing and strain, and it may be had in all lengths from 20 to 60 ft.

Write to-day for prices.

THE STRATFORD MFG. CO.
Limited
STRATFORD, - ONTARIO

REPRESENTED BY: British Columbia —Martin, Finlayson & Mather, Ltd., Vancouver. Alberta Tees & Persse, of Alberta. Maritime Provinces—The J. H. Hanson Co., Ltd., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

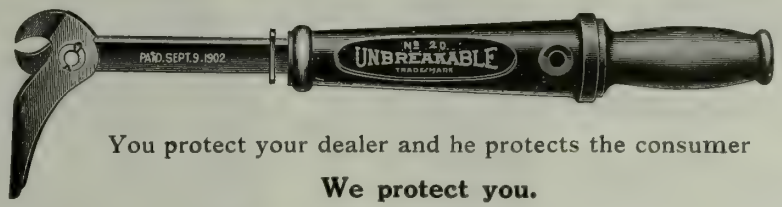
Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



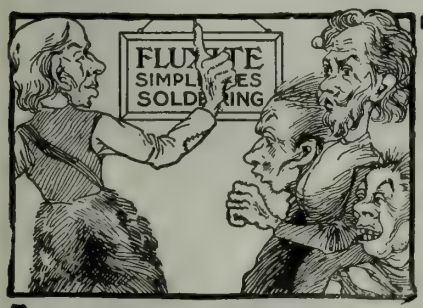
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

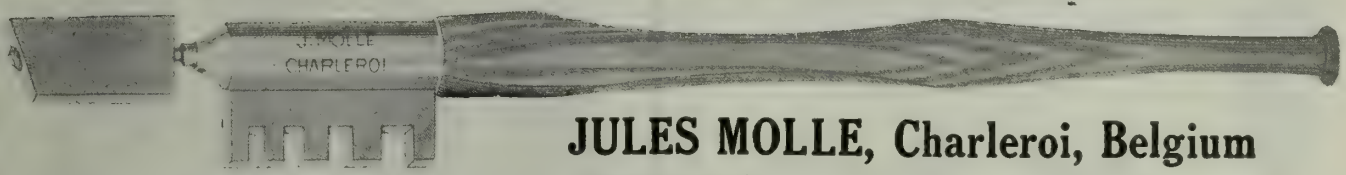
Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

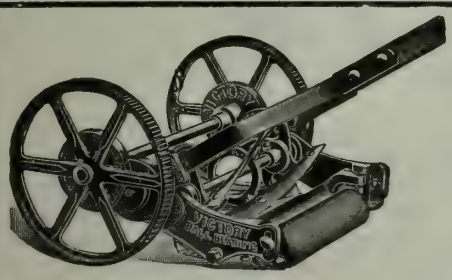
Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.

Saint-Roch-Auvelais, Belgium

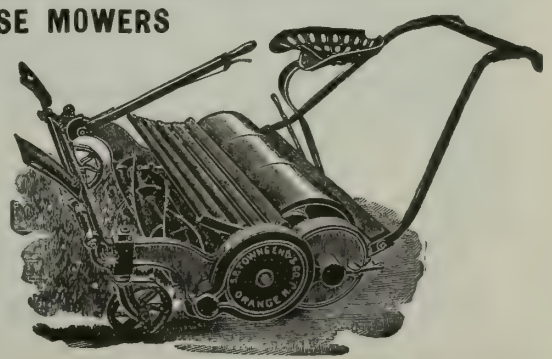


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



STAR
Hack Saw Frame
No. 15

This is the Frame that holds the blades that made Millers Falls famous—one of the best all-around frames in our line; light, yet strong enough to stand anything in reason; blade strained by turning handle, and may be faced in four directions. Depth under back, 5½", and carries a 12" blade.

A good blade is worthy of a good frame. Put Star Hack Saw Blades in Star Frames, and get the combination that means service and satisfaction.

Ask for details and complete catalog.

MILLERS FALLS COMPANY

28 Warren Street,
NEW YORK



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,

Manufacturers of Safety Blades G.m.b.H.

SCHRAMBERG WURTEMBERG GERMANY



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

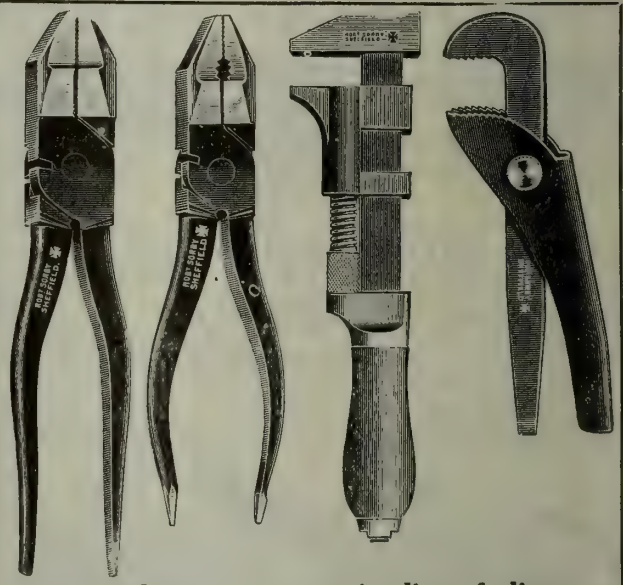
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.



We make a very extensive line of pliers, spanners and wrenches for every kind of mechanic. The jaws are specially hardened and we guarantee every pair. They are finished in our well-known Canadian finish.

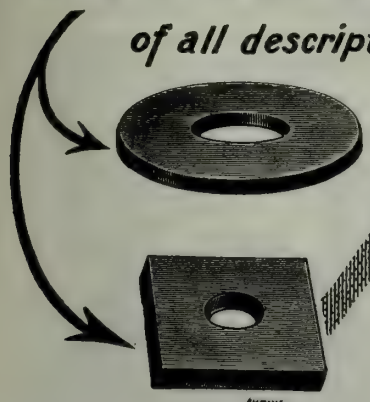
Robt. Sorby & Sons, Ltd.

SHEFFIELD

Geo. H. Saywell Co. Winnipeg and Montreal

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle Pyramid and Globe

GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

THINK IT OVER
FOUR FACTORIES

PHILADELPHIA — **CINCINNATI**
JOHNSONBURG — **LONDON, ENG.**

MAIN OFFICE—81 FULTON ST., NEW YORK

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY
CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

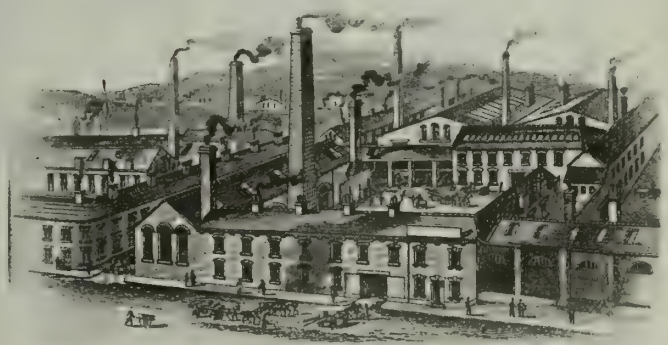
SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

WILLIAM ATKINS & CO., LIMITED
Reliance Steel and File Works
SHEFFIELD, ENGLAND

Makers of the well-known
"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools
Files, Twist Drills, Saws, Hammers, etc.



TRADE MARKS WACO TURTLE BRAND

Any information can be obtained at our Canadian Office

Agent
GEO. A. MARSHALL
70 Lombard Street, **TORONTO**

DIRECTORY OF MANUFACTURERS

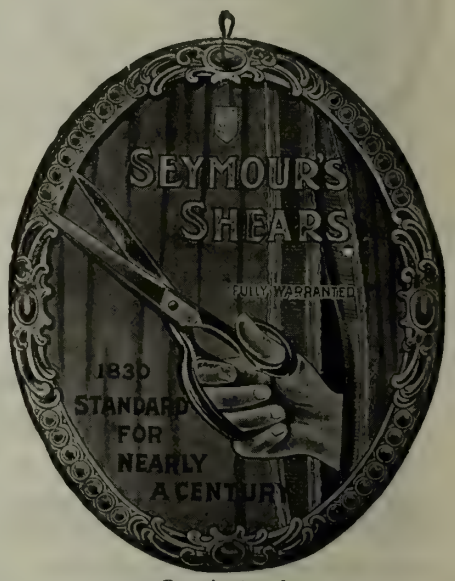
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

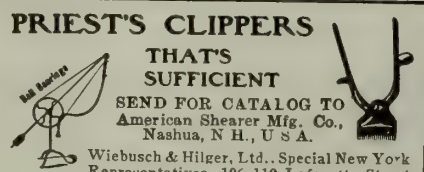
SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

NUMBERS

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.



Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

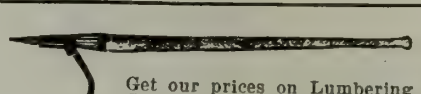
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS





Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid. Perth, Ont.

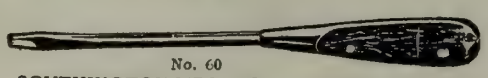


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

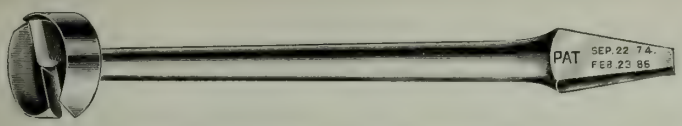


No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

PEASE ECONOMY FURNACES

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and service-ability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

PARTNERSHIP

METAL AND STEEL TRADES—PARTNERship required by young man with Canadian experience and capital, in merchant or agency business, preferably in Montreal. Address in first instance Box 113, Hardware and Metal, 88 Fleet Street, London, England. (8)

WANTED

WANTED, BOOK-KEEPER, PREFERABLY with hardware experience, to take charge of books. Duties to commence not later than March first. Apply, giving references and stating salary required, to The Plummer, Ferguson Hardware Company, Limited, Sault Ste. Marie, Ont. (8)

TINSMITH WITH SOME KNOWLEDGE OF plumbing, accustomed to village and country work. Married man preferred. Box 83, Hardware & Metal, Toronto.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED TO EXCHANGE—320 ACRES IMproved land, clay loam, good supply of water, and buildings, in good district, for hardware stock. Address C. Bock, Elbow, Sask. (7)

WANTED—TINSMITH WITH SOME KNOWledge of plumbing, accustomed to village and country work. State age, experience and wages. Box 80, Hardware & Metal, Toronto. (8)

WANTED—AN EXPERIENCED TINSMITH, capable of installing furnaces, etc., and one who if required, can act as Hardware Salesman. Must be sober. Apply, giving credentials and salary expected. The Acheson Hoskins Co., Oyen, Alta. (9)

EXPERIENCED HARDWARE TRAVELLER with excellent connection in British Columbia is desirous of securing agency for Canadian lines of hardware, stoves and household goods. Address E. B. Biggar, 471 West Marion St., Parkdale, Toronto. (7)

WANTED—A FOREMAN MOULDER TO take charge of stove plate shop working ten moulders; one who thoroughly understands the cupola and can show results. State wages expected. Apply to Box 601, Victoria, B.C. (8)

WANTED — HARDWARE STOCK FROM four to six thousand dollars, in good, live town, or would rent a suitable store where there is a good opening for a hardware. Give full particulars. Box 82, Hardware & Metal, Toronto. (8)

SITUATIONS WANTED

YOUNG MAN HAVING 16 YEARS' EXPERIence, 8 years travelling, desires position as traveller, manager or buyer. Good, sound connection throughout Ontario. Well connected with all the best English firms. Box 77, Hardware & Metal, Toronto. (8)

RESPONSIBLE POSITION REQUIRED BY young man with sixteen years' general hardware experience, covering wholesale, retail and road. Total abstainer, good business experience, and well recommended. Box 78, Hardware & Metal, Toronto. (7)

YOUNG MARRIED MAN WITH 14 YEARS' experience in general hardware, including 4 years as manager, desires position with responsible wholesale or retail Western firm. References A1. Box 79, Hardware & Metal, Toronto. (11)

YOUNG MAN WITH SIX YEARS' EXPERIence in hardware and window dressing desires position in Western retail store. Good references. Apply F. H. McCulloch, Box 10, Brampton, Ont. (7)

A want ad. in this paper will bring replies from all parts of Canada.

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PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

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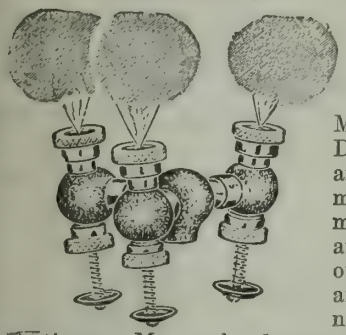
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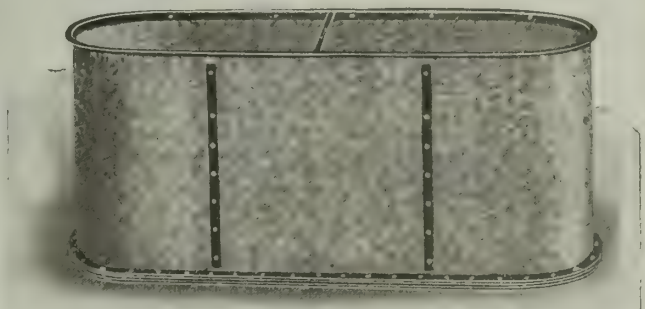
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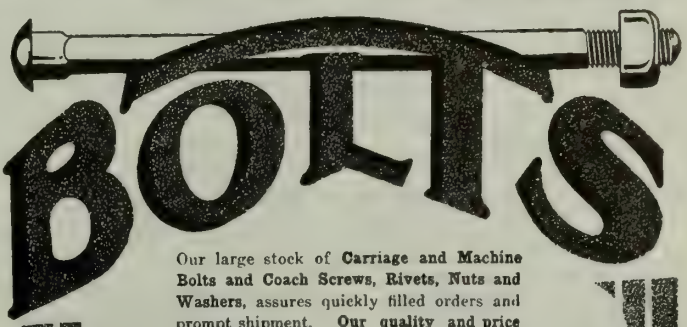
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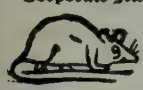
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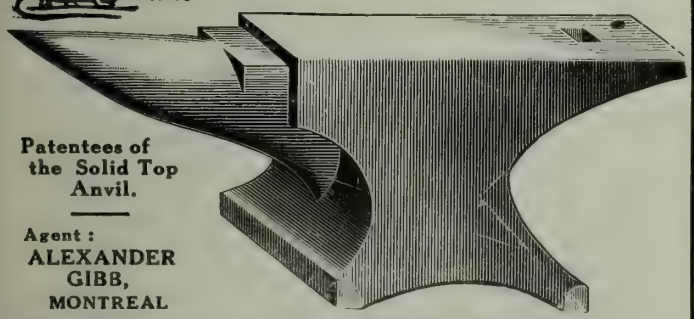
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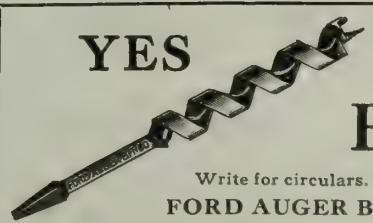


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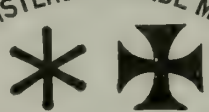
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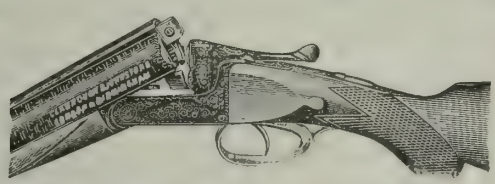


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Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators.
Automatic Damper Co., Hamilton.

Hinges.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Ltd., Gananoque.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Machine Bits.
Snell Mfg. Co., Fiskdale, Mass.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks and Pumps.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.

You Men who sell Paint



probably pride yourselves on the quality—on the good value and satisfaction you give to your customers.

You're proud of the line of paint you handle and you've every right to be too, but—do you feel the same way about your brushes?

Can they uphold the standard of quality set by your paint—are you sure that they will be a boost and not a knock to your business, when they go into action—**are they made by Meakins?**

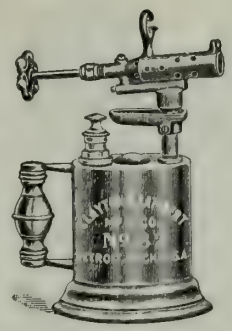
For if they are, you need have no fear as to the sort of satisfaction they will give your customers—you can be sure that every one of them, leaving your store, goes out, a testimonial to the value you give.

And this is just the point that we want to drive home: You're selling high quality paint, you'll more than likely sell the brushes to apply it with. You've a chance here for a fine piece of "team work." If the paint and the brushes are **both** excellent, your prestige as a dealer gets a boost—and the sort of a boost that means future business.

Make sure of it now—the Meakins way, **by writing us for prices.**

Meakins & Sons, Limited

Hamilton, Ontario



A Wintry Day

or a windy one makes no difference in the operation of a "C. & L." Fire Pot or Torch, for they produce steady blue flames of intense heat, and are not affected by hard wind or extreme cold.

Satisfaction guaranteed if operated in accordance with directions. All burners are made of special generator metal, which holds the heat longer, and they will soon save their cost in the saving of fuel alone.

Your nearest jobber will supply at factory price, or we will ship direct if cash accompanies the order. Send for Catalog—it's free.

No. 32 Torch
Price Each, $5.20 Net

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U.S.A.

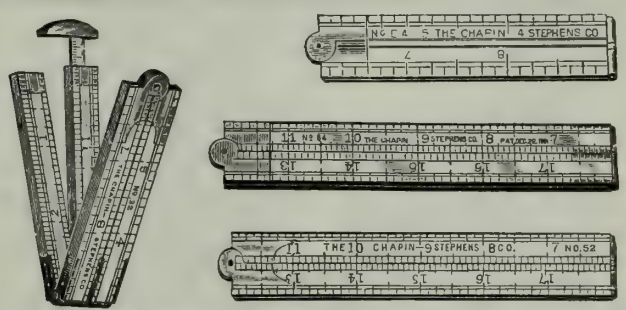


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The wearing qualities will prove to you that Tallman's reputation is in the goods.

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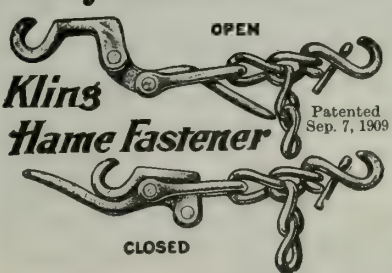


Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular. Look for "Kling" on the lever.

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Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Power Grinders.
The Adamite Wheel & Mfg. Co., Hamilton.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co. Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
The Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Ship Augers.
Snell Mfg. Co., Fiskdale, Mass.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Shuttles.
The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

Snow Shovels.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Store Ladders.
Richards Wilcox Can. Co., London.

Stove Casters.
Chicago Hdw. Fdry. Co., Chicago.

Sleds.
Can. Buffalo Sled Co., Preston.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

Sprayers.
Cavers Bros., Galt, Ont.

The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spools and Bobbins.
The Lachuute Shuttle Co., Ltd., Lachute Mills, P.Q.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Stampings (or Metal Stampings).
Frank Mossberg Co., Attleboro, Mass.

Staples.
Cowan & Britton, Limited, Gananoque.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Hamilton Stove & Heater Co., Hamilton.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Stoves, Gas.
McClary Mfg. Co., London, Ont.

Taps.
Butterfield & Co., Rock Island, Que.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books.
MacLean Publishing Co., Toronto.

Tents and Awnings.
Scythes & Co., Toronto.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.

Tools.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Trucks.
Aylmer Pump & Scale Co., Aylmer.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co., London, Ont.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Wowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.

Washers.
Cowan & Britton, Ltd., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Co., Milwaukee, Wis.

Weeders.
C. S. Norcross & Sons, Bushnell, Ill.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

Windshields.
Kinzinger Bruce & Co., Niagara Falls.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

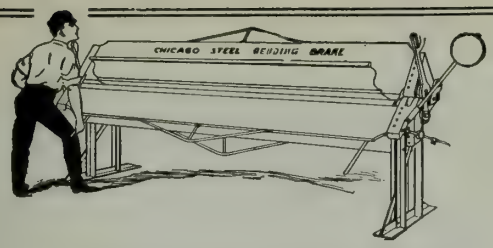
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.



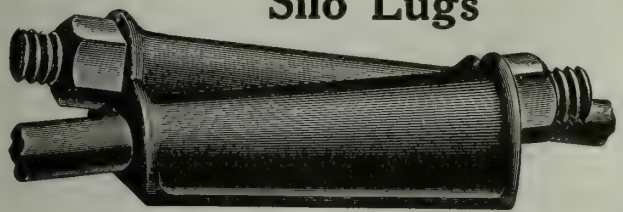
CHICAGO STEEL BENDING BRAKES

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

The Steel Bending Brake Works Ltd., Chatham, Ont.

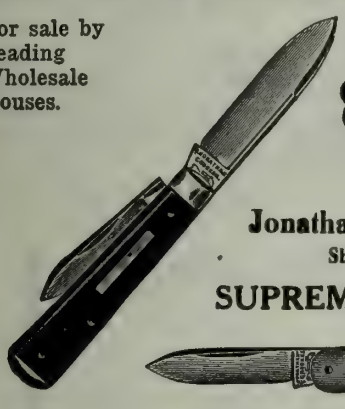
Silo Lugs



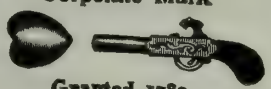
Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅝ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y. Limited
OTTERVILLE, ONTARIO

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



CRAYONS FOR EVERY USE



Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street **NEW YORK**

Henderson & Richardson, Montreal; Percy Gunn, Sussex, N.B.; Milton Newman, Winnipeg, Canadian Representatives.

DEAD TRUE

Levels—which will give good service for a lifetime—must have specially selected timber, and accurately machined components, put together and finished with

EXTREME CARE AND SKILL.

We make no other kind and use no other methods. Our strong points are the French Polish Finish and a perfect adjustment.

These Patent Adjusting Screws



permit of the nicest adjustment of plumb and level. They are found on all the Rabone High-grade lines—

THE LEVELS WITH 130 YEARS OF MANUFACTURING EXPERIENCE BEHIND THEM.

Every wholesale hardware Jobber can supply Rabone Levels in all sizes and for all purposes

Write for Special Canadian Catalogue to

T. Mortimer
— Empire Building, —
64, Wellington St. West,
TORONTO.

J. Rabone & Sons,
— MANUFACTURERS —
Birmingham, England.

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We Are

THE BASEBALL BAT AND HOCKEY STICK SPECIALISTS

We concentrate on the manufacture of these products, resulting in a goods that are, we believe, superior to all other in design, material and finish.

We have experts on our staff who supervise the manufacturing, from the raw material to the finished product.

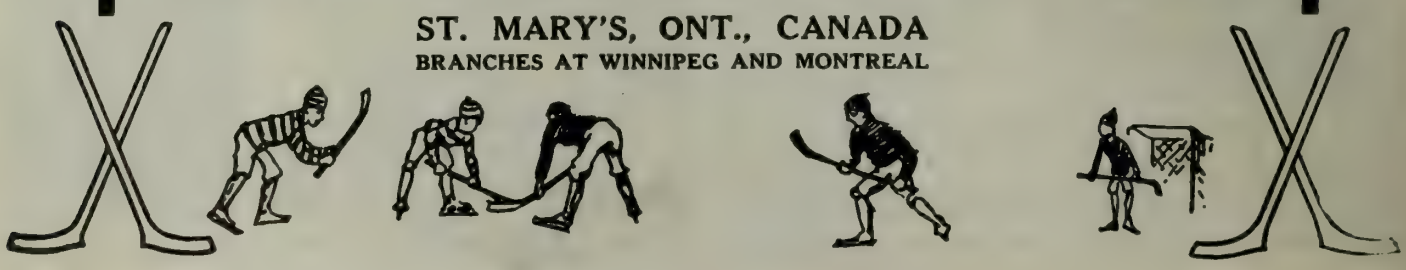
We use only the Best Quality of Second Growth Timber. Special care is taken in **finishing** and **branding**, which make our goods attractive. **They Look Well, Sell Well and Last Well.**

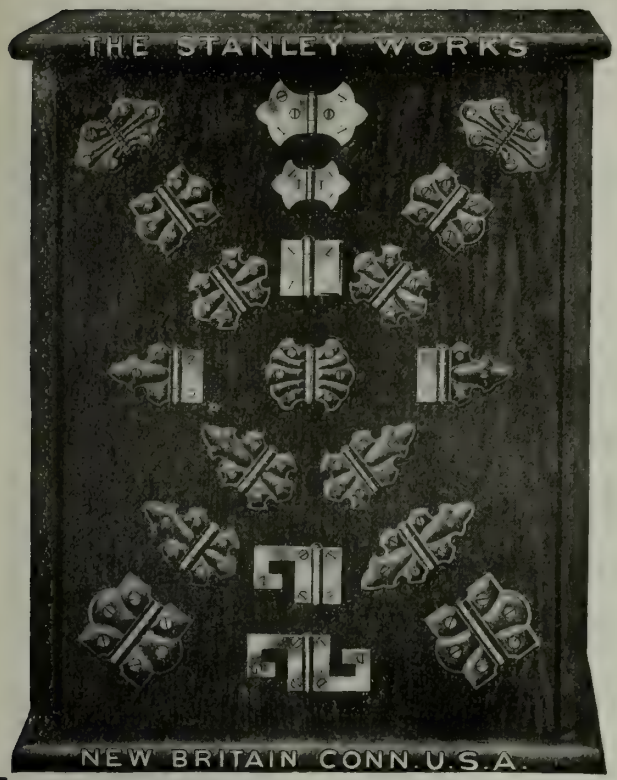
We have recently built a new Handle Factory. Ask about our Pick, Axe and small Handles.

ST. MARY'S WOOD SPECIALTY CO., Limited

ST. MARY'S, ONT., CANADA

BRANCHES AT WINNIPEG AND MONTREAL





STANLEY Cabinet Assortment

of Ornamental Hinges

TRADE S.W. MARK

Many of your customers are looking for just such hinges, and don't know that you have them. Put one of these cabinets out on your counter where they can see the samples on the display board.

The stock is on the inside of the cabinet, each box plainly labeled. The time of clerk and customer is saved in making the sale.

The Hinges Sell Themselves

This is Assortment A. There are three others:

B. Cabinet Hardware C. Door Bolts D. Small Plated Butts

All Interchangeable

You can buy one cabinet and by changing the sample board and stock from time to time, always have a fresh display attracting the attention of your customers.

Get in the game and beat the other fellow to this, the latest wrinkle in retailing.



Stanley Quality Hardware

A. MacFarlane & Co.

Coristine Bldg., Montreal

Canadian Representative of

The Stanley Works

New Britain, Conn.

New York **Chicago**

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec



An Easy Way To Sell Saws

ATKINS STERLING SAWS

Made in Canada. The Saws that pay **two profits**. The first is the largest legitimate profit of any manufacturer's brand. The second is the profit made by satisfying your best customers.

We'd like to tell you all about them and how
"We Help You to Sell."

E. C. ATKINS & COMPANY

HAMILTON, ONT. **Vancouver Branch, 109 Powell St.**



Our Mixed Metal Sales Amount to Over $5,000,000 Annually

The Result of Quality

Babbitt Metal, Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Copper, Tin and Antimony.

Let the goods prove their worthiness of a place in your stock. Send a trial order.

Hoyt Metal Co., Toronto, Ont.

New York, N.Y.; London, Eng.; St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO LUFKIN

"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

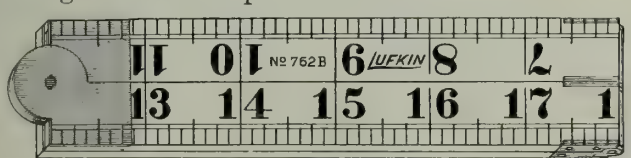
MEASURING TAPES

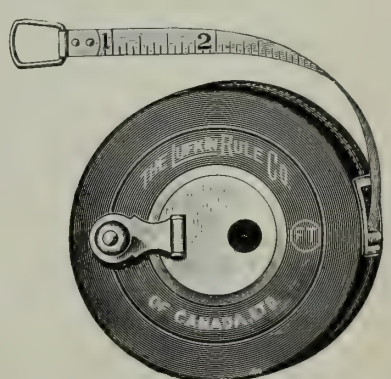
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK. BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



Electric-Welded



Atlas style connection for ends of rim chain, take up slack and are quick to handle.



Zig-Zag Style.

Electric-welded Cross Chain, soft or case-hardened, polished or coppered, and fully guaranteed.

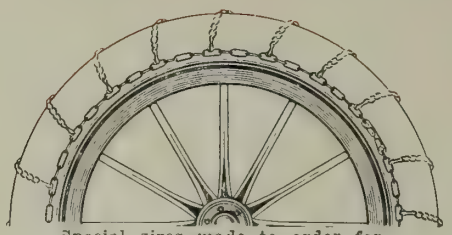
McKINNON ANTI-SKIDDING CHAINS

for Pleasure and Commercial Cars

are sold everywhere by leading jobbers and dealers.

McKinnon Brand

Rust-proof rim chain, case-hardened and coppered cross chain, attached in every fourth rim chain link. Atlas connection.



Special sizes made to order for heavy truck use.

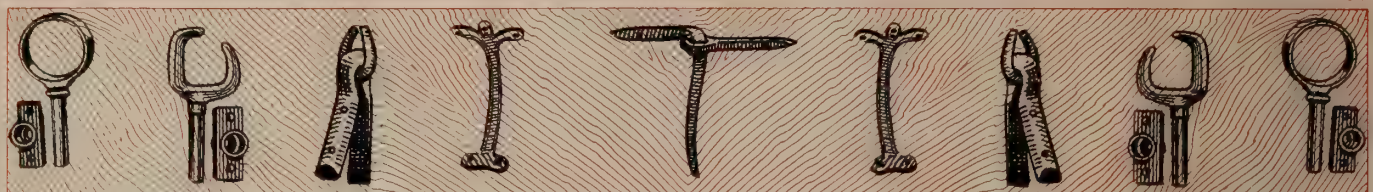
Imperial Brand

Rust-proof rim chain, soft polished cross chain, attached in every fifth link of the rim chain and Atlas connections.

This is a profit-proposition for hardware houses.

Made in Canada by

McKinnon Chain Co., St. Catharines, Ont.



ON EVERY SIDE

Many of the hardware dealers in this good land are literally surrounded by boat-builders. Some are building for the fun of it—some, for their daily bread. All of them will need hardware and so will be glad to use

McKINNON BOAT TRIMMINGS

They are carefully made and you can sell them with confidence, for they will give perfect satisfaction. The boat-builders are about ready to buy our locks, rudder hooks, painter clips, etc. It's time to order. Write us at once.

McKinnon Dash Company, St. Catharines, Ont.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 9

February 28, 1914



HUNDREDS OF HARDWAREMEN

are constantly sending us re-orders for

ROGERS'

Portland Cement

It's the well established reputation of this cement for durability, strength and uniformity of set, that makes **sales easy.**

Take a look around in your vicinity and you'll be surprised at the amount of cement that is being used in the construction of modern dwellings, etc.

Why not be our representative in your town? You need not carry a large stock. If you have not enough to meet a demand, write us and we will make quick delivery.

Write for particulars.

— — —

ALFRED ROGERS LIMITED

28 West King St., TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



Your Ammunition Business During 1914

You are planning for your year's ammunition business—making up your specifications and about ready to take them up with your jobber.

One point, especially, you should bear in mind—and act accordingly.

The tendency among the keenest sportsmen is to concentrate on Remington-UMC.

Many of your customers are long-time users of Remington-UMC ammunition. These men you know, and will provide for.

And beyond that, you want to make special preparation to take care of this season's demand from the men who shot Remington-UMC a few times last season—and convinced themselves that it is the ammunition they ought to have.

You yourself will have observed that whatever a man shoots, his preference in ammunition is more than likely to be Remington-UMC.

These are the shot shells you want—Arrow and Nitro Club, the "steel-lined speed shells," smokeless; New Club, the "old reliable yellow shells," black powder, and "Remington," our new low-priced shell, loaded with Remington bulk and dense smokeless powders.

The dealer who makes his strongest feature of these four shells, puts himself in position to take the lead in the ammunition business.

Remington Arms-Union Metallic Cartridge Co.
WINDSOR **ONTARIO**

Last Call to Win $100

The Starrett Contest for the best show windows of mechanics' fine tools and hack saws closes April 6.

Have you dressed a show window of mechanics' tools and hack saws so that you can send a photograph of it and enter the prize contest? We are giving the following prizes to the hardware dealers having the best show windows:

First	$100.00
Second	75.00
Third	50.00
Fourth	25.00

Fifth to fifteenth, enlargement of the photograph of the display.

This contest has been running since January first and the time is getting short. Every store should be represented. The rules are few and simple. They are as follows:

No. 1. The window must be originated and dressed by a member of the firm, by an employee, or by the regular window-dresser.

No. 2. The window must contain as its basis mechanics' fine tools taken from stock and may have any shop scenes of typical uses of tools or hack saws to add human interest. The size of the display is not the deciding factor.

No. 3. Displays will be judged as to their power to attract attention and arouse interest in the tools displayed.

No. 4. No firm shall receive any help whatever from our representatives in the planning or execution of the display.

No. 5. The display is to remain n the show window not less than one week.

No. 6. Every contestant must procure a photograph of his window at his own expense and mail a print to us. The size of negative must be at least 5 x 7 inches. The print is to remain our property, whether the window is a winner or not. The negatives are to be sent to us if we desire them. The photograph must show the display as it is for the entire week. If a man forms part of the display, the hour he is on duty must be stated.

No. 7. Photographs will be accepted up to April 6th.

Now if you have not yet entered your store, write to us immediately for our free display, etc., containing crepe paper, pennants, signs, cards, etc., and dress your window right away. Then have it photographed and get it to us before April 6th. Don't wait—a delay may lose you $100.

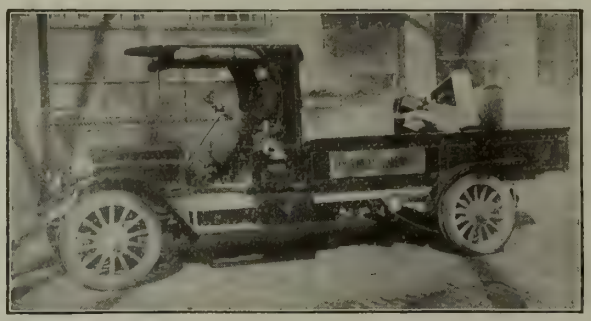
L. S. Starrett Company

42-309

World's Greatest Toolmakers

Athol, Mass.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co.
Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

S.M.P. DAIRY SUPPLIES



ARE POPULAR SELLERS EVERYWHERE

Creamery Cans

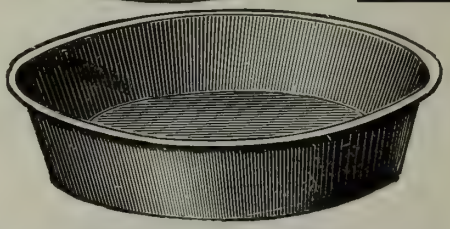
with deep cover and strainer

Supplied with Fast Key unless ordered otherwise.

No.	5	-	-	15
Inches	8½	-	-	8½
Quarts	12	-	-	20
Case Lots, doz.	1	-	-	1

PROMPT SHIPMENT GUARANTEED





Milk Strainer Pails

1x dairy

Quarts	-	-	-	16
Case Lots, doz.	-	-	-	1

Milk Pans

Plain or retinned

Made in all standard sizes from ¼-quart to 12-quart.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO **LIMITED**

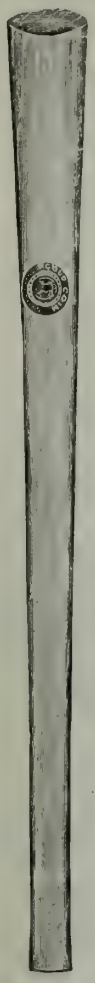
KEMP MANUFACTURING CO.
TORONTO

MONTREAL **WINNIPEG**

CONTRACTORS' SUPPLIES

We Carry Heavy Stocks

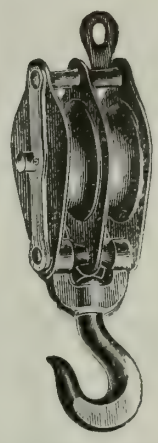
We can supply you promptly and at the lowest market prices.



Pick, Mattock and Grub Hoe Handles.



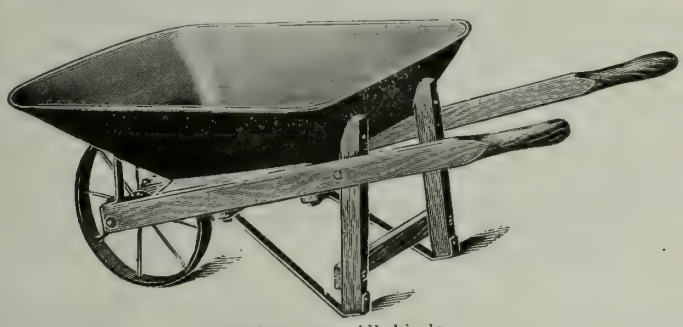
Drag Scrapers—Sizes No. 1 to No. 3.



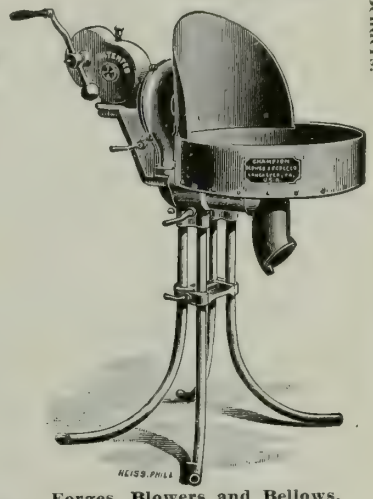
Tackle, Snatch and Loading Blocks.
Wood and Iron.



Crow Bars, Tamping Bars, Jack Screws and Rail Benders.

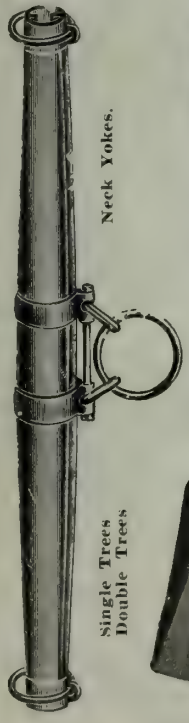


Wheelbarrows—All kinds.



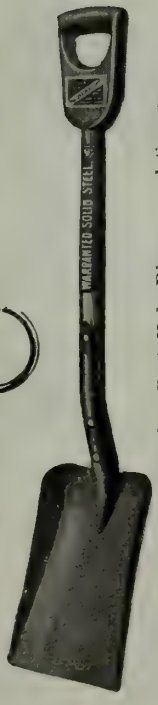
Forges, Blowers and Bellows.

Rope, Chain, Hammers, Sledges

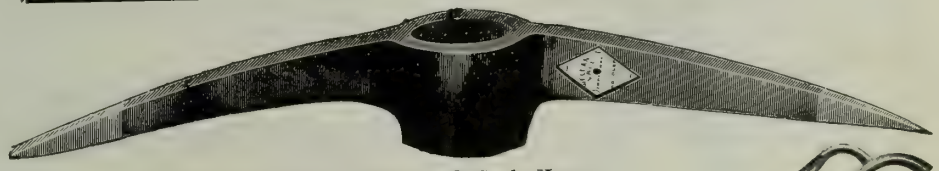


Neck Yokes.

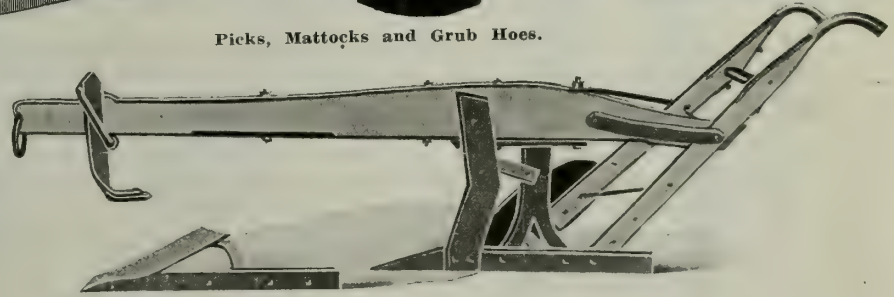
Single Trees
Double Trees



Shovels, Spades, Post Hole Diggers and Spoons.



Picks, Mattocks and Grub Hoes.



Grading Plows—All Sizes.

WE CARRY MANY LINES WE CAN'T PUT DOWN HERE

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

"We Believe in Others When We Believe in Ourselves"

¶ So long as there is someone, somewhere, who has confidence in my plans, in my individual growth—I shall not fail him. The fact that someone believes in us, perhaps a little child, has made most of us what we are. The individual who predicts our failure—who prophesies our undoing—is not our friend, for the reason that always the **prophet** wishes that his prophecies may be fulfilled.

¶ A human life is a precious thing, and like a flower, like a child, or like a plant, requires sympathy and intelligent care, for these two things constitute the **law of culture.** But neither plants, nor children, nor flowers can be forced, coerced or driven.

¶ We require someone who believes that our errors and mistakes do not represent us at our best. But we do not require idlers, self-appointed guardians, to care for our personal interests and to meddle in our private affairs. Peddling our mistakes, faults and failings through business offices, along the streets, and among our friends, will never in any way assist us to meet the big responsibilities of life.

¶ Prophesying, criticizing and meddling do not assist us to grow and unfold. The good in men and women we need in all our ideas and plans in order that we may accomplish bigger things here in this world. But we do not desire to have our lives become the property of meddlers, for these are only "busybodies" who do not fit in with the beautiful things of life, and being out of place in the scheme of things they naturally work hardest where they can do greatest harm.

¶ Self-appointed "trustees" who look after our personal welfare are idlers, traitors and gossipers, all—afflicted with the Meddler's Itch—and like the "walking delegate," their business is to spread discontent and to organize trouble. The information the "gossip" carries can never be used for any purpose but to injure and destroy. The story the idler carries from door to door is not negotiable; it will buy neither books nor railroad tickets, clothes nor food.

¶ Oh, it is so easy to know our friends, they who have faith in us; but they of the "loose tongue" and the "double smile" are our enemies, seeking to undermine our plans, our ideals and our future. It seems to me that most men and women understand and appreciate the good, the true and the beautiful, and I believe that most of us have faith and confidence in ourselves and sympathy and kindness for our neighbors.

¶ Because of these facts in life—these principles which govern as certain as the laws that govern the seasons—**we believe in others when we believe in ourselves.** Each of us requires someone who believes in our plans, someone to say, "This man will build a monument to the Time and the Place in which he lives."

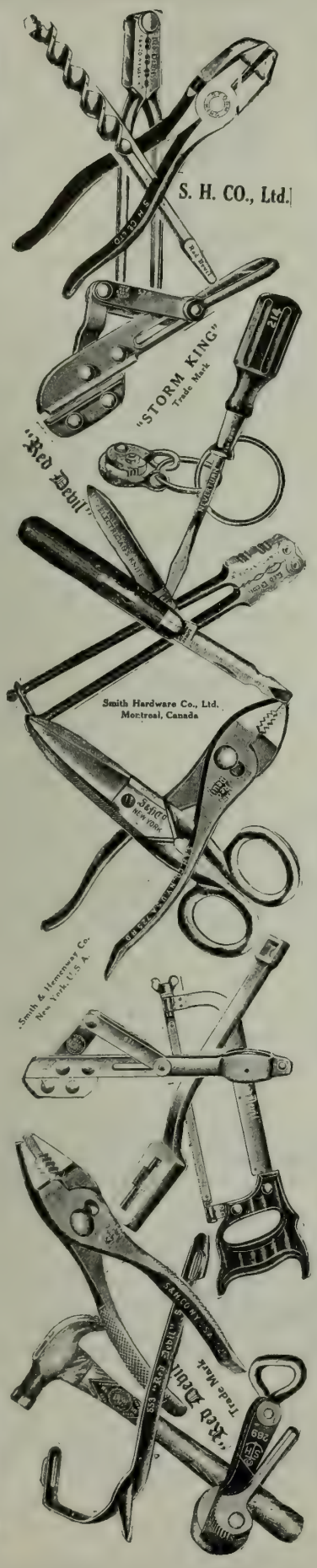
¶ So, if you walk to your office on to-morrow, or to your shop, or to your place in the World of Work, whether it be great or small, whether you are following a plow in the field, or sawing staves in the woods; whether you are behind a counter or behind an enterprise—you are not alone if there is someone who believes in you, who knows that you are not wholly bad.

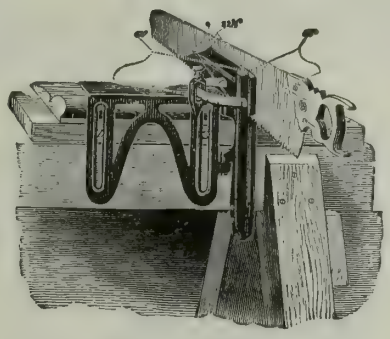
¶ We need the good in men and women in all our plans in order that we may make the most of ourselves and our opportunities.

Efficiency

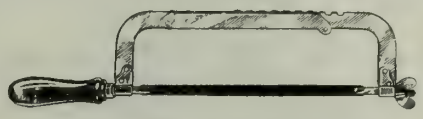
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A Small Selection from the Red Devil Line

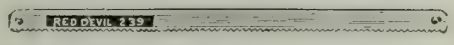




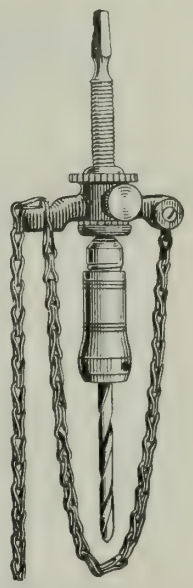
Genuine Red Devil Mitre Box
Seavey Patent



No. 092. Good Value.



Hacksaw Blades of every description.
The finest made.



No. 2012. A good-selling
Chain Drill.



We have
a plier
for every
purpose.

Ask your jobber for goods bearing

TRADE S. & H. CO. Red Devil N.Y. U.S.A. MARK

this seal.

Smith & Hemenway Company

150-152 Chambers Street, New York.

1914 Belongs To The Most Progressive

The Canadian banks are in funds again, the latest reports are excellent. Liquidation has shaken down inflated prices. Retail hardwaremen have kept their stocks down to a safe level and a favorable Spring will mean active but discriminating buying.

The progressive manufacturer will seize this opportunity of **attracting the interest of the retail trade now** in anticipation of the lively buying that a mild winter and early spring will ensure.

The retail trade are studying the advertising pages of Hardware and Metal now for favorable Spring offerings.

What have you got for them?

In preparing your advertisements, consult our advertising service department. You supply the attractive values. We will put them in pleasing shape.

Get your share of this 1914 business that will go to the leaders.

Write us for particulars now

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Publication Office
143 UNIVERSITY AVE., TORONTO

A Final Word!



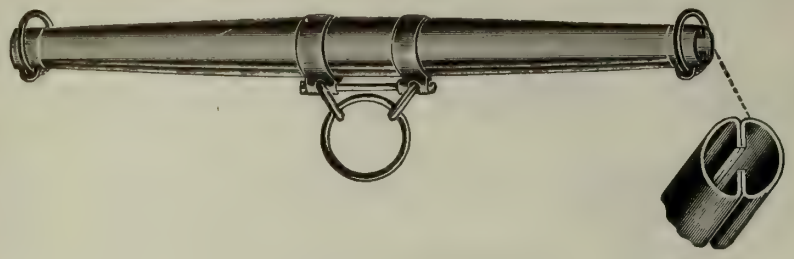
We have emphasized in the past very strongly the following points:

[i] **Highest Quality of Raw Material.**
[ii] **Expert Workmanship.**
[iii] **Rigid Inspection.**
[iv] **Absolute Guarantee.**

These facts are of great importance, but are no use to a customer when he cannot obtain prompt shipment, therefore we have made ourselves secure with **"A Complete Stock, Guaranteeing Immediate Shipment."**

Allan Hills Edge Tool Co.

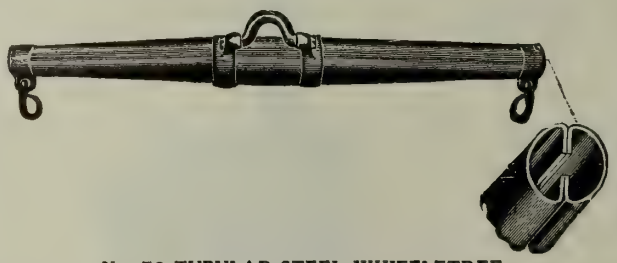
GALT, ONT.



No. 71 TUBULAR STEEL NECKYOKE

Steel Whiffletrees
Steel Doubletrees
Steel Neckyokes

They weigh no more than wooden ones and the price is low. They are well painted and ready for use.



No. 70 TUBULAR STEEL WHIFFLETREE

They will not break. Bands do not come off. Ferrules cannot come off. Steel Hooks are guaranteed—No repair bills.

ORDERS FOR THESE LINES CAN BE FILLED PROMPTLY.



No. 73 TUBULAR STEEL DOUBLETREE

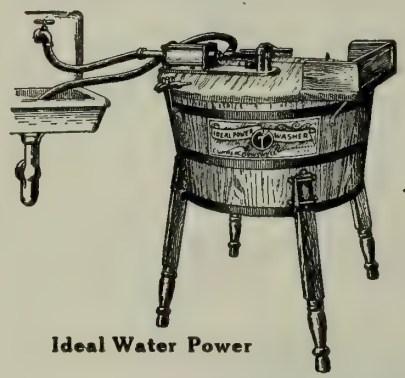
If your Jobber cannot supply you send your orders direct to us.

Canada Steel Goods Co., Ltd. - Hamilton, Ont.

HOW IS YOUR STOCK?

Remember: When a Customer Wants a Washing Machine or Clothes Wringer, They Want it Quick

BE READY



Ideal Water Power



Seafoam Electric



Warwick

If you do not sell our goods, why not get particulars of the line? We will show you what you can do. Ask for Catalogue Number Nine.

Cummer-Dowswell, Limited, - Hamilton, Ontario

Agents: W. L. Haldimand & Son, Montreal H. F. Moulden & Son, Winnipeg

WING SCREW BOOT CALKS

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, ONTARIO



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders Now for Immediate and Future Shipments of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

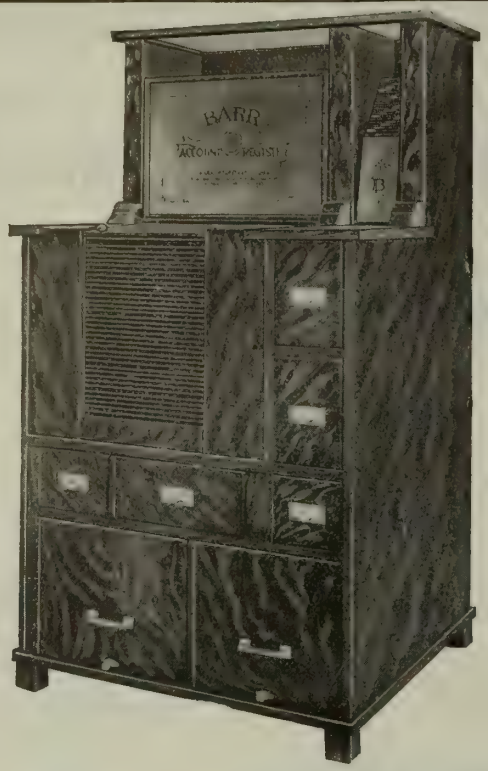
These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Prices.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX



A Compact Credit Account Register

A Barr Account Register is built so compactly as to handle up to 1,500 accounts, requiring only 36 x 34 inches of floor space. Other credit registers require from 14 to 18 feet of space for a corresponding number of accounts.

We emphasize this money-saving feature, but there are many more equally good features in a

Barr Account Register

A request from you for information in detail and a demonstration will enable us to acquaint you fully with the many advantages found exclusively in a Barr Register.

SPECIAL NOTICE

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

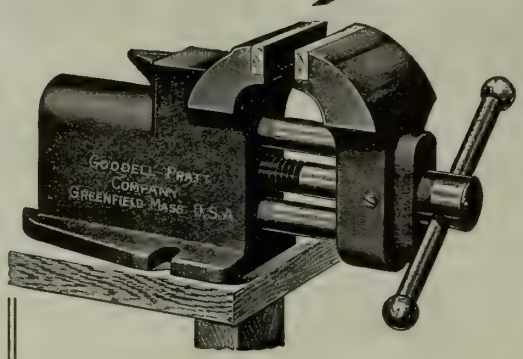
Write to-day. "It Means Money To You."

Barr Registers Limited

Trenton, Ontario

Great Britain—Head Offices: Dacre House, No. 5 Arundel Street, Strand, London, W.C.
Factory: Birmingham, England

Goodell-Pratt's



No. 168

BENCH VISE

costs a little more than the others

BUT

it is the best that you can buy.

STEEL JAWS
STEEL GUIDE RODS
STEEL FEED SCREW

This vise has 2½-inch Jaws. Other vises with 1- and 2-inch Jaws.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

"UNIVERSAL"

Coffee Percolators and Tea Ball Tea Pots



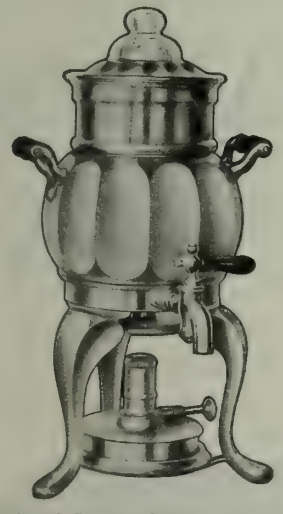
Made of Copper, Heavily Nickel-Plated.

No.	Capacity.	Each.
52	2 cups	$2.25
52	4 cups	2.50
56	6 cups	2.75
58	8 cups	3.25
510	10 cups	3.75



Made of Pure Aluminum, Highly Polished.

No.	Capacity.	Each.
74	4 cups	$3.50
76	6 cups	4.00
79	9 cups	4.50
714	14 cups	5.00



Made of Copper, Heavily Nickel-Plated.

No.	Capacity.	Each.
404	4 cups	$13.75
406	6 cups	15.50
409	9 cups	17.25



X-Ray View.

It is easy to convince your customers that the faster the water in a percolator is pumped over and through the coffee the quicker the beverage is ready to serve, and the greater amount of good qualities will be extracted from the coffee grounds. The liquid does not need to boil to get the best of coffee, in fact it should **never be allowed to boil,** because only the bitter, harmful tannin is extracted by so doing.

You see the vital importance of the statement we are driving home to every lover of delicious coffee that "UNIVERSAL" PERCOLATORS CIRCULATE SIX TO TEN TIMES MORE WATER AND IN LESS TIME MAKE DELICIOUS COFFEE THAN ANY OTHER PERCOLATOR, because this means to them better coffee prepared more economically.

Cash in your share of this increased trade, while we furnish the publicity with dealer selling helps. Many styles of aluminum, coffee, nickel and enamel patterns to choose from, make this easy.

AN ATTRACTIVE DISPLAY STAND FURNISHED FREE WITH YOUR FIRST ORDER FOR ONE DOZEN PERCOLATORS



X-Ray View.

You see from the above illustration that tea can be made at the exact strength desired, when the "Universal" Tea Ball Tea Pot, is used. Some of the best tea grown has been spoiled by guess-work, when making the beverage. We know your customers love good tea and we know we make the best tea pot. This seems like an opportunity that should be developed to our mutual advantage. Again let us remind you of the several attractive "Universal" patterns which will appeal to the purchaser of high-grade goods.



Made of Aluminum, Highly Polished. German Silver Tea Ball.

No.	Capacity.	Each.
200	6 cups	$3.00



Made of Aluminum, Highly Polished. German Silver Tea Ball.

No.	Capacity.	Each.
400	6 cups	$3.50



Made of Copper, Heavily Nickel-Plated. German Silver Tea Ball.

No.	Capacity.	Each.
606	6 cups	$11.25

You are offered a liberal supply of Dealer Selling Helps on all "Universal Home Need," such as show cards, lantern slides, circulars, newspaper ads., etc.

For Prices Write Your Jobber, or Direct to Us.

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

UNIVERSAL

UNIVERSAL

For YOUR Good

It will be to YOUR interest to handle

RONUK FLOOR POLISH



By appointment to His Majesty the King.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - - Toronto
Appleby School - - - Oakville
Grand Trunk Railway Offices - Ottawa
City Hall - - - - - Quebec
New Private Patients' Wing - - - New General Hospital, Toronto
C.P.R. Dining Rooms - - Montreal

And many others, a complete list of which will be sent on request.

38

Ronuk is a polish different from ordinary wax or varnish. Its results are so superior in every way that everyone who purchases a tin from you will become a fast friend to your store.

To make that first sale for you we are conducting an extensive advertising campaign throughout Canada. Ronuk will be known to everyone and the dealer who carries it will reap the benefit.

Ronuk retails at 10c, 20c, 35c, and $1.00 the tin.

For further information, prices, etc., write

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Head Office for Canada:

53 Yonge St., Toronto

H. BOKER & COMPANY'S

"Tree Brand" Pocket Cutlery

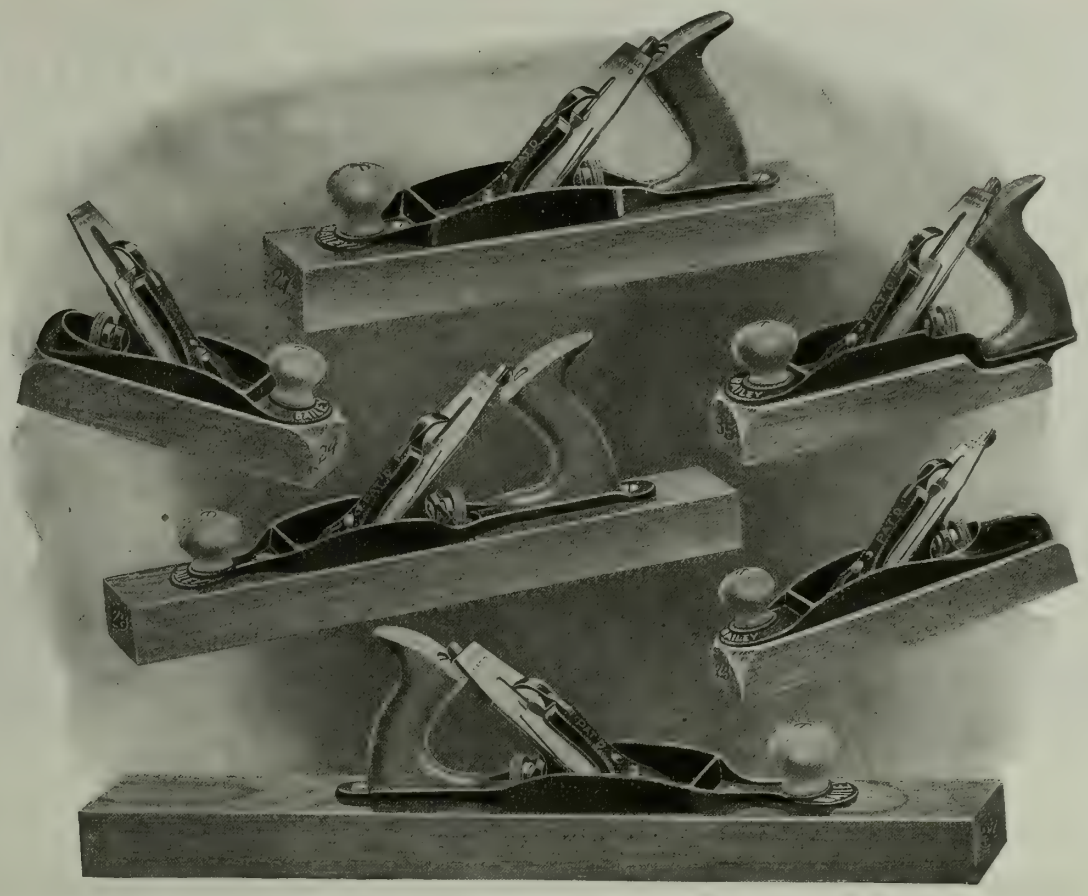
Practically every buyer of cutlery wants the best for his money, appreciating the fact that there's little economy and satisfaction in the purchase of inferior quality goods of this class.



The Finest Steel is Used in Every Piece

Forging and tempering are expert, and the keen edges hold sharp for the maximum length of time. Your stock of Pocket Knives, Scissors, Razors, Shears, etc., will give greatest satisfaction if it is the "Tree" Brand. They take a keen edge and they keep a keen edge. "Tree" Brand Cutlery will withstand every test to which it can be rightly put. **Designed right, made right, finished right.**

For Sale by all Leading Wholesale Hardware Houses



Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment of cutter as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on every cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES, "STANLEY" BIT BRACES, SPOKESHAVES, MITRE BOXES and PLUMBS and LEVELS are now

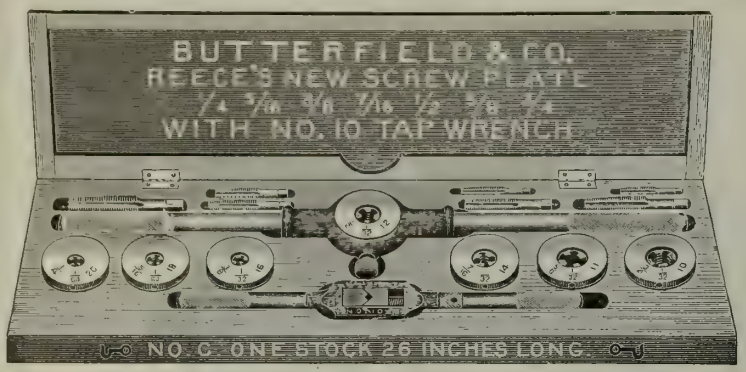
MADE IN CANADA.

Address all communications to

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



WE WOULD RECOMMEND

That You Place Your Orders for

Reece's New Screw Plates, Taps, Dies and Reamers NOW

Notwithstanding our greatly increased facilities, our factory is taxed to keep up with our sales. Avoid possible delays by ordering now.

Butterfield's Tools on your shelves or in your show cases mean **Gold Dollars** in your **Till.**

BUTTERFIELD & CO.

ROCK ISLAND, QUE.



THE VERDICT of hundreds of Hardware Men, Manufacturers, Architects and others who visited our booths at the Hardware Exhibition held in this City from Feb. 16th to 20th, is as follows:

"IT DOES NOT MATTER WHAT LINE OF MANUFACTURE THE McFARLANE-DOUGLAS CO. TAKE UP, THEY TURN IT OUT NICER AND BETTER THAN YOU CAN GET IT ANYWHERE ELSE."

Hundreds of tinsmiths and hardware men all over the Country are already handling "CROWN" Metal Shingles, Siding, Ceilings, Corrugated Iron, etc., and making money, and it will surely pay YOU to handle "CROWN" Metal Shingles, etc., during 1914.

May we send you FREE our new book, "Permanent Roofing and Siding?" It is brimful of helpful ideas about roofing and siding for anyone wanting a permanent fireproof covering for their buildings.

Write NOW for free Samples, Catalogues.

McFARLANE-DOUGLAS CO., Limited

250-260 Slater Street, Ottawa, Canada



THE BIGGEST SINGLE IMPROVEMENT EVER MADE IN LAWN-MOWER CONSTRUCTION IS THE

COLDWELL

DEMOUNTABLE CUTTER

For horse and hand lawn mowers

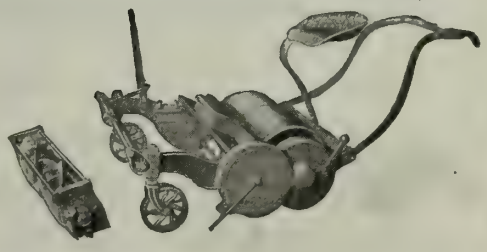
Two or more cutters go with each machine—interchangeable like the blades of a safety razor. Just what hundreds of lawn-mower users have been looking for.

Golf and country clubs everywhere, as well as owners of country homes, are asking for these Coldwell Demountable Cutters.

Coldwell lawn mowers are carried by leading jobbers throughout the Dominion; or write us direct for full particulars and prices.

Our catalogue describes 150 different styles and sizes of motor, horse and hand mowers.

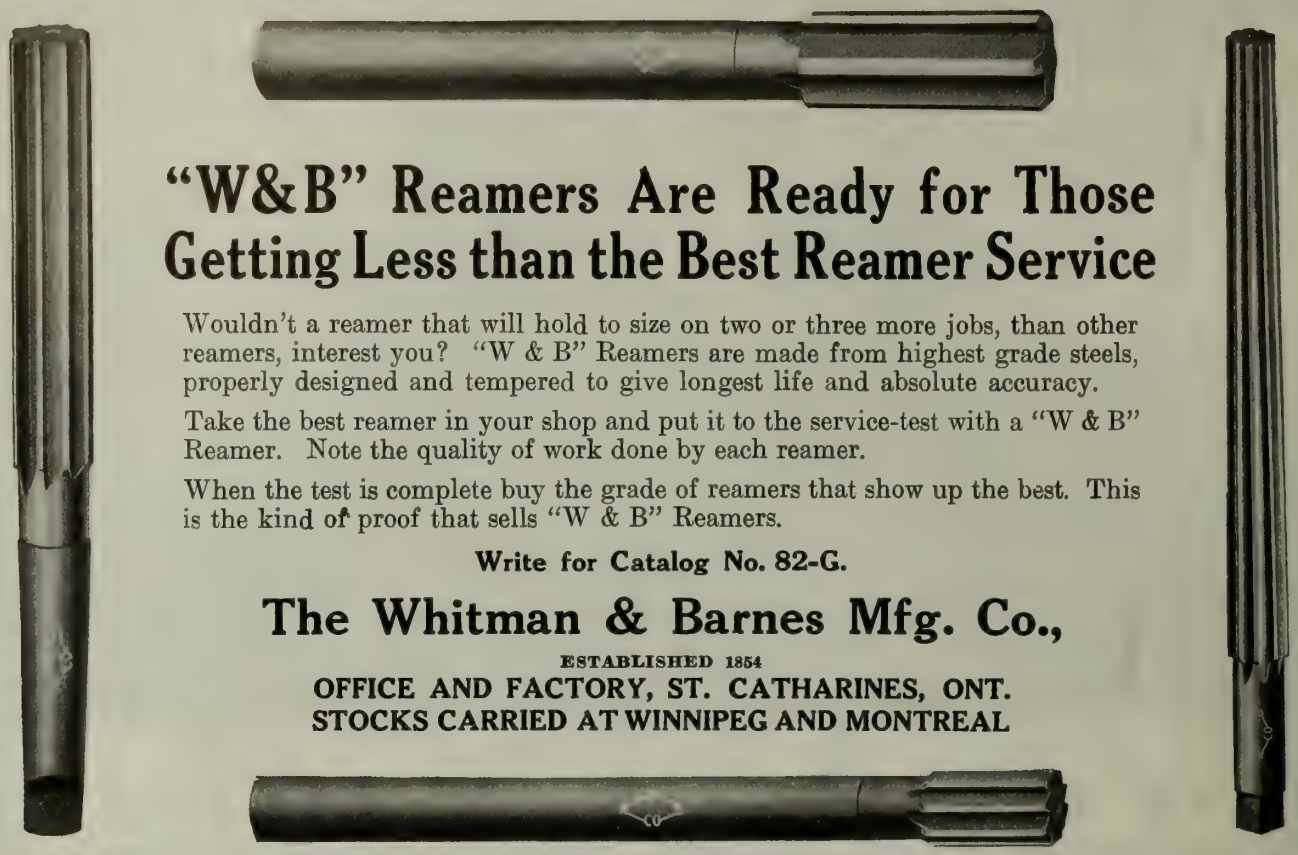
Even if you are not ready to place an order, it will pay you to send for it and see which makes would best suit your trade. Free postpaid on request.



COLDWELL LAWN MOWER COMPANY

PHILADELPHIA NEWBURGH, N. Y. CHICAGO

COLDWELL LAWN MOWERS



"W&B" Reamers Are Ready for Those Getting Less than the Best Reamer Service

Wouldn't a reamer that will hold to size on two or three more jobs, than other reamers, interest you? "W & B" Reamers are made from highest grade steels, properly designed and tempered to give longest life and absolute accuracy.

Take the best reamer in your shop and put it to the service-test with a "W & B" Reamer. Note the quality of work done by each reamer.

When the test is complete buy the grade of reamers that show up the best. This is the kind of proof that sells "W & B" Reamers.

Write for Catalog No. 82-G.

The Whitman & Barnes Mfg. Co.,

ESTABLISHED 1854

OFFICE AND FACTORY, ST. CATHARINES, ONT.
STOCKS CARRIED AT WINNIPEG AND MONTREAL

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

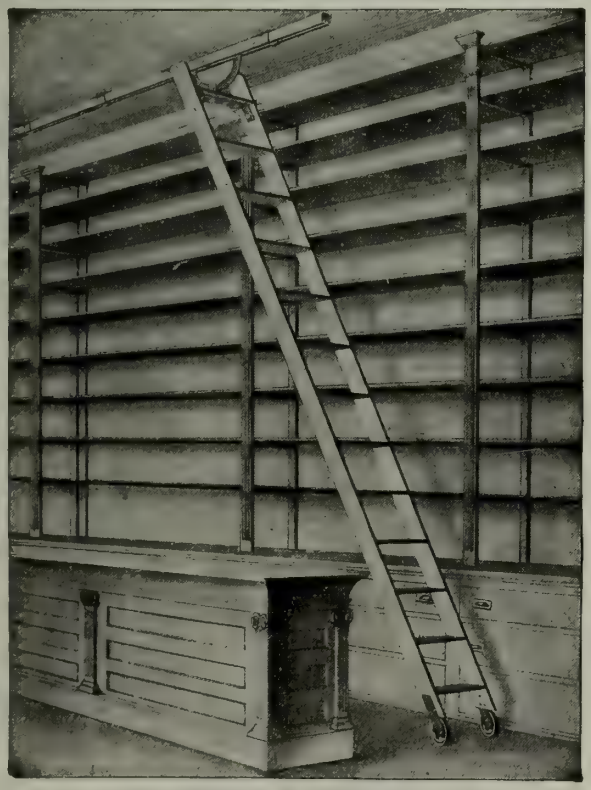


Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



Suggestion: Send for our Store Ladder Catalogue and canvas your town at once. Best line on the market—nice profit for you.

RICHARDS-WILCOX CANADIAN CO., LIMITED
LONDON, ONTARIO

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

SAFETY FIRST



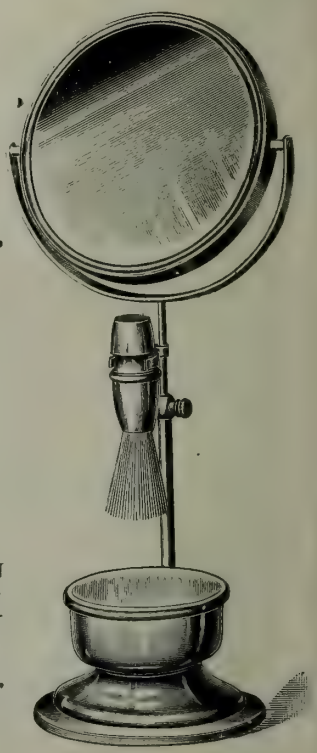
This is the motto we follow in the manufacturing of our ladders. Above is a cut of our household step-ladder. Made of clear yellow pine. Nicely finished. Top and legs securely fastened to sides with heavy pressed steel casting. The best buy for the money on the market to-day. Write us for catalogue of our complete line of ladders and other woodenware.

McFarlane Ladder Works

158-160 River St.
TORONTO - - Ont.
Phone Main 2038

We Manufacture

HIGH-CLASS METAL



SHAVING SETS.
BOWLS, MIRRORS, ETC.
TOILET ARTICLES OF EVERY DESCRIPTION.
ALSO AN EXTENSIVE RANGE OF
TEA POTS,
COFFEE POTS,
SUGAR BASINS, ETC.

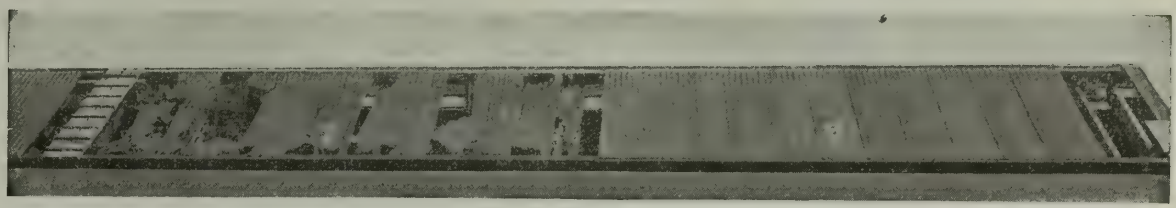
PROGRESSIVE CANADIAN DEALERS CAN PROFITABLY HANDLE OUR PRODUCTS.

Canadian Agents: Messrs. Rau, Voss & Co., 160 Bay Street, Toronto.

HONER & GRIMM

SPAICHINGEN, - GERMANY

A STRIKING ILLUSTRATION



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

The above illustration shows the result of actual exposure to the weather. A series of similar tests all prove conclusively that KEYSTONE Copper Bearing Steel is more durable for Roofing purposes than ordinary steel or so-called "pure iron." KEYSTONE Copper Bearing Steel can be supplied in both Black and Galvanized Sheets at but a slight increase in cost over ordinary steel.

Send for booklet giving other photographic illustrations and details of tests; you will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

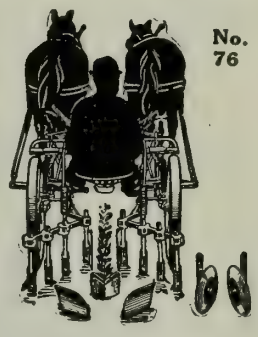
Traders Bank Building
TORONTO

Planet Jr.

FARM AND GARDEN IMPLEMENTS



Harrows



No. 76

Riding Cultivators

are used and sold wherever improved Implements are known. They are in demand all over the United States and in more than seventy foreign countries. From year to year they are improved and always represent the most advanced practical ideas in farm tool-making. The very highest grade of material is used in their construction, and every tool is sold under a positive guarantee to do good work and give satisfaction. They are money-savers for the farmers and money-makers for the dealers.

Our 1914 CATALOGUE is interesting and should be in your hands. It illustrates the machines at work, both at home and abroad.

Send for Catalog and Prices.

S. L. ALLEN & CO.,

Box C 711, Philadelphia, Pa.



No. 30

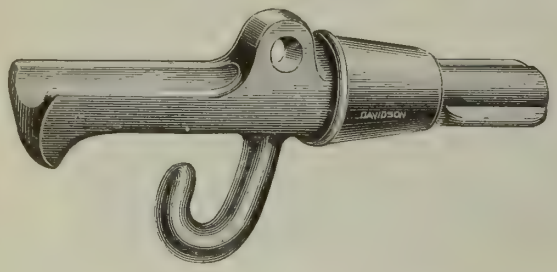
Single Wheel Hoes.



No. 25

Seeders

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the "**EMPIRE**" **SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL **TORONTO** **WINNIPEG**



Wilt Twist Drills are made from the rough stock to the finished drill at a single chucking.

The circular diagram above shows the process—the three roughing cuts—the finishing cut and the relieving cut all taken before the drill is released from the chuck.

This produces a drill of marvelous accuracy and uniformity—with a clearance that is clean-cut and well-defined—and a groove contour that is scientifically perfect.

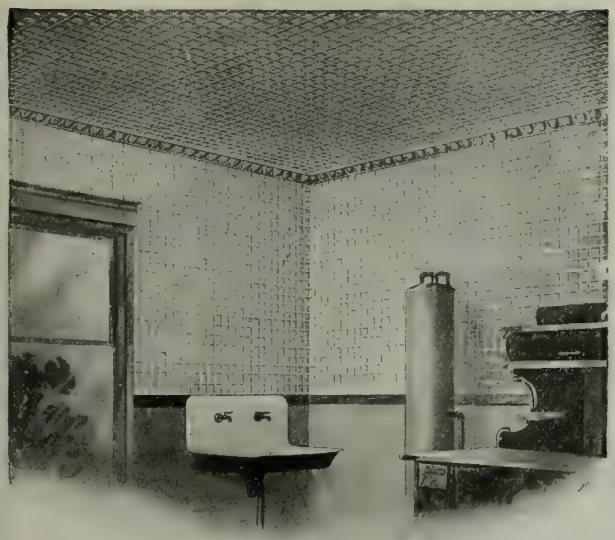
Wilt Twist Drills will do the hardest work with an ease and effectiveness that will surprise you.

They are the kind of tool that every wide-awake dealer ought to handle. The kind that makes both money and reputation for the dealer.

Write for our Dealers' Proposition.

The Wilt Twist Drill Company of Canada, Limited

Walkerville, Ontario



Safety First

Nowadays "Safety First" is not only preached, but practised in all constructional work.

The exterior of a Home or Store may be "safe as the Bank of England," but ofttimes the safety of the whole building is jeopardized by inflammable or flimsy ceilings and walls.

The interior shown here is just an ordinary kitchen. "Metallic" interiors are all "useful patterns" and ranging upwards from the design shown they culminate in the acme of artistic decoration.

"METALLIC" CEILINGS AND WALLS

Are "Safety First" Materials—Safe as regards fire, decay, dirt, disease, insects—safe since they cannot fall and injure persons or furniture—easily and quickly applied over old ceilings and walls or over new boards or studding—economic—durable.

Use Metallic Ceilings instead of Lath, Plaster and Paper.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Mr. Dealer—Write for full information, catalogues and terms. "Metallic" Materials are safe for your business and safe for your customers—there's money for you in "Metallic!"

GREENING

GREENING'S STEEL WIRE CHAIN

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's." I is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc.

Correspondence solicited.

We send cuts with table of breaking strain.

Samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

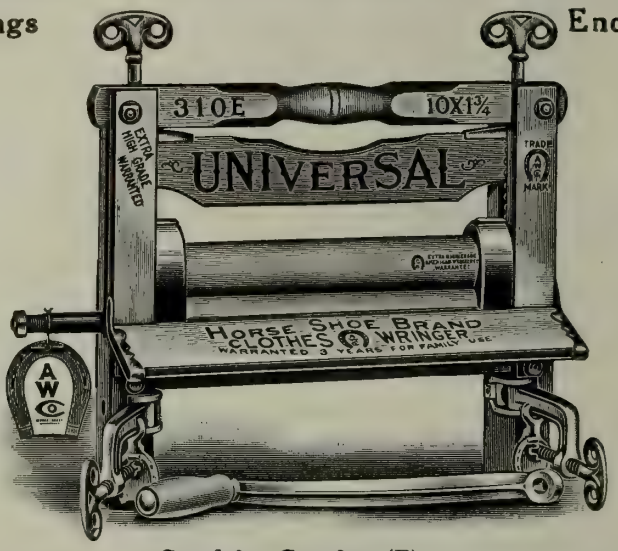
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

Get your share!

Every year the amount of building throughout the Dominion is increasing. True, there may be temporary set-backs, due to financial unrest; but in the main, the march of building progress goes steadily on, and this is very natural, because it is only keeping pace with the increase in the population.

In all forms of building construction there is a use for cement—in the most modern forms of building construction there is a very big use for cement. Reinforced concrete, with the toughness of steel and the lasting qualities of granite, has revolutionized constructive methods, has made cement one of the builders' most-needed commodities.

And you can have your share of this big, new business by becoming a

Rogers Portland Cement

dealer, because you will be able to supply all the small builders, who have contracts close to your store, with the sort of cement their engineers and architects specify.

They would rather give you their business than go to the supply houses and haul cement several miles. They'll be right glad to give you their business because *Rogers Cement is Standard.*

Also, you don't have to carry a big stock to be one of our dealers. Get the builders' orders and we'll ship promptly in any quantity direct to the job, thus saving you an amount of worry and bother.

It's a great proposition for a man who wants great business.

Make sure of your share now.

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. Dinnen & Co., Western Sales Mgrs., Winnipeg, Man.



North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

Now is the time to place your order for shipment later.

Your jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

MORRISON
BRASS VALVES







Valves built for **service** are the valves that make satisfied customers.

No Morrison Valve is ever shipped from our factory without a thorough test—a test which makes the Morrison Guarantee of Quality possible.

Our complete line of Brass Valves and Cocks includes a style of valve to suit every purpose. The design, the materials, the foundry and machine work, the price, every detail that can go to make a valve that will satisfy is RIGHT.

ASK FOR OUR CATALOGUE OF BRASS GOODS.

The James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

50 YEARS IN THE BUSINESS

NICHOLSON DEALERS ARE NICHOLSON FRIENDS

When 10,000 dealers are 10,000 loyal friends, you can readily draw your own conclusion.

Every Nicholson dealer is a loyal Nicholson friend. The profit possibilities may have attracted them first—but it's the spirit of friendly co-operation that makes them "stick."

Files couldn't be made better than Nicholsons make them—so we've devoted much time to bettering our highly satisfactory service to the trade.

Bigger factory stocks—quicker shipments—more rigid inspections — down-to-the-minute goods — and a determination to make NICHOLSON-MADE FILES a most profitable line to carry.

These are the advantages that put the Nicholson brands in Canada's progressive retail stores.

BRANDS:

Kearney & Foot ***Great Western***
American ***Arcade*** ***Globe***

At Your Jobber

OVER 50,000,000 FILES A YEAR

NICHOLSON FILE COMPANY
Port Hope, Ont.

"File Filosophy"—A 50 years' education on files in an hour, and our Catalog, sent FREE on request.

Wrico ANTI-RUST

(Registered Trade-Mark)

ANTI-RUST WASH BOILERS

cost less and are equal to all-copper boilers

FOUR-CROSS REDIPPED STOCK.

Made with flat or pit copper bottoms, or tinned iron bottoms.
Nos. 7, 8, 9 and 10.

Pressed rimmed covers. Top of boilers wired with 5-16 in. rod. Varnished wood handles firmly riveted on.

A Boiler that will give years of satisfactory service.

Remember that we are the only makers of Wrico Anti-Rust Tinware and Galvanized Ware.

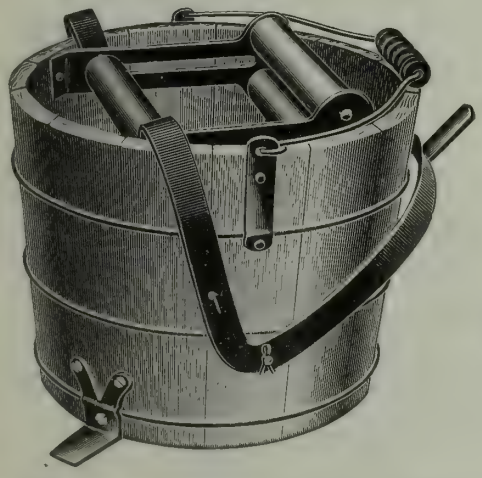
We would like to send you a few Wrico samples with your next order—Boilers, Wash Tubs, Pails, Pie Plates, Dippers, Sauce Pans, Preserve Kettles, etc. A look at the goods will convince you that nothing can beat them.



E. T. WRIGHT CO. LIMITED, HAMILTON, CANADA

Makers of the registered WRICO line.

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

LUNDY
SHOVELS

Made of open-hearth crucible steel

Strap and blade point are exceptionally strong and durable

We have made a careful study of the strong and weak parts of other shovels and, in the "Lundy" we believe **we have a product that is without a near rival for strength and durability.**

We have taken great care in finishing so as to make our shovels attractive. We make them in three grades to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. **We guarantee quick shipments and satisfaction.**





The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

A SELLING PROPOSITION FOR EVERY DEALER

The prudent dealer who wishes to make the most out of his "Ice Cream Freezer Trade" will buy his

"White Mountain"

early. He gets the **right** freezer in **right** time.



"Ice Cream made with a **White Mountain** is easier to make than a pudding or a pie."

This is the 1914 selling plan in a nut-shell. It is a message that is going to be the motive power of your freezer business. Impress it on the mind of your salesmen—get its significant meaning: it removes the final protest of the economical, hard-working housewife.

Make your customers realize that home-made Ice Cream may be eaten with safety by children of all ages, by invalids or persons with weak digestion.

We have all the information regarding prices. Write our nearest branch.

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN, N.B. EDMONTON SASKATOON

Many Strong Features—The Vital One—THEY SELL!



No matter the conditions of your Trade, we reach them with our

"SAMSON" RAILROAD OR DELIVERY CANS

The heavy Samson Bottom, in one piece — no seams, screws, rivets—everything smooth, sanitary and strong.

The new method of connecting breast to body—no danger of breaking at this point.

The extra heavy wired edge.

Body made of best quality 18-gauge tinned iron — strength and durability.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY WINNIPEG
VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

Big, Successful Hardware Merchants Find Our Product a Profitable Line to Handle.



Will you give us the opportunity of showing you why **Hamilton Vitrified Salt Glazed Sewer Pipe** has met with such general approval from the Retail Hardware Merchant?

There is no similar line that will show you **greater profits.**

Our Latest Catalogue will be sent you immediately upon request.

We will be pleased to quote you on any enquiry, large or small.

The Hamilton & Toronto Sewer Pipe Co., Ltd.

HAMILTON and TORONTO

The proof of your success is in the goods you sell

Let our giant organization co-operate with you in pulling in your Spring Trade and your profits will quickly follow. And yet it's the after-effects that really count—the holding of it all. That can be and is done by selling McClary's Quality Goods, for it's a smile of satisfaction with every article you sell.

To-day is your opportunity. Augment your display with a

Champion Interchangeable Range

It is positively the only interchangeable Range manufactured — the only range that can be an entire coal range and an entire gas range, when required.

It is therefore two ranges in one, in labor, price, economy and convenience.

Its construction is of highest grade steel and our famous duplex nickel, with duplex grates, semi-steel indestructible fire-box linings and perfect flue construction.

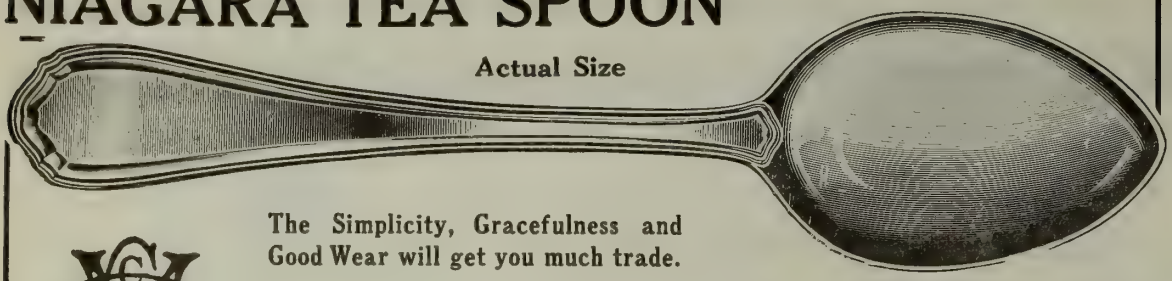
In short it combines economy with quality of material, workmanship, finish and appearance and its well-known reputation is its best selling feature.

Communicate with our nearest Branch re Spring prospects.

"McClary's on goods is a quality name."

NIAGARA TEA SPOON

Actual Size



This pattern is made heavy and strong without sacrificing the graceful outline and artistic simplicity characteristic of the best modern craftsmanship.

The Simplicity, Gracefulness and Good Wear will get you much trade.

It will become a constant and permanent advertisement for you in our King's Plate Quality.

The McGlashan, Clarke Co., Limited, Niagara Falls, Ont.

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

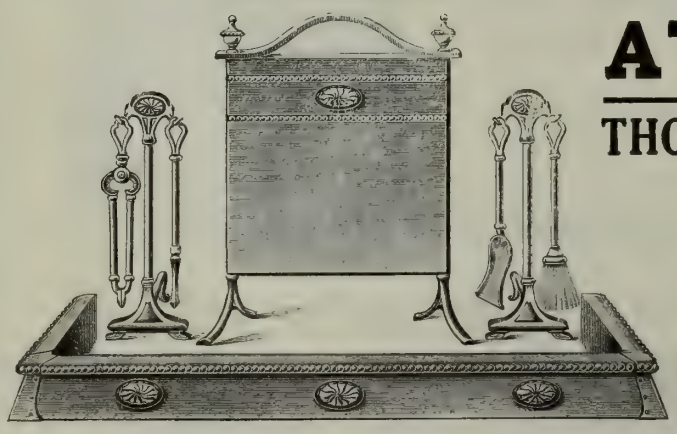
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS

DUDLEY, ENGLAND

SYNTHESIS S D

TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:

GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO

Just back from the Ottawa convention - and we're all busy "catching up" - Haven't time to write an ad this issue - Too busy getting out the good word about our new lines to the fellows who didn't get to Ottawa

We showed them a new low priced steel range - a medium priced Gas & Coal combination a brand new oak, that is sure distinctive -

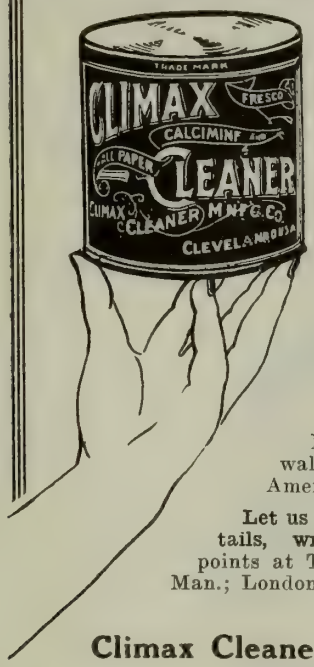
a new camp range, and some other things. One of our travellers will call pretty soon - he won't need to be asked. To show you the new lines - and you'll be glad you waited -

The Gurney Foundry Co Limited

C H Gurney

A Wonderfully Big Seller

Used by MILLIONS of Home Owners



"Climax" Cleans the finest to the cheapest wall-paper. Shades, kalsomine, frescos, etc., can be easily, quickly and efficiently cleaned.

It means clean homes and at the same time saves repapering.

Packed in tins only. One can sufficient to clean an ordinary-sized room. Ready for use.

"Climax" Cleaner is a live article to sell. Once tried it's always used.

Made by the only exclusive wallpaper-cleaner makers in America.

Let us send you circulars and full details, write. We have distributing points at Toronto, Ont., and Winnipeg, Man.; London; Montreal.

THE
Climax Cleaner Manufacturing Co.
CLEVELAND, OHIO
D. H. Howden & Co., London, Canada

The Eagle Mop Wringer and Bucket



Will help boost your reputation as an up-to-the minute Hardware dealer. It's a good wringer and a good bucket combined into one article in a form most convenient for the user. It also pays a very nice profit. You should make it part of your stock.

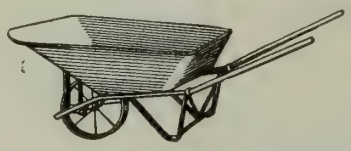
We have a complete line of woodenware, willowware, brooms, brushes, wrapping paper, paper bags, cordage and twines.

Write for catalog.

Walter Woods & Co.
Hamilton and Winnipeg

Your Protection!

Meaford Implements are of a quality and efficiency that safeguards the interests of every dealer—that prevents lost customers caused through dissatisfaction. And the profit allowance is good.



Sterling Self-Lubricating Wheelbarrows

Sterling line of wheelbarrows, the easiest pushing wheelbarrow made.



Meaford Solid Pressed Steel Drag Scraper

Pressed from a solid plate of High-Carbon Steel, made in 4 sizes, Nos. 0, 1, 2 and 3. Handles on top or sides with or without runners. No. 0 supplied with chain bail if required.

Write for Catalog No. 10.

The Meaford Wheelbarrow Co.
Limited
Meaford - Ontario

STILL'S Ash Pike Poles

The Lumberman's favorite. Made of the best Canadian White Ash. The most reliable Pike Pole made. Stock Still's.

Write for prices.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

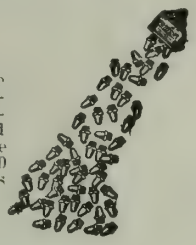


Red Tip CALKS

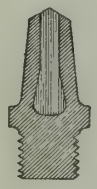
Let us tell you some of the reasons why RED TIP CALKS are rapid sellers and bring profit to the dealer.



MATERIAL—RED TIP CALKS are primarily a safety device and therefore there is no choice between them and cheap, unworthy substitutes. *Safety demands the best.* They are made by skilled labor, of the highest grade material, carefully analyzed and tested by schleroscope and are rigidly inspected before leaving the factory.



TEMPER—RED TIP CALKS are tempered exactly. There is no guesswork about it. The heat being regulated by electric pyrometers is even, and the last calks in the lot have the same temper as the first. Every box of 50 contains 50 *good* calks. Horse owners know this.



EFFICIENCY — RED TIP CALKS are made as here shown with a pin of high-carbon steel inserted in an outer shell of softer metal. Time has shown that this is the only way to make a calk.

LABOR AND TIME SAVERS—RED TIP CALKS when worn down can be removed and a new set inserted in 20 minutes by the aid of a simple wrench, thus eliminating long waits at the Blacksmith Shop.

COST—RED TIP CALKS cost far less than the old-fashioned way of sharpening, besides putting the user in readiness to travel at all times.



CAN CHANGE IN TWENTY MINUTES.

PROFIT—RED TIP CALKS pay a large profit to the dealer. They are quick, easy sellers, being widely advertised and as widely esteemed.

GUARANTEE—RED TIP CALKS are guaranteed to be as represented. They are guaranteed to wear sharper and last longer than others. They are guaranteed to be perfect in thread and temper. We market no seconds under any brand.

Genuine Neverslip Calks have Red Tips. Beware of Imitations.

Neverslip Manufacturing Co.

FACTORIES:

New Brunswick, N.J., U.S.A. Montreal, Can.

Canadian Office: 559 Pius IX. Ave., Montreal.

Better Roofing Satisfied Customers Bigger Profit

You can well afford to use your salesmanship ability to induce your customers to buy

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

It is enduring roofing, and is economical for your customers because it is lastingly waterproofed with Trinidad Lake Asphalt. The seams also are thoroughly waterproofed by means of the Kant-leak Kleet.

That pleases them.

You get a better hold on your customers. You make a bigger profit also than on ordinary roofing.

The Genasco proposition is pleasant all around.

Write us for full information.

Order Genasco from your jobber.

The Barber Asphalt Paving Company

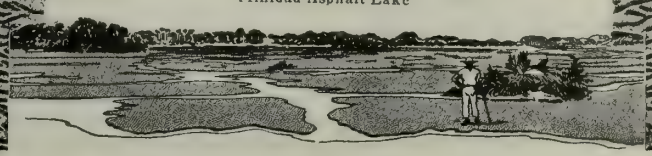
Largest producers in the world of asphalt and ready-roofing.

PHILADELPHIA

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, FEBRUARY 28, 1914. No. 9

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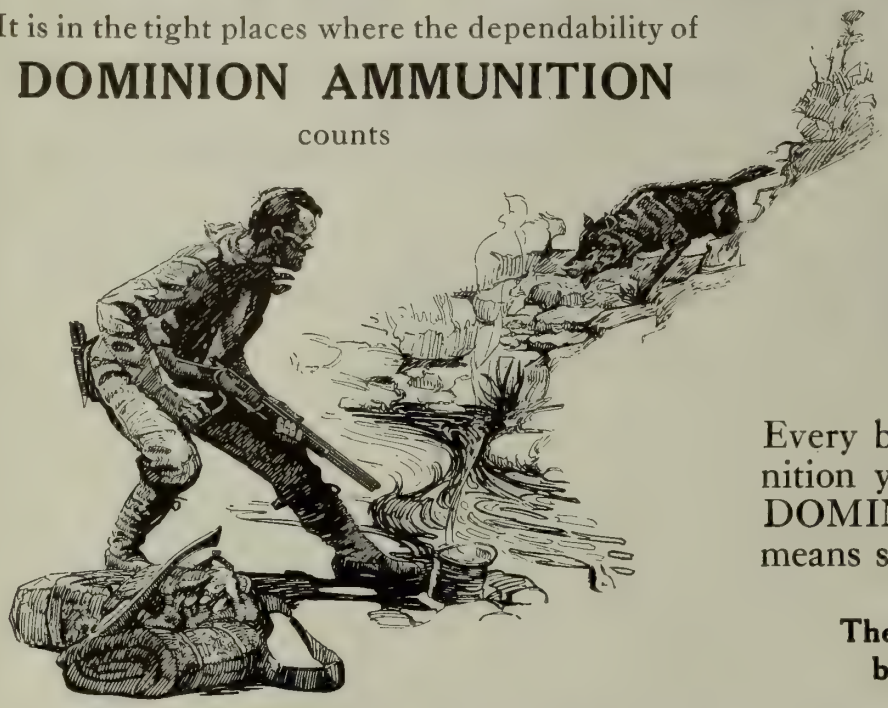
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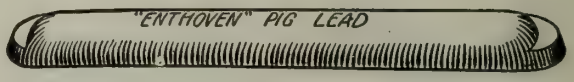
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HARDWARE AND METAL

Vol. XXVI. FEBRUARY 28, 1914 No. 9

The Ottawa Exhibition and Convention

Practically a Full Report of Proceedings Appeared in Last Week's Issue of Hardware and Metal—In This Article Happenings of Last Day and Question Box Sessions Are Featured.

THE ninth annual convention of the Ontario Retail Hardware and Stove Dealers' Association was concluded on Thursday evening, Feb. 19. after the question box session at the Chateau Laurier. The two meetings scheduled for Friday did not take place. Owing to the cancellation of the special trains which were to leave Ottawa Saturday morning, the majority of those attending the convention left for their respective homes on Friday evening. The exhibition was held intact until Friday evening. The election of officers of the Ontario Retail Hardware and Stove Dealers' Association was held on Thursday afternoon. The election of officers of the Canadian Hardware Manufacturers' Exhibitors' Association took place on Thursday evening. A list of the new officers appeared in last week's issue of Hardware and Metal.

The question of where the next exhibition and convention will be held was left in abeyance until the executive of the two associations have an opportunity of holding a conference on the subject.

Mayor Graham on behalf of the City of London, has extended an invitation to the retailers and manufacturers to hold their next convention and exhibition in London.

It has not yet been decided what the future arrangements will be.

The attendance at the retail convention sessions did not come up to expectations, with the result that the convention was concluded earlier than had been expected.

The distance from the centre of the city to the convention hall was a deterrent feature, resulting in the non-attendance of many of the members.

Thursday Meeting.

The retailers' meeting scheduled for 9 a.m. Thursday, did not materialize.

The afternoon meeting scheduled for two o'clock, started on time. The report of the resolutions committee composed of W. W. Bennett, J. B. Ferguson, A. J. Wright, F. W. Barton, was taken up clause by clause, and passed.

Resolutions.

Following is the report of the Resolutions Committee:—

1.—Resolved that the Advisory Committee of this Association be appointed to confer with the Retail Merchants' Association in regard to the proposed

A Message From President Macpherson

Editor,
Hardware and Metal,
Dear Sir:

Prescott, February 24th.

I wish to express through your columns my appreciation of the honor done me in electing me President of the Ontario Retail Hardware and Stove Dealers' Association at the recent Convention in Ottawa. Seldom is there an opportunity given to any special line of trade equal to that of the combined meetings of our Association and the unexcelled exhibition by the Canadian Manufacturers Exhibitors Limited, by which at a minimum cost, a splendid educational course in hardware may be obtained which covers the various branches of purchasing, salesmanship, advertising and a practical demonstration of a great many lines of goods handled in the retail hardware store. That those who attended the Convention and Exhibition were enthusiastic over the joint program, was very apparent. I can assure you that the many features of interest and profit, which received discussion during the Convention, will have the earnest consideration of the Executive and the will of the Convention, as expressed by resolution, carried out by them. I would especially request that the membership in our Association would take it as a duty to lay before the Executive any trade problems which may arise from time to time, so that we may all profit by their experience and advice, and would like very much to correspond with every member of the Association, if possible, during the coming year, with a view to increasing the value of our Association to the individual membership. To Hardware and Metal, I must express my sincere thanks for their manifest interest in our Association and the very complete reports obtained at considerable cost and effort, which, I am sure, will meet with the appreciation and commendation of our entire membership. I would sincerely wish the greatest prosperity to our membership and the hardware trade in general during 1914, and I am sure that those who attended our Convention will go back to their work with renewed vigor and many good plans for the future.

Faithfully,
W. F. MACPHERSON.

"Bulk Sales Act," and report back to this association.

2.—Resolved that we are strongly of the opinion that all fees for the inspection of weights and measures should be abolished and that this association continue their fight against these unjust charges.

3.—Resolved that this association favors the maintenance of prices on all articles bearing a trade mark, and requests the Parliament of Canada to amend the Trade Mark Law so as to make it an offence for any one to sell at a reduction any article bearing a trade mark upon which the manufacturer has set the price for which it should be sold to the consumer.

4.—Resolved that this association is very strongly opposed to the Parliament of Canada granting any special legislative privileges to co-operative societies.

5.—Resolved that our Executive Committee be instructed to take steps to secure the better enforcement of the existing game laws, in order to prevent the indiscriminate slaughter and sale of fish and game, and that a copy of this resolution be sent to the proper authorities.

6.—Resolved that the association instruct the Advisory Committee to continue their efforts to secure the services of a Freight Audit Bureau, at earliest possible moment.

7.—Resolved that the communication from Mr. Pow, of Tillsonburg, be referred to the Executive Committee.

8.—Resolved that the hearty thanks of the association be tendered to Vice-president Macpherson, secretary of the Advisory Committee, for the very able manner in which he has discharged his duties during the past year, and for which he has refused remuneration.



A. J. Wright, Hamilton, Ont., newly-elected member Executive O.R.H. & S.D.A.

9.—Resolved that the thanks of the association be conveyed to the Ottawa Reception Committee, particularly to its lady members, for the pleasant social relations enjoyed by the members and their ladies during the convention.

10.—Resolved that this association tender to the Canadian Hardware Exhibitors' Association, a hearty vote of thanks for their untiring efforts in providing entertainment during this convention.

11.—Resolved that an expression of appreciation be tendered the Grand Trunk Railway for the splendid service they gave on their special trains to Ottawa from Toronto and Montreal. In promptness, comfort and dining car service every passenger was delighted.

Papers Read by Members.

First Vice-president Macpherson read a paper on Trade Agreements. C. W. Conn, 2nd vice-president read a paper on Tinshop Costs. Both papers appear elsewhere in this issue.

Illustrated Talk on Salesmanship.

An illustrated lecture on "Stove Salesmanship," was given by E. H. Gurney, at the Thursday night meeting in the Chateau Laurier. Mr. Gurney's lecture appears elsewhere in this issue.

A talk was also given by Jas. McGregor, of Oakville, on the cartage problem.



1.—*Section of group photo taken in front of Chateau Laurier, Ottawa.*

QUESTION BOX DISCUSSION.

The Question Box Discussion also took place on Thursday night at the Chateau Laurier. The discussion did not prove quite as interesting, nor were as many good points brought out as at the Hamilton Convention. It is to be regretted that more time was not set aside for the Question Box session, which, if given the time it deserves would prove one of the most educative and interesting features of the convention. The chairman, H. E. Patterson Drayton, stated that he regretted that the discussion of so many questions would have to be rushed through in such a short time.

Despite the fact that the questions were dealt with hurriedly a number of good points were brought out. Following are the questions and the remarks of the members taking part in the discussion:

"Is there anyone here from a town of 5,000 who is doing a cash business?"

There was no one present who had introduced the cash system, although several merchants intimated that they were now considering the introduction of such a system. It was pointed out that a large number of firms offer special inducements, such as cash discounts, etc., in order to get customers to pay cash.

One member stated that he offered an extra discount for cash and found it satisfactory. Another dealer stated that most merchants are weak in the knees when it comes to asking customers to pay cash.

The general opinion appeared to be that each merchant must gradually work out his own system, and educate his customers into the habit of paying cash.



Albert Wideman, Markham, Ont., newly-elected member Executive O.R.H. & S.D.A.

"I have a business with a turnover of $15,000, stock $5,000, and mark my goods at from 40-50 per cent. profit. I do not make money and cannot see where the leaks are. Can you tell me?"

This question appeared to be a puzzler to the majority of those present, and the suggestion was made that the services of a business doctor be secured.

"What percentage of annual sales is considered a reasonable amount to be carried on account?"

One merchant stated that in his business the percentage averaged about 60 per cent. Another merchant stated that he thought 50 per cent, would be an average percentage in the majority of cases.

"Do you use truck or wagon for delivering and with what results?"

A merchant from a large city stated that he was introducing motor-cars for delivery purposes, and was disposing of his horses and wagons. He stated that where long hauls are necessary the motor car is the most economical. Where a number of cars are used it is necessary to have enough work to keep them busy.

Another merchant in a smaller city stated that he used a light motor car and found it very efficient for delivery purposes.

"What is the best method of securing co-operation of painters to use ready-mixed paints and decorative material?"

One merchant reported that he found it almost impossible to get painters to co-operate and that he did not know of any painters in his town in favor of ready-mixed paints. Another merchant related an incident to show how he started a painter using flat colors for walls. He approached a party who was



2.—*Section of group photo taken in front of Chateau Laurier, Ottawa.*

building a house and induced him to use flat wall colors, paying the painter a certain amount to apply the paint. The merchant sold the goods on a money-back-if-not-satisfied plan. The painter demurred at first, but finally undertook the work. He was well satisfied with the paint and is now a regular customer of the merchant.

"If I pay my mechanic 30c per hour for his labor, how much should I charge in justice to myself?"

A number of merchants expressed the opinion that men in the sheet metal trade undercharged rather than overcharged. There are many hours of lost labor in the tinshop. It was generally agreed that when 30c per hour is paid to the mechanic, the merchant should charge 45c to 50c per hour.

C. W. Conn, of Tillsonburg, urged members to introduce system in their tinshops, in order to be able to keep a record of the cost of each job and to tell whether the tinshop is a losing or paying proposition.

"Have members found a profit-sharing system suitable for a small business?"

None of the members, present knew of such a system although several stated that they pay a bonus to faithful employees at the end of each year. One merchant stated that he found it a good plan to advance the salaries of employees without being asked. He stated that the employees would appreciate the advance and the merchant would be well repaid for the extra outlay.

"What percentage of sales should a clerk's salary be?"

In answer to this question no definite percentage was stated. Those taking part in the discussion of this question stated they thought the bonus system the best.

OUR CONVENTION REPORT.

In last week's issue, Hardware and Metal gave practically a complete report of the Exhibition and Convention proceedings at Ottawa, including the list of officers elected for the ensuing year.

Hardware and Metal has received congratulations on all sides for the rapidity of the service it has given in this connection. In this issue the Question Box Session, and talks by merchants, are given in full.

"What is the proper method to store gun-powder?"

The answer to this question was. Keep in a metal vessel and be sure to have a permission clause in your insurance policy.

"If a customer buys his eavetrough elsewhere would you care to put it on?"

A number of merchants stated that they would be willing to put on the eavetrough but they would charge a high rate for doing so.

"Does circular letter advertising pay?"

One merchant stated that he found circular letters very effective in advising the public that he had vacuum cleaners to rent. It is three years ago since he sent out the circular letter referring to vacuum cleaners and he has had customers renting the cleaners at regular intervals since that time.

In another instance he sent out 200 circular letters advertising mops and only received one reply. He found out later that two other merchants had sent out the same kind of circulars before he did.

"What percentage of profit should a dealer add on stoves?"

One merchant, who does largely a credit business in which the payments are extended out for some time, stated that he adds at least 50 per cent. profit. Another merchant claimed that he could only get about 20 or 22 per cent. on ranges and base burners. On gas ranges he could get from 30 to 35 per cest. It was pointed out by one merchant that he always tries to make sales of household goods and kitchen utensils along with stoves and thus boost the profit. Another merchant pointed out that merchants should study closely

(Continued on page 45.)



3.—*Section of group photo taken in front of Chateau Laurier, Ottawa.*



1.—*Machinery Hall, where Exhibition and Convention were held;* 2.—*Howick Hall;* 3.—*J. L. Joly, who guarded the entrance;* 4.—*Chas. H. Wallace, mgr. Hamilton & Toronto Sewer Pipe Co.;* 5.—*C. E. McLaughlin, of Oneida Community Co.;* 6.—*Past-President Griffiths, of C.H.M.E.A. and President Adam Taylor;* 7.—*J. B. Bunt, Kingston, Alex McKenzie, of McClary Mfg. Co., W. L. Bailey, Kemptville, D. Mcnab, Orillia;* 8.—*T. D. MacFarlane, Ottawa.*

HARDWARE AND METAL

VOL. XXVI. No. 9 Toronto, Canada, February 28, 1914 Two Dollars per Year

The Association—and the Future

NO one with a sense of true loyalty to the Ontario Retail Hardware and Stove Dealers' Association would endeavor to say at this juncture that the convention at Ottawa was a success in the degree hoped for. The time has come for a frank analysis of the causes which resulted in the convention not coming up to expectations, in the hope that they can be provided against in future years. It would be the height of fatuity to express satisfaction when it is recognized that strong measures have become necessary if the association is to be kept on the up grade.

The attendance at the convention meetings at Ottawa was not large and interest, therefore, lagged to some extent. The fact most to be deplored was that many of the members, who had made the trip, preferred to take jaunts around the city seeing the sights to attending the meetings. It was found difficult to get those who did put in an appearance to do so on time; and nothing is more dampening to the ardor of the true enthusiast than a long wait for proceedings to start. That this comparative lack of interest should have developed this year was particularly unfortunate, as it was quite apparent that the association had reached the stage when an active and practical propaganda could be embarked upon. The officers came prepared with the suggestions and the detailed outline of a plan which would have made the association a live body, with a direct purpose and an active programme. The suggestions contained in the reports were accepted, and President Macpherson will take up the task of putting them into operation this year. The one source of regret is that he does not have behind him the impetus which could only have come from a thoroughly enthusiastic convention. If any one can carry out this arduous programme, it is the new president, but he will need the co-operation of all members—a more hearty co-operation than has been accorded to any president in the past.

If President Macpherson succeeds in putting his programme into operation—and we believe he will—and thereby makes the association an all-year-round body, he will have elevated it to a new plane of usefulness and the 1915 convention will be a record-breaker with no trace of the partial indifference which seemed to manifest itself this year. There can be no doubt that it is work of the order now undertaken which is needed to make the association a thoroughly virile, potent force in the interests of the retail hardwaremen.

The Business Situation

BUSINESS has been rather quiet, but with the coming of spring there should be a decided improvement. Hardware jobbers report that they expect a big improvement about March. At this time large numbers of booked orders will be shipped and booking for spring has been heavy. In some lines the booking is much heavier than the booking during the corresponding period of last year. Paint manufacturers report that business with the hardware trade has been holding up well and that orders for spring have been very heavy. Especially in the smaller towns business has continued good and compares favorably with the same period of last year. In the metal market there is a much better feeling although the volume of business passing is not large. Stove manufacturers and dealers have in some sections shown a falling-off in the demand for certain kinds of heating equipment. A great part of this falling-off can be attributed to the unseasonable weather which prevailed for a considerable length of time. The outlook for spring business is good, and manufacturers are quite optimistic.

That there will be a steady improvement in business conditions in Canada is the opinion of the majority of Canada's leading manufacturers. The improvement will not develop by leaps and bounds, but will be steady and sure. The development and progress of Canada, dependent though it is to a large extent on other countries, must go on. An American authority in writing on the prospects for recovery, states as follows:

"An important question at the moment is whether the recovery from the present business depression is to be quick, as it was after 1903, or is to be delayed as it was after 1884, or still longer delayed, as it was after 1873 and 1893.

"In many respects the indications are much more like those of 1903 than those of the other crises. On the other hand the bank reserves and the prices of the best bonds are lower than they were in 1904, indicating a greater lack of quick capital; and the position of our foreign trade and the price of steel and the earnings of the railroads are all worse than they were in 1904.

"Since the extravagance of the rich and the arrogant demands of employees have not yet been curbed, and since debt and taxation and general costs of doing business are still near high-water mark, it seems possible that we are only at the beginning of a long period of retrenchment, and of reversion to thrift and good sense.

"It seems to me clear that, since 1897 the temptation to spend a part of one's principal, believing it to be income, which is inevitably created by a long-continued decline in the value of gold, has been yielded to by so many people in Europe and America that the supply of free capital has been seriously impaired, and that at the same time many people have become too optimistic."

Who Owns the Press of Canada?

THE following editorial from Printer and Publisher bears on a question of vital importance to the retail merchant. The daily newspaper is the medium by which the merchant reaches the public, and its position and its ownership are matters that affect him directly. In the interests of the retail classes, it would appear advisable that the ownership of newspapers be made public. The editorial in question reads:

The question of newspaper ownership in Canada is a very live one at the present time. The public appear to be keyed up to a pitch where they are ready to believe almost anything and apply it to the press of Canada in general. Especially is this true in the big cities, where powerful industrial and financial corporations are constantly at work to secure their own ends. Quite a number of the metropolitan city dailies decline to say who are their owners or make transference of stock to other parties and enter certain amounts "in trust" in their list of shareholders. An illustration of the latter kind was brought to light recently by Toronto *Telegram*, which sought to have the public attribute certain ulterior motives to its two evening contemporaries, in connection with the stand they took on the municipal situation. A complete list of shareholders of the papers in question, the *News* and *Star*, as filed with the Registrar of Joint Stock Companies, was published.

In the case of the Star it was noted that stock to the value of $65,300 was held in trust by E. T. Malone and J. E. Atkinson. The stock personally owned by these two gentlemen brings the total of the four amounts up to $114,900, or considerably over half of the total capitalization. It is understood that the two trust amounts represent stock owned by the T. Eaton Company and the estate of the late Senator Cox. It is said the block of $17,700 in the name of Wm. Mulock, Jr., was secured by Chief Justice Sir William Mulock at the time he held the office of Postmaster-General.

Turning to the list of *News* shareholders we find its capitalization much higher than that of the *Star*. One very large amount and two smaller ones, aggregating $135,200, are held in trust. It is charged that these amounts are owned by manufacturing and financial interests who do not wish to disclose their identity. The largest individual shareholder is J. W. Flavelle, who owns $92,900 worth of stock. As is generally known, Mr. Flavelle is head of the William Davies meat packing company, which also operates a chain of retail meat stores. He is also a director of the Robert Simpson Co. department store.

It must be admitted that the secrecy surrounding the ownerships and part ownerships of the newspapers mentioned herein and also a number of others, is a matter for sincere regret on the part of the press of Canada as a whole. It should be said, however, that because certain shareholders see fit to take advantage of their privilege and place their stock in a trust account, it does not necessarily follow that they or the newspaper are guilty of any wrong-doing. The fact is, public opinion has been aroused and where the slightest suspicion of unworthy motives exists the public is inclined to arrive at hasty conclusions. But the public can scarcely be blamed for exaggerating—that is the best way they know of for showing their extreme disapproval. They naturally feel they have a moral right to know the names of those who are directing their opinions in order that they may be in a position to judge the value of the advice given.

It is of vital importance that the question which forms the title to this article be answered if the good reputation of the press of Canada is to be sustained. The enactment and strict enforcement of postal legislation, similar to that which is in force in the United States, which compel the publication of complete details of ownership, should provide an efficient remedy.

Editorial Briefs

WEIGH THE value of your salesmen.

* * *

SPRING IS NOT far off now. Time to get the paint stock ready.

* * *

THE WORST PART OF advertising cut prices is that it tends to demoralize trade in the town, and this reacts upon everyone in the trade.

* * *

WELL MAY O. F. Sheldon say: "A house is known by the customers it keeps; not by the customers it gets." Any man can get a customer, but it takes a salesman to keep him a customer.

* * *

PRESIDENT MACPHERSON, of the O.R.H. & S.D.A., has a hard year's work ahead of him. He has mapped out an ambitious plan of campaign and will need the active support of every member. See that he gets **Yours.**

THE CLOUD OF business depression has lifted. It will soon disappear entirely.

* * *

AN ADVERTISEMENT THAT tells the truth will be a permanent investment if the truth is judiciously told and the goods are satisfactory.

* * *

REMOVE the scales off your hands, lest the new amendments to the scales and measures regulations cause you to lose on account of dead stock.

* * *

ACTION IS ONE of the four essentials of efficient man power, and in many respects the most important of the four. The man of action accomplishes things. Sometimes he gets started wrong, but in the end he is sure to get on the right track. The man who avoids the making of mistakes by doing nothing is valueless, a cypher in his particular sphere. Keep doing something is the motto of every successful man.

Keeping Record of Costs in the Tinshop

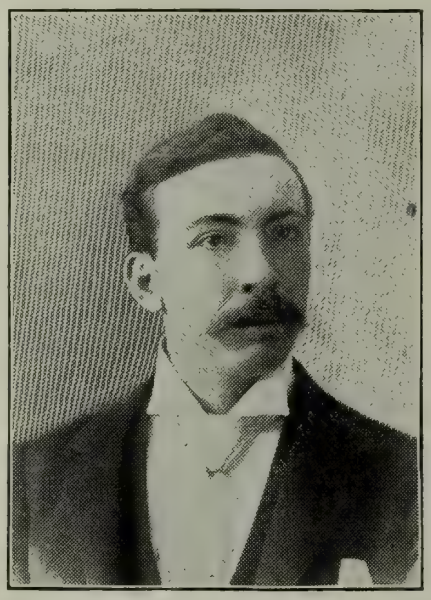
Paper Read by C. W. Conn, 1st Vice-President Ontario Retail Hardware Stove Dealers' Association at the Ottawa Convention —Description of Special Forms Used.

MR. PRESIDENT, officers and members of the Ontario Retail Hardware and Stove Dealers' Association:

Having been asked to give a few remarks on keeping track of costs in the workshop, I will give you an outline of my own personal experience along this line and trust it may be of some benefit to some of our members who have been in the habit of guessing at the cost of the work done and after a number of years in business wonder why they have not made a good profit.

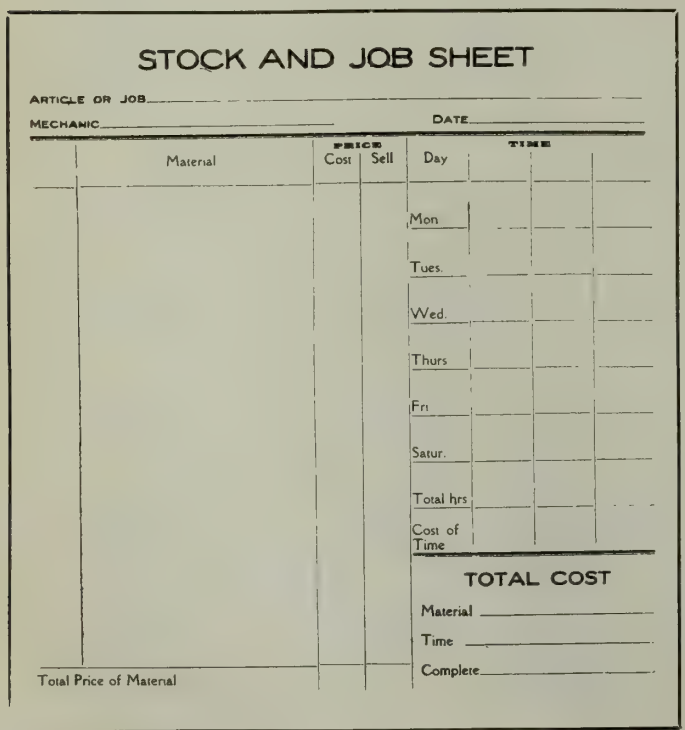
Every one of us are in business to make money and in order to do so we must first determine the exact cost of work done on article made before making the price we are to receive for same. In the first place I have time-sheets (a sample of same I have here). You will notice they have the hours from 7 to 12 on one side and from 1 to 6 on the other side printed on same. Each man or apprentice must fill out his time card every day, accounting for every hour he works, also for material used. Their time sheets are turned into the office every night and the first thing I do in the morning is to check over these sheets and see that the work is charged up in its proper place; they are then placed in file in the office for future reference if occasion demands it.

For keeping track of small jobs or stock work I have had printed what I call a stock or job sheet (a sample of which I have here). You will notice it has ample space to put down the material used for a small job, also has a space for each day's time to be put in. To better illustrate the working of this sheet, suppose I give an order to my man for four (4) dozen 12 qt. IX flaring pails to be made. When he starts this order, say at 10 o'clock Tuesday, he puts on his time card opposite 10 o'clock, "pails," which shows when he started this job. He takes out his material as he needs it and marks same down on the stock sheet which he has started for this job. He works the balance of the day on this job and at six o'clock he puts down the hours he has worked on the pails (7), in the column provided for same on the stock sheet, and the next morning I take his time sheet and see that he has entered on the stock sheet the right time he has worked. Possibly he may be called away to do other work for one, two, or three days before he has a chance to work on these pails again; however, when he starts this job again, at the end of the day he puts down his time and material on the stock sheet and so on till the job is completed. When the sheet is turned into the office, and the material and time figured up you have the exact cost, no matter how long the job may be before it is completed.



C. W. Conn, 1st Vice-President O.R.H. & S.D.A.

These sheets are then filed away for reference, and when you have this same job to do again, and you find there is a difference in the cost of same it gives you a chance to find out why this difference, also the men know you have these records and are more particular to be more accurate in keeping proper account



STOCK AND JOB SHEET

ARTICLE OR JOB _____

MECHANIC _____ DATE _____

Material	PRICE Cost	Sell	TIME Day			
			Mon.			
			Tues.			
			Wed.			
			Thurs			
			Fri			
			Satur.			
			Total hrs			
			Cost of Time			

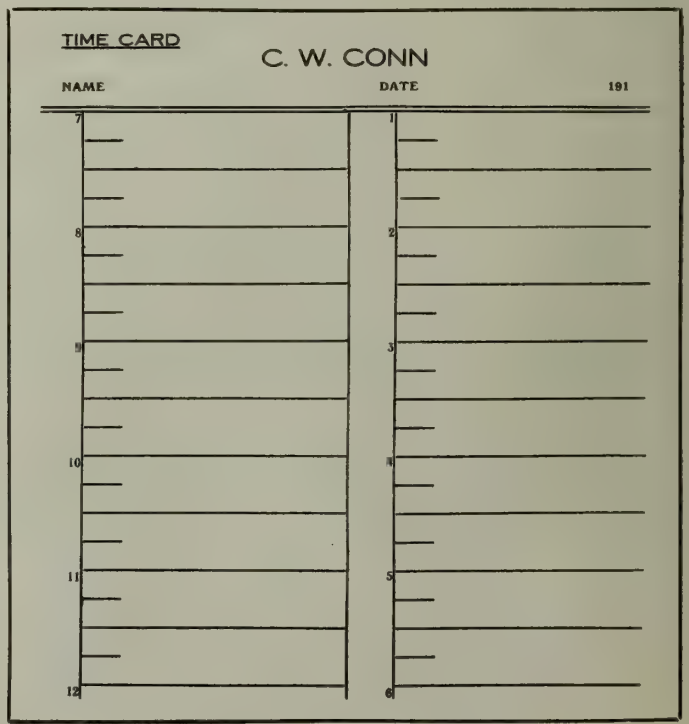
Total Price of Material

TOTAL COST

Material _____

Time _____

Complete _____



TIME CARD

C. W. CONN

NAME DATE 191

7			1		
8			2		
9			3		
10			4		
11			5		
12			6		

of their jobs for they know you will notice it and want an explanation of same.

I can assure anyone who is running a workshop, no matter how many men he keeps, he must adopt a system of some kind to keep accurate account of material used and time spent on every job done, no matter whether it is large or small, so that he can add to this cost enough profit, that at the end of the year he has realized something for his efforts put forth, and this system which I have adopted has proven to me its worth many times over and I would not run a workshop without it.

For plumbing, heating and gasfitting jobs which require a great many different articles, I have a large job sheet printed, which is similar to the other one with the addition of another column for goods returned. Every job that is started, the material taken out of shop is entered on this sheet and the time of each day and of each man is marked on sheet.

When job is completed the material returned is simply marked in the returned column and what is not returned must have been used, therefore you have accurate record of everything required for every job done.

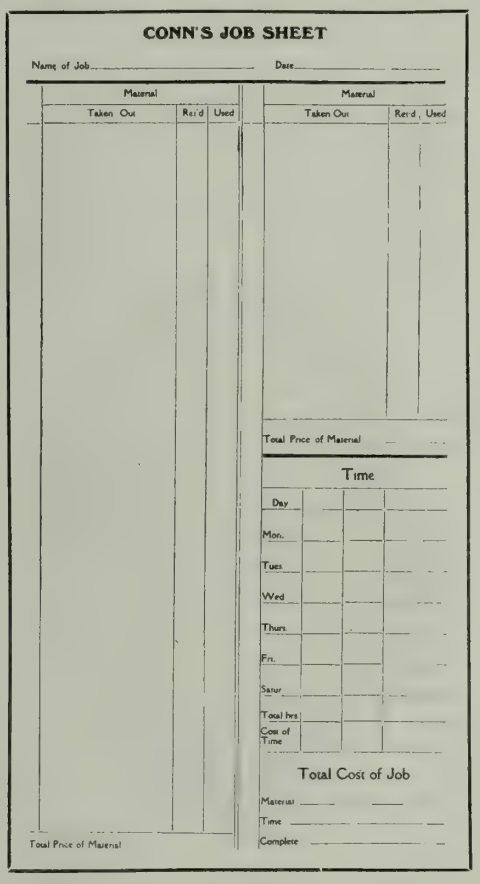
Of course this takes time, but I consider it is time well spent, for by a system of this kind is the only way to know the exact cost of work done, also when your customers know you have a system of keeping track of their work they feel better satisfied they are not being charged for a few feet more pipe or a few more fittings than were actually used on their job, and if there is ever a dispute you can show this sheet to your customer and he is usually satisfied. A system of this kind is also much handier for your workmen as they don't have to trust to their memory for anything except to put down on the job sheet the material as it is taken from the shop, and after a few similar jobs are done you can judge very accurately the cost of another similar job very quickly by referring to these sheets which are filed in the office.

I have been told by a very reliable traveler who is in close touch with most of the workshops all over Ontario that he knows of only three men who really know the cost of every contract they do. Now, gentlemen, I think this is a serious mistake in not knowing the completed cost of every job one does for by no other way is a person to know how to take other similar jobs, except by guessing and that many times is wrong.

I strongly recommend every one who runs a workshop to adopt some system whereby he will know his exact cost of all work done and to charge for such work prices that will bring the balance on the right side at the end of each year.

Now, if there are any of our members here who would like more information regarding these sheets I have been using successfully for some years, I will be only too pleased to give it to them, also I am open for any suggestions any one has to make which might improve same.

Gentlemen, I thank you for your kind attention and I trust these few remarks may be the means of assisting some of you in your business.



CONN'S JOB SHEET

Name of Job _____ Date _____

Material			Material	
Taken Out	Ret'd	Used	Taken Out	Ret'd, Used

Total Price of Material _____

Time

Day			
Mon.			
Tues.			
Wed.			
Thurs.			
Fri.			
Satur.			
Total hrs.			
Cost of Time			

Total Cost of Job

Material _____ _____

Time _____ _____

Complete _____ _____

Total Price of Material

QUESTION BOX DISCUSSION.

(Continued from page 40.)

the stoves they are selling, and by using salesmanship incite interest in the stoves to such an extent that price would be a secondary consideration.

"What is the opinion of members regarding the Canadian Merchants' Agency, Ltd., Toronto?"

One merchant reported that he had been approached by the Agency and after considering the proposition he decided it was not a good one for the hardware merchants.

Another merchant had also been approached by the Agency but he had refused to accept the proposition. Reference was also made to the growth of the mail order business in Canada and several members expressed the opinion that it would be a good plan for the association to issue a standard catalogue for distribution to the buying-public.

"Have any of the members had any experience with American window glass?"

A Toronto merchant stated that he had been selling American window glass and found it very satisfactory. Another merchant stated he had encountered considerable difficulty in cutting American window glass.

HARDWARE LETTER BOX



Lemon Polishing Oil.

J. S. Mitchell, Sherbrooke, Que.—"Can you advise us who makes lemon polishing oil? Please answer through your paper."

Imperial Varnish and Color Co., 6 Morse Street, Toronto.—Ed.

Alligator Steel Lacing.

J. L. Demers, Thetford Mines, Que.—"Please let me know agents for alligator steel belt lacing."

Sadler & Haworth, Montreal.—Ed.

Stewart Metal Crayons.

Fraser Hardware Co., Galt, Ont.—"Can you give us address of agent for Stewart metal crayon?"

A. J. McRae, 23 Scott Street, Toronto.—Ed.

Ottawa Furnace and Foundry Co.

Geo. E. Roe, Elmvale, Ont.—"Can you give me any information with regard to the Ottawa Furnace Co. as to whether they are still in business?"

This firm was taken over several years ago by the National Manufacturing Co., Ottawa, Ont., who control their patents, etc.—Ed.

Redio Polishing Cloth.

The Manitoba Hardware and Lumber Co., Virden, Man.—"Kindly let us know what firm is selling agents for the Redio polishing cloth."

MacLaren Imperial Cheese Co., Front Street E., Toronto.—Ed.

Milk Can Handles.

William Chick, Mallorytown, Ont.—"Can you advise me of a firm that manufactures milk can handles with perforation at top, in shape of an extra ear?"

E. Chown & Son, Kingston, Ont.—Ed.

Fibre Board Shipping Boxes.

R. T. Holman, Ltd., Summerside, P.E.I.—"Kindly let us have names of manufacturers of fibre board shipping boxes."

Thompson Norris Co., Niagara Falls, Ont.; Hinde & Dausch, Queen Street Subway, Toronto; Schofield Paper Co., St. John, N.B.; J. C. Wilson, Montreal; E. B. Eddy Co., Hull, Que.—Ed.

Brick-Bats From an Association Member

Letter Written by W. G. Pow, of Pow & Wilcox, Tillsonburg, and Read by C. W. Conn at the Ottawa Convention, in the Absence of Mr. Pow.

OWING to the illness of Mr. Wilcox I am prevented from attending the convention this year to represent the firm of Pow & Wilcox, but through the kindness of Mr. Conn I write now as I would have spoken had I attended this convention.

Having been a member of the association since its organization in the Rossin House, Toronto, some years ago and having enjoyed a pleasant time at all the conventions, yet we often ask ourselves and are asked by others, "what do we get out of this association besides a good time and a little hardware education at the exhibition?" Time after time we read with interest the good things some of our retail friends have to say about the association but as the course of any business is not always the smoothest and sometimes knocks are boosts, I take this opportunity of handing out a few knocks to the jobbers, the manufacturers, the trade papers and this association:—Take the jobbers; they hold their meetings behind closed doors and under penalty of some fine or other they agree to sell goods at certain prices and appoint a certain firm to whom they pay a high salary to keep them in line and to see that these prices are not broken. You will note that after each meeting of the jobbers some few lines advance the following week and some other lines keep advancing for some weeks after, for it would not do to advance all these lines just after the meeting but no doubt these advances were all arranged.

The manufacturers:—Now I'm a firm believer in protection to home manufacturers but some home manufacturers are getting too much protection and have grown so big and made so much money that they can go to the Government, make demands and get almost anything they ask. Under this heading I am going to mention only one line and that is poultry netting and I would like to have thrashed out at the question box discussion, why the price of small mesh netting dropped on Dec. 13th over $2.00 per roll on some widths and in a couple of weeks the discount on larger mesh changed from 50 to 60% off the list and yet the cost of raw material remains the same and nearly all orders have been booked for months. If these manufacurers make a profit now what must they have made in the past years when they were charging us from 40 to 50% more on some sizes? Protect Canadian manufacturers when they protect you is my motto from now on. Is it fair for these manufacturers to give catalogue houses and some buyers an extra 10% because they can sell a few more rolls a year than some of us and then they tell us to go out and fight catalogue houses. We do fight them but in order to do so and to make any money in the netting line as we have had to import same for the last two or three years but because we undertook to give some of our fellow hardwaremen the benefit of our experience by offering them netting dollars cheaper than the Canadian netting and as soon as this was known the Canadian manufacturers went to the Government and had the duty raised and because the raise in duty wasn't sufficient to stop the importation of this netting they drop their prices. I believe the committee appointed to investigate the high cost of living must know a lot of the causes before they leave their chairs at Ottawa.

The trade papers:—We all like to read them and some of us feel that we could not conduct our business without them, yet as individuals what do they care for us; they want circulation regardless of who the subscribers are and in many cases you will find these papers in the hands of small foundry men, bicycle repair men and men not in any way entitled to them. With circulation they can demand advertisements and talk Canadian-made hardware but when they get all the Canadian ads. they can get they ask us to use our influence to get some of our friends over the border to advertise with them. To show how popular the retail men are as individuals, with the trade papers, let any retail man send his money with a small ad. about a line of paint he has to sell and see how quick your money is returned with a letter saying that the firm who make that line of paint is one of their regular advertisers.

This association is or should be a retail body standing on its own legs to conduct its own affairs and should not in any way be connected with trade papers for those trade papers have a duty to perform for their advertisers and in doing justice to them they cannot do justice to this association.

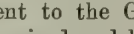
What would the jobbers or trade papers be without the retailer? They wouldn't exist, yet they do exist and prosper. We as a strong association could own our own trade papers and our own jobbing houses.

If the manufacturers and jobbers can bind themselves behind closed doors then come out and make demands of us, it is up to us to hold our meetings behind closed doors and bind ourselves together to make demands of them or run our own jobbing house and our own trade paper so we could have our letters or ads. published if we have the price.

Thanking you for the time I have taken and wishing you all a pleasant time and more success to the association in the coming year, I am

Yours very truly,

W. G. POW.



THEATRE PARTY WEDNESDAY EVENING.

There was a large attendance at the theatre party, given at the Dominion theatre, Wednesday evening, February 18, when visitors were the guests of the Canadian Hardware Manufacturers' Exhibitors' Association. The theatre party was thoroughly enjoyed by all those who were present.

The Great Howard, Scotland's representative ventriloquist made quite a hit, when he worked in a number of jokes at the expense of hardwaremen and firms who were represented. He was given great applause where he mentioned that:

"Lufken's making Ireland's Home Rule."

"Johns Manville was called for, he wasn't in the building, he was on the roof."

"Tom Williamson is not from Scotland, he is from Howland."

"Who was the first hardwareman?"

Ans.—Adam.

"What kind of hardware did he make?"

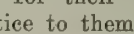
Ans.—Taylor Forbes.

"Did you Gillette to-day, Dr?"

Ans.—Yes, a little Bitt.

"Smith lost his baggage and when he appealed to Harry Elliot he was given a Grand Trunk."

Jas. Hossack, D. A. McNab and James Hardy were also mentioned.



Advertising is the life of any business. It's a stepping-stone to a larger and more profitable business. Its service and force cannot be arrived at; it just goes on building stronger and firmer as it grows in volume .

The Retailer and the Cartage Problem

Synopsis of Talk Given by Jas. N. McGregor Before Ontario Retail Hardware and Stove Dealers' Association at Ottawa Convention — Are Retailers to Blame for Present Conditions?

MR. President and Gentlemen,—I have not prepared a paper on this subject, thinking it might be better to open up a few lines of thought which would draw out a discussion that would lead to information, that would be valuable in this important part of our business. At this point it might be well to speak of how this present condition of delivering goods came about.

An enterprising merchant, looking around to find means to increase his sales and give better service, devised the plan of going his competitor one better, and leaving goods in the homes instead of having them take same from the store. He knew that this would entail greater expense, but hoped that the greater amount of trade received by this method would not only compensate him for the expense, but realize a handsome profit. It proved so effective that other merchants, noticing their customers leaving them, investigated why, and attributed it to the new departure of their competitor, with the result that one by one each adopted this method, until every merchant was leaving the goods in the homes of his customer, thus incurring hundreds of dollars more expense in distribution and no additional business being done by any of them. At this point permit me to digress a little and show how the retailer set an example for the wholesaler, which was taken up and incorporated into their business, and which the retailer regards as an injustice done him by the wholesaler. The retailer leaves the goods in the homes of those living in the town or city without any additional cost. The farmer drives in and pays the same price to the dealer at the store as the inhabitant of the town does in his home. The wholesaler incorporated this plan into his business and in the majority of cases delivers goods to the stores of his retail customers in the cities, while he makes his outside trade buy his goods f.o.b. warehouse, and it is from this that originates that great cause of complaint—cartage at the other end. It seems to me if the country merchant regards this as an injustice he should incorporate into his business a different method of delivering, because the farmer has just as just a cause of complaint as the country merchant, and we cannot reasonably ask a person to readjust an abuse to us which we are practising towards others.

The average delivery rig to equip, keep and maintain costs at least $800 a year, and many say this is a modest estimate. When we take into consideration how many of these every year, even in our small towns, run uselessly many times over the same territory, we cannot help but think that concentration would reduce this expense many fold. The most just way would be to have one price at the store, and have people which require additional service make that a matter between them and a common carrier, or, if this were not practicable by the drastic change, it would be much better to have a firm go purely into this line



Jas. McGregor, member Executive O.R.H. & S.D.A.

of business and the various merchants pay them a certain amount for this service. In this way there would be regular hours for delivery in certain sections, and customers would know if their order was not in before a certain hour they would have to wait until the next delivery. In this way the merchant's distribution would be put on a much more business basis. He would have certain specified times to get out his goods, and if an unreasonable request were made for delivery by a belated customer he could refuse delivery without imperiling the loss of their trade, as is now the case.

When Mr. McGregor had completed his talk on the cartage problem, a discussion took place among the retailers present, and many interesting points were brought out.

A Hamilton merchant reported that he had an arrangement with a delivery firm whereby all parcels from his store were delivered at a cost of $6 per week. He reported that so far he had found the innovation very satisfactory.

Deliveries were made at certain intervals during the day. He stated, however, that there was one disadvantage, and that was in connection with his follow-up system. When he conducted his own delivery system he always had his drivers on the look-out for prospects. If an order was sent in for a keg of nails the driver when delivering them was instructed to ascertain the nature of the work being done; if a new building was being erected the driver would take a note of it, and the builder was approached with a view to selling him builders' hardware. Under the contract system this method of securing names was impossible.

THE HOCKEY MATCH.

A very exciting hockey match took place on Wednesday, February 18, at Ottawa, between a team picked from members of the Ontario Retail Hardware & Stove Dealers' Association and a team representing the Canadian Hardware Manufacturers' Exhibitors' Association. Jas. McGregor, of Oakville and W. J. Carter, of Picton, were the chief rooters at the game. A number of players who had apparently not been on skates for some years introduced an entirely new style of hockey. It is said that a certain hardwareman from Owen Sound is carrying a great many bruises which he secured from consistent contact with the icy surface. Roy Harris, of Stratford, carried a souvenir in the shape of a swollen face. Several other players also have marks of the fray. It was a hard proposition to get the official referee to give a decision in the presence of the players but it is said that the score was 3—2 in favor of the Manufacturers' team. Following is the line-up:—

Manufacturers' Team.

Goal, Baird, Galt; Point, Matheson, Hamilton; Cover Point, McCaffrey, Russel; Centre, Ball, Renfrew; Right Wing, Harris, Stratford; Rover, McCaffrey, Russel; Left Wing, Moirs, Oakville; Referee, J. A. Clark, Smiths Falls; Umpires, W. Kennedy, Russel; L. Lewis, Smiths Falls.

Retailers' Team.

Goal, Ed. Wanless, Chatham; Point, E. J. Creeper, Owen Sound; Cover Point, Roy McGregor, Oakville; Centre Redmond, Elora; Right Wing, Patterson, Niagara Falls; Left Wing, Patterson, Niagara Falls.

The Science of Successful Stove Salesmanship

Illustrated Talk on Stove-Selling Given by E. H. Gurney Before Ontario Retail Hardware and Stove Dealers' Association in Convention at Ottawa—The Essentials.

IF any man in this meeting was to start to-morrow morning to buy a bottle of pickles, four times out of five, he would come home with a particular brand. No need to say what that brand is, you all know. Why is this? It's easy enough to say advertising and that is one of the reasons but it is really because that brand is "best known."

Last year down in New York a cheque for two million dollars changed hands in payment for a word and that word was "Uneeda," Why? Because "Uneeda" commanded a large portion of the soda biscuit business in the United States and did it because it was best known.

I have often heard dealers complain about mail order competition. I am going to show you some pictures of business that don't feel the mail order competition in the stove business and they don't feel it because they know they are best known in their own town



Eating meal in store window.

and this picture will show you how the dealer has accomplished this.

Here is a picture of a window in a city out in Saskatchewan. These seven men sat down to dinner in this window and had a full course repast from soup to nuts and they started in at 7.30 in the evening and finished after 10. There were cards suitably displayed telling about the cutlery that was used, the cut glass that was used, the stove that the meal was cooked on and utensils the dishes were cooked in, and by the time these men got around to their cigars the crowd was so large that the police had to keep moving them on as the traffic was absolutely blocked. This next picture shows you the window just before the men entered it, you can see the cards better here. Some of these cards are an acknowledgment of loans from other merchants, of the material used in making this display. This kept the cost down very materially.

This next window shows the interest that another crowd took in this same window when the result of a baseball match was shown cleverly on a board. No need to go into detail as to just how this was done and how advertising value



Crowd watching baseball score.

is obtained from it—look at the crowd. Gentlemen, this man is "Best known" in his locality. The man who is responsible for this window dress has helped to put this retail store in a position where the mail order house can't compete—he is here to-night.

I want to tell you about another man who is better known than the mail order house. This man has his place of business in a town of about 2,000 people within 25 miles from Toronto and yet he buys stoves by the car. Here are some of the methods by which he is best known. This first picture shows the posting of the neighborhood to advertise a demonstration. When the car of stoves arrived, they were loaded on ten lorries preceded by two automobiles containing the town band and they processioned all around the town. Following their procession, there was a baking contest to all ladies who would hand in the name of stove on which the cake they submitted was baked, together with the date on which the stove was purchased. This retailer secured a list of people who



Posting the neighborhood.

takes an interest in baking and who had old stoves.

Gentlemen: It is often claimed that the people who take an interest in anything like this have not got purchasing power but I want to say right here that the woman who won this contest was the wife of a Toronto millionaire. Here is the window that was used in this demonstration.

Gentleman: The mail order man would have difficulty in putting anything in the mails to compete with these methods as a means of publicity. I want to show here the store of a man who feels mail order competition. I know it because he has complained to me about it and I am not surprised.

I went into a store in Toronto the other day to buy a piece of cheese. The man who sold it to me had dirty hands and a dirty white apron and he did up that cheese in a most unappetizing package. In a word by the time I got to the door with that cheese, I had lost all interest



Car of stoves in parade, headed by town band in auto.

in it as an article of diet, yet this dealer had a pretty large store with modern cash carriers, bookkeeping system and was regarded as a first-class tradesman in his line, but that man should not go to a Grocers' convention.

I would like to see him go to a cheese buyers' convention and if I ever met him there, I could tell him a few things. This makes me think that sometimes we talk too much about selling and not enough about buying. Let us look at this end of it from the stove buyers' view-point. Let us imagine a buyer who is starting out to purchase a range for say $50.00. He is going to be interested in price or quality or he will prefer to go to the livest store. Usually he will find the livest store to be the place where he gets the quality. Now, let us say that he is going to spend $50.000 all in one lump for a range. How many times do any of us separate ourselves from $50.00 all at one time for a household article? I tell you it is a big event to that man and he wants to be treated as if the dealer

recognized it. What does he want? He wants an uninterrupted demonstration in an isolated part of the store. This picture shows what I mean. This man will not appreciate having his deal interrupted by some casual purchaser of eight cents' worth of tacks with a two-cent profit.

He wants a complete demonstration. A dealer should not be able to sell a stove and keep his hands clean. The custom-



Where baking contest was held.

er wants the stove taken to pieces, particularly if it is a high-class article, so that he will see just what he is getting. Here is the process.

Here is a stove that is not ready for sale. Gentlemen, that stove cannot be sold for its face value until some tidying up has been done.

Now, I would like to tell this meeting this proposition although it may be unnecessary. Mr. Sheldon probably told you this yesterday evening. (lantern here showed chart of psychology of Selling Reason, Pride, Economy, Efficiency.) It is a proposition that every clerk in your store should be taught that in selling a stove, every word he has to say should be to influence a buyer along one of three lines. I remember a colored preacher who lost his job and when he asked the Deacon why he was fired, the Deacon replied, you certainly argufy and you certainly did sputify, but "you fails to show wherein." It will be easier to show "Wherein" if every word of sales talk, is to appeal to the customer's sense by first pride, second, economy and third, efficiency. It isn't necessary for me to tell you how each may be used. I would just like to say in the first case that a remark to the effect "I know this will suit you, Madam, it is the same as we sold to Mrs. B. and you two are the best housekeepers in this town." In a word make every remark tell as it will appeal to one of these three qualities in a man or woman and the sale is more readily accomplished.

Of course it is necessary to give service to back any selling plan and certainly there is no time for me to give you an outline as to what this means to the stove department. The most important item however, is repairs and both manufacturers and dealers should see to it that prompt perfect repair service is forthcoming. To do this the manufacturer must standardize his parts and should get out illustrations something like the sheet shown herewith.

A dealer to do his part must appoint somebody in his shop who will be familiar with the parts usually required and who will become thoroughly acquainted with the manufacturers' name for these parts and who will follow every order placed for a repair part until the customer is absolutely satisfied.

Advertising.

I want to say a word about advertising. I have known a great many stove salesmen and there are many good ones in this room to-night, but mighty few of them can write an ad. It means extraordinary selling ability because you don't know who you are talking to, in addition to this it means a technical knowledge—you must get the amount of material and the amount of white space you buy in proportion, you must know what kind of cuts to use, you must get a heading that will jump right out of the paper because you must realize that your ad will be one of two hundred in a paper that only costs a cent and you certainly have got to simply snatch the reader's attention. I simply have two suggestions to make—that you consult freely with the publisher of your paper on matters of that kind; second, that you plan out carefully in advance your advertising for the year and see that it is never written in a hurry or by men who have no taste for the job. We all of us manufactur-



Stove not ready for sale.

ers and retailers could profit by living up to this.

The manufacturer who is a stove specialist should provide selling plans and advertising material and general co-operation for the use of the live dealer. I have no sympathy with the manufacturer who says "we will move these goods right off your floor." The main spring in moving goods off the floor is the live retailer but this retailer should be able to get his ammunition in shape of a well-thought-out, well-balanced selling plan, with perhaps advertising assistance from the manufacturers.

To sum up, (Essentials shown by lantern were Location, an adequate display and demonstrating floor, proper line and variety, and efficient sales organization,



Corner of special stove display room.

an advertising plan, demonstrations, an enthusiastic knitting together of all these essentials.) here are the essentials for successful stove department and I am not going to comment on them further except this last one, "an enthusiastic knitting together of all these essentials." If the boss has service at heart and is a well of enthusiasm, this is the most contagious thing in the world and every single item in the plan will pull.

This is the crux of the whole matter and this is the essential for welding the whole plan in one harmonious successful business scheme.

INVITATION FROM MAYOR OF LONDON.

Mayor Graham, of London, Ont., addressed the Thursday afternoon meeting of the Ontario Retail Hardware and Stove Dealers' Association, and exfended an invitation to the association to hold their next convention at London. He promised that ample accommodation would be provided for visitors at the hotels. The new Masonic Temple would be available for meetings of the retailers. The clubs would also be thrown open for the visitors at the convention. If an exhibition is to be held, the Armouries have been offered as a building in which to hold the exhibition. The new Masonic Temple, in which the meetings could be held, and the Armouries, in which the exhibition could be held, are within short walking distance of each other. President Occomore thanked Mayor Graham for the invitation, and assured him that it would be given consideration by the officers of the association.

Shouperior Shouperior Shouperior Shouperior

"SHOUPERIOR"
TRADE MARK REG. U.S PAT. OFF.
PROTECTION TO YOU
SPEED OF OPERATION
ECONOMY OF TIME

This trade-mark stands for simplicity, accuracy and protection to you in your business.

We will plan your system free.

Autographic Register Company
of Canada, Limited
MONTREAL

Shouperior Shouperior Shouperior Shouperior



If your business is worth having it is worth protecting and keeping. Shouperior does this.

Ask us how.

Remember:—You cannot spend a dollar with us unless it is evident YOU will be benefited.

Autographic Register Company
of Canada, Limited
MONTREAL

Trade Agreements for the Furthering of Mutual Welfare

Paper Read at Ottawa Convention by W. F. Macpherson, President Ontario Retail Hardware and Stove Dealers' Association. Duty of Association to aid Members.

"I HAVE been asked to introduce by means of a short paper the matter of "trade agreements," and would at a meeting of this kind naturally expect to define the value of association work in this connection. By trade agreements I do not mean a simple matter of an arrangement of prices between local competitors, but rather the larger idea of that ideal state where the word "competitor" may be abolished, and where each may recognize the rights of the other in the community and work hand-in-hand for the furthering of their mutual welfare.

It is rather an unfortunate state of affairs that I am told exists in some towns, where dealers in the same line of business pass each other on the street, and are not able to say "Good morning" to each other. What an opening this gives for the demoralization of business in such a town—with a spirit of suspicion always alert, every little tale carried by some evil-minded person, who is looking for some favored treatment—is magnified and the spirit of anger and jealousy further intensified, and so the merry war goes on.

Instances have been quoted on the floor of this association where, through attendance at our meetings, dealers from the same town have really become acquainted, with a consequent improvement of trade conditions in that place.

I quite realize that it is more difficult to attain this end where possibly only 50 per cent. of the dealers in a place attend our convention; still surely enough leaven may be taken home by our members to introduce new life where the trade relations are now unsatisfactory. Have a talk with the other dealers and tell them how in a large number of towns, by having a friendly understanding, conditions have been bettered, and, above all, show confidence in your fellow-merchant, and show him that he may have confidence in you.

I consider it justifiable and right that local dealers should have an agreement as to prices on staple lines, and not at all a restraint of trade. We all know how the jobbers and manufacturers have agreed prices, accomplished through associations; and, while that is possible with them, it would not be so easy for us as an association, although I am interested to note that in some of the State associations the matter of a central price bureau is under consideration.

A proposition of this kind would certainly make a good basis on which to draw the various dealers together, and make it considerably easier for us to maintain a fair price for our goods. Many dealers in towns where price-cutting maintains, are much in the position of the manufacturer, who, according to an article in a recent Saturday Evening Post, when approached by a brother manufacturer with the words: "Now, you are engaged in the manufacture of screen doors." "Oh, no, sir," he interjected, "you are mistaken. I am engaged in making prices for Billy Martin to cut." This is a particularly lamentable state of affairs which does exist, and can only be adjusted by co-operation between the dealers. Don't give up in continuous efforts to reconcile the dealers in your town with the first repulse. Keep at it, as the final result amply repays one for swallowing a little pride possibly, and one-time enemies often become the warmest of friends.

Where this ideal state exists, as it does in many of our towns, prices are maintained, goods are bought together, giving a benefit of quantity price, and credits are talked over, so that protection is given against dead-beat customers.

I have always felt that it was the duty of this association to go to the aid of any of our members when necessary, and endeavor to get the dealers working together in their town, and feel satisfied that any such application would receive the favorable consideration of our executive, and some member of that body would be sent to aid any honest effort to the realization of the desired co-operation amongst the various dealers.

I sincerely hope that as time passes more and more of our members will have the pleasure and profit of working under some favorable and no more than proper trade agreement.

Increased Capital.

Chapman & Walker, Ltd., Toronto, have increased their capital stock from $50,000 to $150,000.

The H. Mueller Mfg. Co., Ltd., Sarnia, have increased capital stock from $300,000 to $500,000.

The Wallaceburg Brass and Iron Mfg. Co., Ltd., have increased the capital stock from $40,000 to $250,000.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of February 24, 1894:—

"When Hardware and Metal about a year ago announced the amalgamation of McKee & Davidson and Fortye & Phelan, two well-known firms, under the style of the Peterborough Hardware Co., it was intimated that the firm would build a magnificent building at the corner of George and Simcoe Streets, Peterborough. The building has been completed, and is one of the finest in the town."

Editor's Note. — The Peterborough Hardware Co. are still doing business in the City of Peterborough, and now do a wholesale and retail business.

* * *

"A new churn called the 'Cradle' is being placed on the market. The churn is worked by rocking it back and forth in the same manner as a cradle."

Editor's Note.—Many hardware dealers, no doubt, remember the time when the "Cradle" churn held sway. Its place has been taken largely by the revolving and other churns, which have been developed during recent years. In our issue of twenty years ago an illustration of the then new churn was shown, which demonstrates the fact that Hardware and Metal did at that time, as it does to-day, endeavor to keep the Canadian hardware trade posted regarding any new lines which may be produced.

* * *

"W. B. Clements, hardware merchant, Milton, Ont., was in Toronto this week attending the A.O.U.W. Convention."

Editor's Note.—The hardware business at Milton, Ont., is known as Clements & Son, and is now managed by R. W. Clements.

"Inferior material is a foe to profits, the brother of high cost and the friend of bad methods."

Dominion Board R.M.A. Submits Reasons and Proposals

Copy of Letter Sent by Dominion Board of the Retail Merchants' Association to the Officers and Members of the Ontario Retail Hardware and Stove Dealers' Association.

Toronto, Feb. 19th, 1914.

TO the President, Officers and Members of the Ontario Retail Hardware Association, Chateau Laurier, Ottawa.

Dear Sirs,—Acceding to our promise made at a joint committee meeting held this morning, we submit the following reasons and proposals with the view of endeavoring to cement together our two associations, so that they can more easily and effectually accomplish what they both have in view; viz,, the improvement of the conditions of the retail trade.

For a number of years our association made very vigorous efforts to carry out some very important resolutions, that all retail merchants who had the welfare of the retail trade at heart desired to secure.

Owing to a great many unfair clauses that have been placed in the Criminal Code before our association was organized we found that we were unable to carry out to a final issue the resolutions that we desired.

To remedy this and place us in a position whereby we could carry out our objects we applied to the Dominion Government and secured a Dominion charter by a special Act of Parliament.

Having removed the legal difficulties that formerly hampered us, and at a very large expense to the association, we are now in a position to do what we formerly could not do, and if the entire strength of the retail trade was bound together and acting as a unit we are certain that great good could be accomplished.

Our plan of organization, whereby all classes of retail trade come under one association, gives us the power, and it enables us to stand for the class we represent, which is the largest commercial class, and to announce with authority the views which they desire to have expressed, both before the Dominion or Provincial Governments.

Our experience has proven that all fair-minded retailers in all sections of trade desire the same thing, and they express the same views on all general subjects that are of common interest to all.

Under our plan of organization each section have their own offices, hold their own meetings and conventions, and have eentire change and control of their own special funds, and it gives them all they could ask; viz., "Home Rule within the Empire," and yet they are part of the whole, having the use of the strength and the influence that the unity of all the retail merchants gives them.

It is quite unnecessary to remind you, but for the purpose of giving you further reasons why we should all stand shoulder to shoulder. We desire to point out to you the necessity there is for all sections of the retail trade to be of one mind and one purpose when they are asking their Legislatures for legislation, or when we are opposing some legislation that is detrimental to our interests.

This condition can only prevail where we are all united in one body and all go together with the same demands, and not in separate bands or groups, some asking for one thing and some for another, without having any united opinion, but by all being united this danger is avoided.

Having these advantages, then, in our plan of organization, we believe that your members should receive, with the co-operation of our members, great strength to the forces, and especially as we have legally entrenched ourselves under a Dominion Act of Parliament.

We submit, therefore, the following:—

1. That more unity can be brought about and better work accomplished by all working together.

2. That the membership fee is $5 per annum, $1 of which is paid to the Dominion Board, and if you require any further sum for sectional work we collect it for you.

3. That any money that you may make in your section or collect for your section belongs to your section.

4. That any funds that you may have on hand will remain with your treasury.

5. That our boardroom, with its furniture and equipment, will become your boardroom as well, as you will become joint owners with us, and it will be at your disposal for regular or for special meetings, as arranged, the rent, light, etc., being paid for out of the general funds.

6. That our office staff, telephone, typewriting machines, writer press, etc., will be always at your service and paid for out of the general funds.

7. That all notices, both regular and special, are sent out at the direction of your officers and are paid for, together with the postage, out of the general funds.

8. That we supply all letter heads, bulletins and stationery, etc., at no further cost to your section.

9. That all your members would get our credit reporting service without extra charge.

10. That our organizers are paid out of the general funds, and they are always at your service.

11. That your correspondence is all properly looked after and kept on file without any extra cost to you.

12. That all legislation, both Provincial and Dominion, that you decide upon is taken care of by our officers without any further charge to your section.

13. That you are put in direct communication or personal contact with the officers of all the other sections throughout Ontario and the other provinces of the Dominion.

14. That when we secure sufficient members in the various provinces in our sections it is our intention to appoint a practical hardwareman to work in conjunction with our organization staff, and take up matters of trade interest with the members.

Any further details not mentioned here we shall be pleased to submit to you, and in closing we desire to say that we hope that good results may come out of the consideration of this important subject, as we must all feel that this is an age of organization, and one in which we must stand, as a retail class, closer together than we ever stood before, if we want to preserve those honorable traditions of trade which have been handed down to us, and which have been placed in our keeping.

Remaining yours truly,

B. W. ZIEMANN, (Signed)
President Dominion Board.

E. H. TROWERN, (Signed)
Secretary Dominion Board.

Perhaps the strongest reason for an inferior quality of work under conditions that tend to hurry mind and body is the ignorance of the worker as to the importance of maintaining a standard of quality in his work. His imagination may not have been called into play. He may have no adequate idea of the use and function of the parts he is turning out, and so works monotonously and without interest.

Fire Insurance Expert Suggested by R.M.A. Head Convention in Toronto

President Matthews, of Ontario Branch, at Fifteenth Annual Convention, Throws Out This Suggestion—Enthusiastic Over Work of Past Year and the Future — Many Important Resolutions.

By Staff Representative.

TORONTO, Feb. 26.—Wednesday morning, at 10.30, saw the opening in the Temple Building here of the fifteenth annual convention of the Retail Merchants of Canada, Ontario branch, with President E. C. Matthews, of Toronto, in the chair. The morning session was devoted to shaking hands, registration and reception of delegates and other preliminaries.

In the afternoon the proceedings were opened by an address of welcome from J. C. Van Camp, president of the Toronto branch, and a response by B. W. Ziemann, of Preston, Ont., the Dominion president. After the roll call and reading of minutes, President Matthews delivered his address to the delegates.

He was pleased to meet the merchants again, and extended to those who had traveled long distances, to convene with their fellow-retailers and discuss the various resolutions that would come up, not only a glad welcome, but his hearty appreciation for the interest they had in the cause, and which was shown in a most practical way by their presence.

"I need not endeavor to press upon you," he added, "that the cause which we represent here to-day is not only a worthy one, but it is also a very important one, as we represent the largest commercial class in the province—the retail distributors.

Importance of the Retailer.

"For many years retail merchants were not aware of their importance in the community, and it is only at this late date that we are beginning to realize that we are a factor that cannot be dispensed with. We are the first settlers in the villages, and out of villages we make the towns, and from the towns we develop cities. Our premises are the most highly assessed, and our merchants are among the most active and permanent city and town builders. It is for this reason that we have deemed it necessary that our welfare as a class should be cared for by and through an organization such as we have formed.

"For many years our time and attention has been given toward placing our requirements as a class before the merchants, and I am pleased to tell you that they are responding to our call more and more each year. The year that has just closed shows a greater increase in membership than the previous one, and we hope that the coming year will show a still greater addition to our members.

"I am thoroughly convinced that it only requires patient and persevering energy, and every retail merchant in Canada will see that the founders of this organization planned even bigger things than they themselves anticipated. Personally I have always been a strong advocate of organization. I believe that no improvement can take place, and no betterment of trade conditions can be made without organization. So firmly am I convinced that we can only make progress through associating ourselves together, that long before I went into business on my own account, and when I was the chief clerk in a prominent retail grocery store in Toronto, I became interested in a Retail Clerks' Association, and it was not very long after I took an active part in their work that I had the honor to be chosen as their president. When I ceased to clerk and became master of my own store, I naturally felt that what was good for the clerk, or good for the labor union man, or the manufacturer, or the farmer, or the lawyer, was good also for the retail merchant, and, after carefully looking into the manner in which this association was organized, I decided that it was planned on proper lines, and from the day I became a member until to-day I have always taken an active part in it, because I believe that only through it can any good lasting work be accomplished for the retailer.



E. C. MATTHEWS, Toronto,

President of the Retail Merchants Association, Ontario Branch, who presided. Mr. Matthews is a Toronto retail merchant.

United Front Advocated.

"It may seem unnecessary for me to endeavor to impress you with this fact, but I do not think that any of us can be too sanguine about the cause we represent. I feel that it is not sufficient that we become members in name only, we must believe deep down in our hearts that we are right, and that we are members because it is the only way to clear the channels of trade from all sorts of schemes and tricks, and that by all standing united for those things that are fair and honest in merchandising that they can be secured.

"It will be unnecessary for me here to lay before you the many things that we believe that can be done to improve the retail trade generally, as a great many important issues will come before you in the resolutions that will be presented and considered.

Study Fire Insurance Policies.

"There is one thing, however, that I have often thought that it would be wise for us to consider, and that is to engage a first-class fire insurance expert, whose duty it would be to go from place to place and examine the fire insurance policies of our members, and to point out to them just what their policies mean in case of fire. I am thoroughly convinced that thousands of dollars could be saved to our members; but better still a great deal of anxiety and

worry could be removed from us, if we knew exactly where we stood in case of fire. This may be worth your consideration if time will permit.

"The secretary's and treasurer's reports will come properly before you, and it is therefore unnecessary for me to make any reference with regard to them here.

"I am pleased to say that I have been able to attend all the executive meetings that have been held, and to visit the office a great many times during my term of office. I have made it my business as one of your executive representatives to keep in close touch with the great amount of work that has been carried on in the head office, and I desire to thank my fellow officers, and especially the secretary, for the great assistance I have received in securing any information I have desired. I have found the office staff obliging and at all times willing and all working with a zeal and interest in their work that bespeaks harmony and co-operation."

In closing Mr. Matthews again trusted that all would feel that their attendance in convention had been for their mutual good, and that all would go away with stronger desires than ever to not only believe in the cause they represented but to impress their belief on others, and thus strengthen the ties that bind the merchants in one big broad and far-reaching retail organization.

The Resolutions.

The receiving and consideration of reports occupied a good deal of time. With B. W. Ziemann in the chair, he read the various resolutions which were dealt with in order read.

The first was as follows:—

"That it is the opinion of this meeting that if it is the intention of the Ontario Government to appoint a fire marshal for the Province of Ontario, that he should be appointed under the direction and authority of a Minister of the Crown so that in the event of any severe restrictive measures being imposed upon us by the said fire marshal, or his deputies, that we, as merchants, will have access to the minister and be able to lay our complaints before him."

In discussing this resolution G. B. Ryan, of Guelph, maintained that someone should be appointed to inspect the various places of business. It costs more per capita for fire loss in Canada than in any other country in the world, he said. Premiums would be less if people were careful.

T. B. Cramp, an Orillia grocer, among others maintained that it was right to see that proprietors of buildings put their places of business in such a condition to prevent fires.

"An ounce of prevention is worth a pound of cure," someone said, and the resolution carried.

Resolution No. 2 read: — "That it is the opinion of this meeting that subsections (b) and (c) of Section 72 of the proposed Workmen's Compensation Act be amended, so that retail merchants cannot be taken under the operation of the act by the board, but only through an amendment to the act itself, passed by the Government."

In discussing this Secretary Trowern did not think that retailers should be included in this act against their will. He styled the whole thing as "a leap in the dark," and thought the Government would find that out.

After further discussion in which G. B. Ryan and Eric Jamieson, of Hamilton, took part the resolution carried.



The "Great White Way" of the convention city from photograph taken at midnight.

Current News of the Hardware Trade

New Firms.

Winnipeg, Man.—The Security Rubber & Supply Co. have incorporated.

Montreal, Que.—Dufort & Mignolet Patent Hot Air Furnace, have registered.

Dumblane, Sask. — Murdoch Bros., formerly of Tullisville, Sask., have started a general and hardware business here.

The Seelye Combination Tool and Axe Co. have been incorporated to manufacture woodmen's tools, etc., at Sault Ste. Marie, Ont.

Business Changes.

Windsor, Ont.—Peck and Ripley have bought out the Poulter Hardware Co.

Neepawa, Man.—Neepawa Plumbing and Heating Co. have given up business.

Sherbrooke, Que. — Jospeh Lacombe has been succeeded by Lacombe & Fils., Limited.

Gladstone, Man. — Alex. Anderson, hardware and implement dealer has sold his hardware business to Williams Co., Ltd.

Humboldt, Sask:—Ritz & Yoeger have disposed of their hardware business to Geo. E. McKinney, late of Powell River, B.C.

Theodore, Sask.—Learmonth & Laying, hardware dealers, have dissolved partnership, T. F. Learmonth continuing the business.

Paint Traveler Resigns.

J. F. Bowden, Toronto, Ont., has resigned his position with the Imperial Varnish and Color Co., Toronto and intends taking a complete rest and change for a time. Mr. Bowden has been associated with the Imperial Varnish & Color Co., for the past nine years, part of the time calling on the trade in North and North-western Ontario. During recent years he has looked after the selling end to the hardware and paint trade in Eastern Ontario, Quebec, Maritime Provinces and Newfoundland.

British Columbia Items.

J. Hopper, of the Hardware Company, is in California on a few week's holidays.

Eby & Sparks have opened a new general store at Terrace, one of the new and growing places.

Cooper & Parks have purchased the business at Deroche, formerly held by the Nicomen Supply Company.

Now that they have got into fine new quarters, Denmark and Burton, Chilliwack, have one of the best hardware stores on the lower mainland.

Friends of Mr. and Mrs. T. Kirk recently gave them a surprise party, the occasion being their china wedding.

Mr. Greaves, manager of the Shore Hardware Company, Victoria, has returned from a visit to his old home at London, Ontario. He brought back a bride.

Owen & Whalley, who have had a butcher shop and hardware store on Fourth avenue, have sold out the butcher shop and will devote all their time to the hardware section.

The Drake Hardware Company, Victoria, are making considerable improvements to their establishment, so as to provide room on the main floor for a display of sporting goods.

J. Bryson, sr., member of the hardware firm of Bryson & Sons, New Westminster, an old-established house, has been re-elected alderman for 1914. The municipal contest was very keen in New Westminster.

Mr. Moscrop, of the hardware firm of McTaggart & Moscrop, who recently sold out to Johnston & Salisbury, has gone to Toronto to live. The climate of the coast was not beneficial to Mrs. Moscrop's health.

Fraser & Carpenter have opened a hardware store at Newport, which hereafter is to be known as Squamish. Mr. Fraser was formerly in business at North Vancouver. Newport is the new town at the head of Howe Sound, on the line of the Pacific Great Eastern, which will run from North Vancouver to Fort George.

Personals.

The following representatives called on the Montreal hardware trade during the past week:—

Thos. Mortimer, Toronto, Rabone & Sons, Heath Foundry Co., El Star Company, Alfred Williams, Ltd.

Jas. Kinsman, Philadelphia, North Brothers Mfg. Co.

W. H. Wilson, Rochester, Rochester Stamping Co., Robeson Cutlery Co.

B. A. C. Catlin, New Britain, Conn., Corbin Cabinet Lock Co.

J. W. Hubbard, Sheffield, Stacey Brothers.

Mr. Shaw, Sheffield, Alfred Fields, Limited.

Mr. Shine, Peterboro Lock Company, Peterborough.

Chas. R. Hubbard, Hamilton, Atkins Saw Co.

R. Barrington, Cleveland, Cleveland Twist Drill Co.

C. L. Gerard, general manager, J. Wiss & Sons, Newark, N.J.

A. Sumner, president, and Percy Dixon, general manager of the firm of Sumner & Company, hardware merchants, Moncton, N.B., were in Montreal for a few days during the week.

C. McArthur and William Forbes, of the firm of Brace McKay & Co., hardware dealers, Summerside, P.E.I., were in Montreal during the week.

T. B. Williamson, of H. S. Howland, Sons & Co., Toronto, visited the Ottawa Exhibition.

C. E. McLaughlin is now covering the Canadian trade for the Oneida Community Co.,Niagara Falls, Ont.

Gordon C. Seybold, general manager Cochrane Hardware Co. stores, was a visitor in Ottawa last week.

S. H. Lewis, of Smith's Falls, is now representing Pinchin, Johnson & Co. (Canada), Ltd., in Eastern Ontario.

F. R. Newman, manager Canadian Fairbanks-Morse Co., Toronto, sailed from London, England, on the 25th.

S. L. Adolph, hardware merchant, Listowel, Ont., was a visitor at the Toronto office of Hardware and Metal this week.

G. H. Mabee, of the Latham Hardware Co., Moose Jaw, Sask., was a visitor at the Toronto office of Hardware and Metal this week.

M. J. Butler, of Armstrong, Whitworth of Canada, Ltd., left Montreal, on Feb. 19, on a visit to the parent works in England. He expects to be back in Canada about the latter part of March.

William H. Evans, representing Messrs. Wilckes-Martin-Wilckes, lampblack makers, New York, and Messrs. Blundell, Spence & Company, Hull, England, called upon the trade this week.

Frank Bishop, senior partner of Messrs. Bishop & Son, the old established hardware firm of Brantford, Ont., accompanied by Mrs. Bishop, was in Montreal recently, en route to St. John, N.B. from whence they have sailed to England for a short visit.

Among the visitors at Ottawa during the week were: S. H. Alexander, of Wood-Vallance & Co., Hamilton; Col. Gartshore, of McClary Mfg. Co., London; A. W. Poole, Brandram-Henderson, Ltd., Montreal; Harry James, Shurley-Deitrich & Co., St. Catharines branch; Chas. Thomas, Sherwin-Williams Co., of Canada, Toronto branch.

New Goods Offered Canadian Hardwaremen

LADDITE GAS MANTLE.

The Hamilton Gas Mantle Co., Hamilton, Ont., announce that they have purchased the secret process rights for the manufacture of the Laddite incandescent



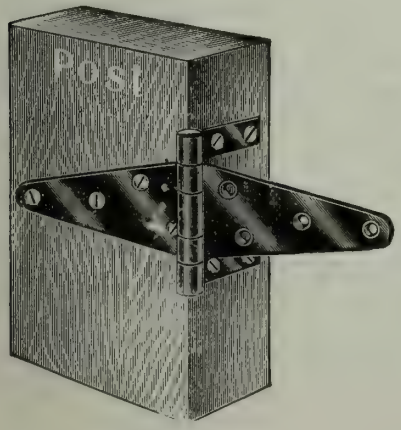
Laddite Gas Mantle.

gas mantles for Canada, including the registered trade mark Laddite.

It is claimed by the makers that the Laddite mantle maintains its brilliancy upwards of 2,000 working hours. This is said to be due to the action of the Laddite element, which, it is said, prevents the vaporization of the ceria oxide, one of the ingredients used in combination with thorium, the light-giving element.

PAUL HINGES.

The Paul Hinge Co., Muskogee, Okla., are offering the trade the Paul hinge, here illustrated. The makers claim that in the construction of the Paul strap and tee hinge it absolutely does away with the three weak points of the ordinary hinge.



Paul Hinge.

The Paul hinge, the company states, stops twisting off where they are fastened only once on the central pin. They also prevent the gate or door sagging and from pulling off, for the leaves on the Paul hinges prevent any strain on the nail heads.

The hinges are packed one pair in a box with screws or nails, or in convenient assortments, including the 4, 6, 8, and 12-inch sizes.

"PULL EASY" NAIL COLLARS.

The Pull Easy Manufacturing Co., Waukesha, Wis., is offering the trade the "Pull Easy" nail collars, here illustrated. The collars are made of steel, and are for use in building concrete forms, false work, braces, scaffolding, and in any other place where nails are used for a temporary purpose.

With the collar, the nail may be imbedded just as firmly in the wood as ordinarily. But it holds the head of the nail proper far enough out of the wood so that the claw of a hammer or nail puller can easily catch it.

It will not crumple or break down



Pull Easy Nail Collars.

when sledge hammer blows are rained upon the nail head. The collar may be used over and over again. Its base is much larger than the head of a 20-penny nail, so that it has a greater drawing surface. It is claimed that a concrete form put together with "Pull Easy" collars needs no reinforcing clamps or wires.

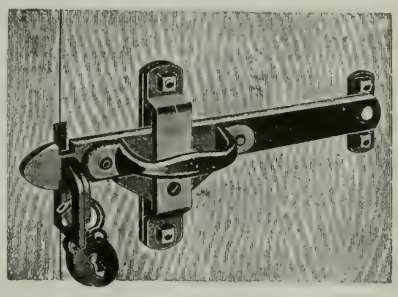
There is only one size nail collar, and it fits any size nail from an 8-penny to a 20-penny. The carpenter or form builder goes to his work with his ordinary supply of common nails and a few hundred "Pull Easy" nail collars in one corner of his apron. When he is driving nails for temporary purposes, he finds it a simple matter to slip a nail collar over any size nail he wishes to use.

In dismantling forms and falsework, the quantity of good lumber split and broken is said to be very great; but by the use of these nail collars, it is said, this waste is avoided.

The collars are put up in boxes of 5,000, 10,000 and 20,000.

NEW LATCH AND HANGERS.

Among the new lines which are now being made by the Richards-Wilcox Canadian Co. at their plant in London, Ont., are the No. 126 sliding door latch, and

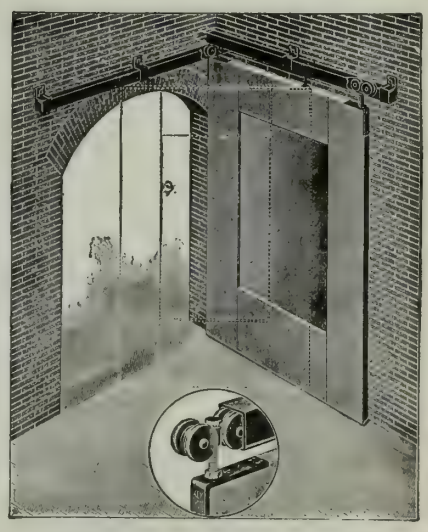


No. 126—Sliding Door Latch.

also their No. 235 trolley track and hangers.

The No. 126 sliding door latch is said to be a heavy latch of exceptional utility, reversible for right or left-hand doors. It is made of steel, is 14 inches long, and adjustable for doors from 2 inches to 3 inches thick. The manner of setting keeper on the jamb permits use of padlock if desired. The latches are finished in japan.

The No. 235 trolley track and hangers for angle doors are used largely for garage work and in buildings where



No. 235—Hangers and Track.

space does not permit the use of the ordinary sliding door. This arrangement carries the door either right or left against the side wall.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

With the weather moderating, and Spring approaching, there appears to be a slight improvement in business.

A large number of orders are booked for March 1 delivery, and next week should see a big movement in many lines. The paint outlook is exceptionally bright, and hardwaremen are looking forward to an exceptionally busy Spring paint trade. A few price changes have taken place during the week. Flat and round head bright screws have declined 10%, making present quotations very low. Glass has declined in Toronto, and a change has taken place in turpentine quotations. In the metal market there is still signs of optimism, although the volume of business passing is not large.

MONTREAL.

MONTREAL, Feb. 25.—This week has brought a much livelier feeling to the local market, and business is much better than one week ago. Orders have been received during the past week for many lines of spring goods. There has also been a general sorting demand. The lumber camps are still ordering supplies, and, owing to the persistent cold weather, coupled with good roads, this business has been quite heavy during the last few months. The lines which are most in demand for this class of work are boot calks, cant hooks, axes, axe handles and coil chain.

There has been quite a demand from all centres for tools and supplies used in the maple industry, and in view of the near approach of that season the demand is increasing to a marked extent for pails, sap spouts, sap bits, etc. This industry will open up in a few weeks, and there should be a heavy movement in the lines mentioned between now and then.

There appears to be a much better demand from the country dealers than that which is coming from the city dealers. This is explained by the fact that the weather, which has been so consistent, has held the city men up, and they will not order their spring supplies until the temperature takes a drop and things break up. At the present time they are carrying fairly heavy stocks, and it will be necessary for them to reduce this before they get in their spring supplies. The weather in this province during the past three months has been quite steady, and zero or under has been the general reading of the thermometer. At the present time there does not look to be much chance for a break-up for a couple of weeks, as the general feeling is that winter weather will be experienced until well on into March.

February is, as a rule, a very bad month for collections. Why this should be is more or less of a mystery. January and February are the slow months for the retailer, but as this is known to him he naturally does not buy any more than is necessary, therefore his accounts should not be very large. However, this fact is borne out by the majority of the wholesale houses, and they report collections a little slower than usual, although they add that they are no worse than they were for the corresponding period of last year. It may be reported that collections are normal.

DECLINE IN PRICE OF SCREWS.

Flat head and round head bright screws have declined 10 *per cent. at Toronto and Montreal. The discount on the former is now* 85-10-7½-10%-10% *and in the lathes* 80-10-7½-10%-10%. *Round and flat head brass remain unchanged, the former being quoted at* 75-10-7½%-10%, *and the latter at* 70-10-7½%-10%. *It will be seen that the price on bright screws is now very low.*

Decline in Screws.

There has been an additional 10 per cent. discount allowed for screws this week, and all quotations are now including the new discount. Apart from this there has been no other change to report during the week.

The metal market has been rather dull during the week, but improvement is looked for.

Tin.

The London quotation to-day is given out as £173 15s. for spots, while the futures are quoted at £175 15s. These prices show quite a falling off from those view of the curtailment of buying, and they look for further decline unless that condition shows some change.

Lead.

The local situation is not strong by any given one week ago, which were at an advance of £3. The New York prices are also lower than those of one week ago, and are given as $38.20 and $38.50 for spots and futures respectively. Locally there has been no change. A report from New York would lead one to believe that cheaper prices were not at all unlikely.

Spelter.

Theer is no change in the local situation, and both the demand and the quotations given last week can be repeated. The London quotation has advanced 2s. 6d., and is given this week as £21 10s, while the New York price of $5.22½ is 2½ cents under that given one week previous. The opinion in New York is that the market has held up remarkably in means, and, although there has been no change from the prices of last week, the market is weaker. The London quotation to-day is showing an advance of 2s. 6d., and is given as £19 12s. 6d., while the New York price has fallen off 2½c, and is given as$3.85. New York reports are to the effect that concessions have been made in order to move spot stocks, hence the reduction.

Copper.

The local situation is unchanged from one week ago, and neither the demand nor the quotation is altered. London price for spots has fallen off 13s. 9d., and is given as £64 6s. 3d., while futures have also dropped off 11s. 3d, and are given this week at £64 18s. 9d. The New York quotation is 15 cents under that of last week, and is $14.30. The market is reported as being fairly steady at this figure.

Antimony.

Locally there is no change to report in this market, both the price and demand remaining unchanged from one week ago.

Iron.

The local market is none too strong, and the same may be said of the London market, which quotes £2 10s. 4d. this week, a reduction of 6d from one week ago. The New York market is in rather a peculiar condition at the present time.

In the stove and heating business the situation is rather a waiting one. That

branch of the hardware business is now waiting for the present season to close, and the next season to open in order to get in their line of gas stoves.

TORONTO.

TORONTO, Feb. 26.—Business this week cannot be stated as being too rosy. The steady cold weather has to a certain extent caused a slight lull. Hardware jobbers and manufacturers report that most of their travelers were at the recent convention, and have not got down to where the orders would be coming in as yet. Inquiries for prices on larger quantities are being received; hence a feeling of optimism is the order of the day.

The metal market is steady. Tin has a tendency to drop a ¼ cent, but will have settled to its old price, as quoted last week, by the time we go to press.

Hardware.

The hardware jobbers report business as being seasonably quiet, though much more so on the whole than last year during the same period. Retail merchants have allowed their stocks to run lower than in previous years, and rush shipments were the order of the day. The outlook is very good, and inquiries for prices on larger-sized orders are being requested.

Cement.

There is a slight lull in the demand for cement on account of the extreme cold weather which has been experienced throughout the whole Dominion. Cement merchants, however, are making larger shipments now than ever before during the same period, and no doubt cement, which at one time was a commodity only in demand during the summer, will become generally in demand all the year round.

Rope and Twine.

Business in rope and twine is seasonably quiet. 1914 quotations on binder twine are still held in abeyance, but will be issued shortly. Rope remains as follows:—

Pure Manila rope	15c	base
British Manila rope	11c	base
African hemp	11c	base
Sisal	10½c	base
Lath yarn, single	9¾c	lb.
Lath yarn, double	10¼c	lb.

Woodenware.

Manufacturers and jobbers report business in this line is holding out well. There is a slight decrease this month, but all through the winter the demand has been satisfactory.

Brushes (Hair and Fibre).

Reports show that a considerable amount of brushes have been sold recently by hardwaremen; their stocks are lower and buying is brisker. Rush orders are being received from all parts of Canada. For quite a period this line was rather slow, but now, with stocks at a lower level and the introduction of new lines, it is felt that a greater volume of business will be done in the near future.

Iron Pipe.

Demands for iron pipe, both black and galvanized, are a little slow, and are not expected to be otherwise until building operations begin. Reports show that this year is expected to be extra busy.

Tin.

Tin is a little unsteady, and, while it is reported a quarter of a cent lower, it will have recovered its position by the end of the week, and stand at the same price as quoted last week; viz., 42 cents to 44 cents.

To Members of the O.R.H. & S.D.A.

Treasurer Caslor Offers to Take Up Matter of Rebates From Ottawa Hotel—It is Said That Some Visitors Were Overcharged.

Gentlemen,—I have received a letter from A. R. Benhardt, Preston, who attended the Ottawa convention complaining that he was overcharged at the Chateau Laurier, and, as there were others who were overcharged, I want to explain the situation.

The circular issued by the Exhibitors' Association announcing the hotel arrangements at Ottawa read as follows:

"For hardwaremen, exhibitors, guests and ladies who attend the convention and exhibition, a special rate has been secured at the two leading hotels at Ottawa, the Chateau Laurier, and the New Russell. The rate is $1.00 without bath, and $1.50 per day with bath for five days.

The rooms are expected to accommodate from two to five persons according to size. If you reserve a room that is expected to accommodate three persons, the charge will be for the whole room $3.00 without bath, or $4.50 with bath.

A deposit of $5.00 must be sent with your application. Send money orders, checks without exchange added will not be accepted. For the $5.00 deposited, reservation will be made for you, from Feb. 16th to 21st, at either of the hotels mentioned, The committee reserving the right to assign to either hotel mentioned.

After committee assign you to hotel, deliver the hotel accommodation coupon, or receipt for the $5.00 to the hotel where you register, this will be credited to your account, either in full or on account, according to accommodations you select, and this assures you the special rate engaged for you."

It was understood that all reservations were for five days, and there would be no rebate if a person only stayed three or four days. And it was also understood that if two delegates occupied a room large enough to accommodate three or more, and the hotel clerks wished to put more men in the room they could do so. We have usually slept about four in a room at conventions, and we were willing to do so at Ottawa.

On Wednesday, the third day of the convention, a complaint was received from C. R. Bailes, Oshawa, that he was being overcharged at the Chateau Laurier. Mr. Bailes paid a much higher rate than expected and left the hotel the next day.

The Retail Hardware Executive held a session after the theatre party on Wednesday night and threshed the matter out with the Exhibitors' Executive, adjourning at 1.30 a.m., the Exhibitors advising that hotel bills be paid for the advertised amount "on account," to refuse to pay the overcharge, but to send the bills with the unpaid balance to the secretary of the Exhibitors' Association. This announcement was made at Thursday's convention meeting.

On Friday most of the retailers left and finding that the Chateau Laurier hotel clerks were insisting on bills being paid in full, I took the matter up with Manager Folger, who said his system would have to be followed and bills paid in full. But he went with me to the room occupied by Mr. and Mrs. Wanless and admitted that they had been overcharged, and promised that he would send me a rebate for them. I secured a rebate of $4.00 for R. W. Clements, Milton, and forwarded to him.

Acting on this understanding I requested others to pay their bills in full and leave their receipts with me to secure rebates.

Mr. and Mrs. Occomore, Mr. and Mrs. Conn and Mr. and Mrs. Wrigley, therefore, paid their bills in full, each paying overcharges of from $3.00 to $6.00.

These rebates should be paid promptly, and if they are paid to any they should be paid to all who have claims.

If, therefore, any retailers who visited Ottawa last week were overcharged, and send their receipts to me, I will try and secure rebates, and will go to Ottawa, if necessary, to see Mr. Folger, manager, of the Chateau Laurier, who, I feel certain, will adjust matters satisfactorily.

JOHN CASLOR. Treasurer.

Toronto, February 26th, 1914.

Securing the Co-operation of the Painter

Experience of Hardware Merchants in Connection With the Co-operation Problem — How One Merchant Got the Painter Interested in Ready-Mixed Products.

ONE of the questions in the question box at the recent Ottawa Convention was, "What is the best method of securing the co-operation of painters to use ready-mixed paints and decorators' materials? This is a problem which confronts hardwaremen in almost every town and city. One retailer at the convention stated that it was almost impossible to get the painters to co-operate and he did not know of a painter in his town who was in favor of using ready-mixed paints.

The majority of painters even though they may think that a good ready-mixed paint is superior to the hand-mixed article will not admit it. This opinion of this hardware dealer is shared by many other hardwaremen in the trade. There are also a good many hardware merchants who are inclined to think that the trade of the average painter is not any too desirable. This view may be correct in many cases but nevertheless there are a good many painters who are absolutely sound and are able to meet all their liabilities.

The trade of the reliable painter is very desirable and it appears as though there should be a great deal more co-operation between the retail hardwareman and the painter than really exists at the present time.

One merchant recently put forth the plea that it was absolutely impossible to co-operate with the painter. The merchant stated that painters in his town purchased their goods from a supply house in a distant city, and only went to his store for small amounts of painting materials at times when their stock had run low.

Investigation of matters in this town disclosed the fact that a continuous war raged between the hardwaremen in this town and the painters.

The newspaper ads. of the merchants were continually rubbing against the grain of the painters. Advertisements would often appear advocating that the public dispense with the services of the painters, by ready-mixed paints, and do the work by home labor. This method of advertising was naturally resented by the painters who thought they saw, or did see an attack being made on their method of making a living. The result was that the painters of the town in addition to knocking ready-mixed paints, purchased their supplies from an outside point.

Another retail hardware merchant in attendance at the Ottawa convention related an incident to show how he got the ball rolling and secured trade from a local painter.

A resident in the town where this merchant is located was building a new residence and was undecided as to what finish should be used on some of the walls in the interior.

When canvassing the resident for an order for builders' hardware the merchant suggested that a flat wall finish be used for some of the walls. The merchant explained how the finish could be applied, how it could be washed, the beautiful effect of the finish, and the easy manner in which it could be renewed at any time, without any difficulty in securing colors to match, (an objectionable feature when hand-mixed goods are used), the merchant also explained that he would fully guarantee the goods if the painter applied them according to directions. The painter was rather reluctant at first but he finally agreed to do the work.

When the job was completed the owner of the house was delighted with the work and the painter was forced to admit that the ready-mixed product was not so bad after all. The merchant then approached the painter and made him a proposition whereby the latter is now receiving a discount on all the ready-mixed paints he uses and in the course of a year his purchases total up to a considerable amount. The merchant and the painter are now co-operating and are getting along hand-in-hand.

The manager of a paint department in a large hardware store in an American city, in writing to an American contemporary stated as follows:—

Don't overlook the painters, even though there may be a few in your town who are not altogether reliable. Their influence and co-operation is desired, and a little tact on your part will be the means of securing a good word from them to a prospective customer.

I am forced to tarry on the subject of getting the painters' co-operation, for to be the real paint man in your town, you will have to get at least the painters' willingness to spread your paints. The average painter, when it comes to finance, is not there. Therefore, it is up to you to get next to a couple or more practical painters, and prove to them that in handling the line that you do, you had in mind the requirements of any first-class painter. Tell them that they know, better than you, what their standing is in the community. However, if they seek decorating business urge them to get in line with you, because you are are going to make some one, not only THE painter, but THE interior decorator, of Smithville.

Get them started right, by letting you make the sale of the material with a fair commission for them. Take an interest in their plans and welfare, and with the assistance of our traveling representative, you should have no trouble in keeping the painters on your side.

If I were starting in to get more profit out of the retail paint business, the first thing I would do after placing in stock a standard and well-advertised brand of goods, would be to call the painters to my home some evening to talk over the prospects for future business. This would be a move to gain their confidence. I would follow this up by a "Smoker" in the store, in which I would lead up to this proposition:

"You are not following the painter's trade for your health any more than I am handling paints for my own health. However, it is just as essential that I make sales with a fair profit, as it is for you to expect a profit for your skill and labor as a mechanic.

"Now, genetlemen, you will admit that the brands of paints and sundries I am carrying, so far as quality is concerned, are standard; and that the prices I have placed on these goods are in keeping with the quality. It takes an investment of several hundred dollars to carry a stock that will meet with your requirements, yet I am willing to carry a complete line, provided we can get together on the proposition I wish to make you whereby all concerned can profit.

"I know that in order to make a success in this department it must come through your influence and the material you use. Both of these are valuable assets to my business. Appreciating this fact, I propose that we get together and make an agreement for our mutual profit and benefit.

"My idea is to allow you a working interest in my paint department in the form of a commission on everything that you use in your contracting or any material that your influence has actually helped to sell. Even if a houseowner buys from our stock the paint to do his own work, and if it is your influence that prompted him to use the goods we carry, you will get your commission."

The writer then went on to explain the amounts of the commissions, etc. This could be arranged by the dealer.



Are You Ready for Spring Re-decorating Activities?

As regularly as Spring itself comes house-cleaning time—and with house-cleaning re-decorating Paper-hangers and decorators are working overtime. You would be surprised to learn just how many tons of paste are required in re-decorating the homes of one community. If you are observant you will also note that the best decorators are using

FULLER'S  DRY PASTE

It has long been the standard paste with paper-hangers, because in its manufacture all possible improvements have been made. Put up in 200-pound barrels, 100-pound half-barrels, 35-pound pails, and packages. **Fuller's Dry Paste** is in condensed powder form—mixes with cold water, and is ready for immediate use. It is a paste with a body—does not set too soon, but allows the paper to slide easily before drying, and does not discolor delicately tinted papers. Fuller's paste has also an extensive covering capacity—2½ pounds of the powder make a bucket of paste when mixed.

Knowing decorators will ask for **Fuller's**, so don't lose good profits by not having your stock in shape.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

BERRY BROTHERS' VARNISHES

For longest wear and easiest care, recommend Berry Brothers' Varnishes for your customers' floors, woodwork and exposed outside surfaces. They protect the wood perfectly—they keep it looking bright and handsome—make the work of cleaning easier, therefore less expensive.

Berry Brothers' products have stood for 56 years as the *standard* of high-grade varnishes. They are the result of careful, scientific manufacturing methods, so they give lasting satisfaction.

There's a Berry Brothers varnish for every need. The following principal products are best known and most widely used in ordinary finishing or refinishing work:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry Spar Varnish—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

If you do not handle Berry Brothers' Varnishes, write us direct for information.

World's Largest Varnish Makers

BERRY BROTHERS
INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

Methods of Retailing Paints and Varnishes

MONTREAL.

MONTREAL, Feb. 25.—There is a big rush on at the present time shipping out spring supplies all over the country. Many orders for spring are still being received, and the trade is busy shipping out to all centres. A great many orders being received at the present time are for immediate delivery, while there are others which are not to be shipped out until the 1st of April. Collections have been quite a bit better during the past week, and, although February is recognized as rather a poor month, this year it has really not been noticed to any great extent. There are some accounts which could be better, but they are not numbering so great as those f a few months ago. This looks to be a good year in the paint business, and retailers all through the country seem to recognize this fact.

White Lead.

The demand at present is showing a slight increase over that of the last few weeks, and local dealers look for a further increase from now on. The quotations this week are unchanged from those of one week ago, and ton lots are selling at $8.05, while less than a ton are quoted at an advance of 20 cents.

Linseed Oil.

There has not been any change as regards demand, but there has been a change in the quotations. Although this is not general, there are some firms quoting as low as 58 cents for raw, while boiled is quoted at an advance of 3 cents. The other quotations vary until they reach 60 cents for the raw and 63 cents for boiled oil. We are quoting the higher prices herewith:

Raw Oil—

1 to 4 barrels	60c per gal.
5 to 9 barrels	59c per gal.
10 to 25 barrels	58c per gal.

Boiled Oil—

1 to 4 barrels	63c per gal.
5 to 9 barrels	62c per gal.
10 to 25 barrels	61c per gal.

With open prices for carload lots.

Prepared Paints.

As stated above, the demand at present is good, and orders are being received from all centres mostly for immediate shipment, although there are some which call for shipment as late as the 1st of April. City dealers have not as yet ordered their requirements, and this will, no doubt, prolong the present rush for some time to come.

Glass.

There is no change in the demand in the market, and business is still a trifle backward, although it is expected to pick up in the near future. There has been no change in the quotations from one week ago.

Putty.

There is the same quiet demand in this market that has featured it for some time back, and, although there should be quite an increase in this before long, the usual spring demand has not started in.

Bulk, in casks....$2.30 per 100 pounds.
Bulk, in drums... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.

With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

Locally the dealers seem to be split in their quotations, as no two received by us to-day corresponded. The highest quotation received was 68 cents per gallon, while the lowest was 64 cents. Lots of 5 barrels and over are quoted 1 cent cheaper in each case.

Gasoline.

The demand at present is very good, considering the weather, which has been very severe all winter. The usual spring rush is expected shortly, and this will start the busy season. The quotations as given last week are still in effect: 25½c per gallon in wood, 22½c per gallon in steel and drums, while local tank wagon price is 21c for 100 gallons and over.

Benzine.

The same steady demand is in evidence at the present time, and prices which ruled last week are still in effect. There is very little change in the demand for benzine at any time of the year, with the possible exception of spring, which, no doubt, stimulates it for a time. The prices are as follows:—

Barrel lots in wood are quoted at 23 cents per gallon, in steel and drums 20 cents, while local tank wagon price is 19 cents per gallon for 100-gallon lots and over.

TORONTO.

TORONTO, Feb. 26.—Paint jobbers and manufacturers are a little quiet, though they report that where the temperature of the weather is not so low the paint business is better. However, on the whole, this line has nothing to complain of. Shipments are better than they were a short period ago. Orders are being received for early spring shipments, and the trade as a whole bears a healthy tone.

Linseed Oil.

The demand for linseed oil is a little low on account of the conditions of the weather. Reports show that this commodity is holding its own. Orders are being received for spring delivery, and jobbers and importers are in an optimistic spirit. No doubt the coming mild weather will increase demands. Prices remain as quoted last week, viz.:—

Raw—

Single barrels	.....	65c.
3 to 5 „	.....	63c.
6 to 9 „	.....	61c.

Boiled—

Single „	.....	68c.
3 to 5 „	.....	66c.
6 to 9 „	.....	64c.

Oil in less than barrel lots 7 cents per gallon. Cans are charged for—5-gallon, 50 cents each, and 10-gallon, 75 cents.

Turpentine.

Turpentine has shown a decided drop in prices, and, while there is not a large quantity reported on hand, prices are quoted as follows:—

Pure 5-gallon cans	.....	74c.
„ in single barrel	.....	67c.
„ 2 to 4-barrel lots	.....	66c.

The reason for this reduction in price is that demands for turpentine in England showed a decided decline; hence a decrease. But it is felt that before very long turpentine will again rally to its old prices, which were quoted the same for several weeks. This feeling prevails on account of there not really being such a large quantity on hand at the source of supply.

Glass and Putty.

Demands for glass and putty are fair. Before the cold spell which prevails at present demand was a little brisker, particularly during the month of January. However, there are several more inquiries being received for quotations on glass, in particular in large bulk, than previously. There is a decrease of 5 per cent. on glass quoted this week.

White Lead.

Orders are a little slow for present shipment, but much more numerous for spring, and orders are still being booked for delivery until May 15th at the following prices:—

5-ton lots, $7.90 per 100 lbs.
1-ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Prepared Paints.

Orders for spring shipment are up to all expectations, and a few houses report demand better than ever before for this period of the year.



REPEAT ORDERS

No one ever yet built up a permanent paying business with inferior goods. It isn't the first sale that makes the business, but the repeat orders you get from satisfied customers, who come to you because they know by experience you sell the things they want.

DEPENDON
LIGHT HARD OIL FINISH

is a trade-builder because it has precisely the qualities that appeal to practical men—dries hard, rubs to a fine polish, will stand hard wear and is always uniform. It is the most dependable hard oil finish made, therefore the surest to give satisfaction and bring the customers back for more.

IT PAYS to sell **DEPENDON** because the first sale means a steady customer.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paint Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.

Carpenters', per doz. 12 50 14 00
Plain ship, per doz. 18 00 22 00

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 5-10 and 2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 75 $10 50

ANVILS.

Buckworth, per lb..... 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz..... 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz..... 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50
Bench Axes, Samson.
No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze. Star frictionless. Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces. 95c.

BENZINE.

Single barrels, 22c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base.....	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.....	0 14	0 16
Ingot, Yellow, lb.....	0 13	0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz..... 4 80
3 sections, 5 ft., doz..... 6 00
3 sections, 6 ft., doz..... 7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz..... 6 60
With rim, 18x28, doz..... 7 20
With rim, 20x30, doz..... 7 80
Without rim, 18x24, doz... 4 00
Without rim, 18x28, doz... 4 50
Without rim, 20x30, doz... 5 00

BOARDS (Ironing).

Size 12x60 ins., doz..... 7 20
Size 14x60 ins., doz..... 8 40
Folding, 12x60 ins., doz... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50

BOARDS (Wash).

Glass, doz. 3 50
Enamelled, doz., net..... 3 50

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.
1 gal. jacketted, per doz.... 2 70
2 gal. jacketted, per doz.... 3 60
3 gal. jacketted, per doz.... 4 20
5 gal. jacketted, per doz.... 4 80
10 gal. jacketted, per doz.... 8 40

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.....	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English..	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENTS (ROOFING).

	Per gal.
Roofing cement (in bbls.)...	0 17
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross..	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5. 12 in., doz. prs 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in. 2 50
Malleable adjustable, 4 in.. 7 60
Carpenters, 3 feet 3 60

CLEANERS (VACUUM).

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combina'n Cleaner 6 50
Cadillac Electric, Model C.. 18 00
Cadillac Electric, Model D.. 20 00

COMPOUND.

Soclean Sweeping.
4½ lb. size, 2 doz. in case, case 4 50
8 lb. size, 2 doz in case, case 7 20
17 lb. size1 doz in case, case 6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto. 100 lbs.
Casting ingot	16 75	16 75
Cut lengths, round bars, ½ to 2 in....	....	27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.	....	29 50
Copper sheet, tinned, 14x60, 14 oz.	....	30 50
Copper sheet, planished, 14x60, base.	....	37 50
Braziers', in sheets, 6 x 4	....	29 50

CORD, SASH.

No. 9, per lb. 0 50
Sash Chain, No. 2, bd. ft... 1 40

(CANADA) PLATES

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo D.	Crown.	Ordinary
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base ...	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base..	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....		4 65
I X, 14x20 base....		5 65
I X X, 14x20 base.		6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base		4 50
20x28, double box.		9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin....		9 40



Our 1914 Campaign

We are not content with making the best paints on the market, but our energetic, up-to-the-minute 1914 campaign in direct support of every retailer of

MINERVA Paints and Paint Specialties

cannot but result in bigger business and better profits.
Ask any "MINERVA" Dealer. HE KNOWS!
Let us tell you all about it—A Postal will bring details.



PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Ave., TORONTO

WINNIPEG VANCOUVER LONDON, ENG.

Established in 1834

44-A



MARTIN-SENOUR PAINTS & VARNISHES

What's It Worth To You?

Right in **your** town is the only place where advertising will do **you** any good—

The value of a Paint Manufacturer's Advertising Campaign to **you** depends, not only on how forceful the messages—but how many people in your locality read them—how many of your possible paint customers are reached.

Ask the Paint Salesman who talks "Big Advertising" —"Co-operation" —"Dealer's Selling Helps," to give you details. Get a list of the Publications used—see how many of them circulate in your town—see what it's worth to **you.**

Advertising in Magazines and Farm Papers, that are published in the United States, and have only a scattered Canadian Circulation in the large centres, will never sell a dollar's worth of paint for you.

Martin-Senour Advertising is **Canadian** Advertising—in **Canadian** Papers—published for **Canadians**—by **Canadians.**

If you believe that it pays to sell pure paint —100% Pure Paint, backed up by strong selling messages that are carried to your prospective customers effectively—If you believe in quick sales and satisfied customers, then write or wire for the details of our exclusive Agency Proposition.

THE MARTIN-SENOUR CO.
LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

E

EAVETROUGHS.

10 inch, in 10 ft. lengths....	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths....	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American..	75
Kearney and Foot, Arcade.	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain, 50 per cent.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35

3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

Fly-wheels for same, 2 qt., 75c;

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 23c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb..	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb..	0 17½	0 19
25-lb. drums, lb..	0 17¾	0 19¼
1-lb. pack., lb....	0 19¾	0 21¼
½-lb. pack., lb...	0 21¾	0 23¼
1-lb. tins, lb.....	0 20¾	0 22¼
½-lb. tins, lb.....	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.....	4 00
Leather, 1½-in., per doz..	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1.....$	13 13
Samson shingle, No. 2.....	14 20
Samson claw, No. 1.....	15 10
Samson claw, No. 2.....	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb....	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.....	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft....		0 13½
Corrugated, ¾ in., ft....		0 16

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 R.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set....	2 75

Stearns wood track	Special.	
Zenith	....	9 00
Atlas, steel covered..	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 90
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers ...	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net .....$	0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel..	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel ...	0 15	0 15
Shoe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 08
High speed	0 65	0 65
Capital tool steel..	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel...	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch ..	....	0 05½
1 7-16 to 3 inch....	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Common, plain	5 00
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Chair Ladders, each .....$	2 00

(Roped Extension.)

20 ft. ....$	3 00	42 ft. ....$	7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each .....$	2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each .....$	0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock 12c	ft.
Extra Heavy 25c	ft.

26 ft.	3 90	48 ft.	9 12
30			3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz...	7 00
Japanned cold blast, doz...	7 50
Brass, well japanned, doz..	9 25
All brass, doz.	24 00
Cold blast globes, doz.....	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail) ..	5 40	5 45
100 lbs.	5 40	5 45
Imported pig, per 100 lbs.	....	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

BIG

RESULTS from small investments. Read Hardware & Metal's Want Ad. Page.



ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail & Tack Co., Edwin Ave., W. Toronto

MALLETS.
Tinsmiths' 2½ x 5½ in., per doz. ... 1 65
Carpenters', round hickory, 6 in., per doz. ... 1 95
Lignum Vitae, round, 5 in., per doz. ... 2 40
Caulking, No. 8, oak, per doz. ... 15 00

MATS.
Wire door mats, standard, 16 x 24. doz. ... 9 00

MOPS.
Mops, O-Cedar, doz. ... $12 60
S. W. Mops, doz. ... 3 25

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5 50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7 25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90. 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.
Cut nails — Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.. $3 00
½-in. x 22 ga. x 18-in., roll.. 4 30
½-in. x 22 ga. x 24-in., roll.. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll... 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 55 p.c.

O

OAKUM.

Plumbers, per 50-lb. bales	3 50
Ton lots	3 25

OIL.

Can. prime white petrol	0	15½
Royalite	0 17	0 16
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).
Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PAPER, ETC.

O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney.. 100 lbs.	0 85
Pitch, Scotch, per 100 lbs..	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
2 Ply Ready Roofing, p. sq.	0 75
3 Ply Ready Roofing, p. sq.	0 95
2 Ply Ready Roofing. p. roll	1 15
3 Ply complete, per roll.	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps. per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PIPE.
Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Size.	Black.	Galvanized
Buttwelded.		
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)
Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent.
Extra heavy 45 per cent off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

COTTER PINS.
Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hution's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.
Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.

Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000.	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 30
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt, Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila	0 15
British Manila	0 11
African hemp	0 11
Sisal rope	0 10½
Cotton, 3-16 in. and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 09¾
Lath yarn, double	0 10¼
Sisal bed cord, 48 feet, per doz.	0 72
Sisal bed cord, 60 feet, per doz.	0 90
Sisal bed cord, 72 feet, per doz.	1 08
3 Ply Cord.	
30 ft., per doz.	0 45
40 ft., per doz.	0 60
100 ft., per doz.	1 50
6 Ply Cord.	
40 ft., per doz.	0 95
48 ft., per doz.	1 15
60 ft., per doz.	1 45
72 ft., per doz.	1 75
100 ft., per doz.	2 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.
Net Prices on Champion Scales.
Shurley & Dietrich, 35 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SCREWS.

		Per cent	
Wood F.H., bright			
Wood R.H., bright and steel	85 10	7½	10
Wood F.H., brass	75 10	7½	10
Wood R.H., brass.	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown — 18-20 gauge. $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30. $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30. $4; 18x36. $5.15.

SKATES AND HOCKEY STICKS.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

Letter received from our Maritime Distributers

Benj. Moore & Co., Ltd.,
West Toronto, Ont.

Gentlemen:—

We have just landed the car of Moore's House Colors and Muresco shipped on the 29th and are glad to report it has opened up most satisfactorily.

This is the sixth year which we have been handling your lines, and it gives us pleasure to report that our sales each year have shown a very good increase, and that each year we find it a more satisfactory and easy line to sell. Everywhere in the territory which we cover, we find that it is becoming more popular all the time, and we look for steadily increasing sales.

Wishing you a prosperous year's business, we remain,

Yours very truly,
EMERSON & FISHER, Limited,
H. W. Emerson.

BENJAMIN MOORE & CO., LIMITED
2, 4, 6 Lloyd St., West Toronto
NEW YORK CHICAGO CLEVELAND

"SILKSTONE" Flat Wall Colors
(COPYRIGHT)



should form part of your "this season's" stock. Smooth as silk—hard as stone, sanitary, washable, and better than wall-paper, they are ready sellers to all interested in interior decoration.

And this doesn't mean just the householder alone—but also the professional decorator, who finds "Silkstone" is better than the sort he can make himself.

This business can be all yours—write us and we'll tell you how.

G. F. STEPHENS & CO., Limited
Branch at Calgary, Alta. **WINNIPEG, CANADA**

JAMIESON'S
Prepared Paints

are always made with "consumer satisfaction" constantly in mind. In fact this feature of our paint-making has developed into a sort of religion with us.

Consumer satisfaction is the ultimate test—Jamieson's Paints have been successfully passing under this test for over half a century.

R. C. JAMIESON & CO., Limited
Established 1858
Montreal **Owning and Operating P. D. Dods & Co., Limited** **Vancouver**

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SOLDER.

	Per. lb. Montreal	Toronto
Wire solder, lb.		0 27
Electrotypers solder, lb		0 30
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.
Foreign, per 100 lbs.. 6 25 5 45

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.
Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603. 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.
Discount. 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).
650 ft., per lb. .....
600 ft., per lb. .....
550 ft., per lb. .....
500 ft., per lb. .....
1914 quotations on binder twine not yet issued.
5 ton lots, ½ lb. allowance.
10 ton lots, ¼c lb. allowance.
Bag, Russia twine, lb.... 0 27
Wrapping cotton, 3-ply twine 0 26
Wrapping cotton, 4-ply twine 0 30
Mattress twine, lb..... 0 45
Staging twine, lb. 0 35

TUBES.
Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.
Can. wrought iron, 45 per cent

WASTE (POLISHING).
Cream 0 13
White 0 12

WASTE (WHITE).
XXX extra 0 11
X Grand 0 10½
XLCR 0 09¾
X Empire 0 08¾
X Press 0 07¾

WASTE (COLORED).
Fancy 0 07¾
Lion 0 07
Standard 0 06¼
Popular 0 05½
Keen 0 05

WASTE (PACKING).
Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axel 0 09

WASHED WIPERS.
Mixed white 0 08½
Light colored 0 07
Dark colored 0 05½

WEIGHTS, SASH.
Sectional, 1 lb. per 100 lbs.. 2 20
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100. 1 65

WEIGHTS.
Smarts, Horse, 3½c lb.

WIRE.
Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.40 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON
Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.
Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.
Galvanized, 1st grade, 6 strands,
24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 20
Garden, steel wheel, doz.. 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

A LETTER

Circulated by a

MAPLE LEAF AGENT

Amongst his customers

Cory & Co.
Hardware Merchants
Paints, Oils, Glass, Wire Fencing, Graniteware, Tinware, Etc.

Next door to the Molsons Bank
Frankford, Ontario
Canada

Dear Sir:—

We are very pleased to tell you that we have secured the exclusive agency for Frankford for MAPLE LEAF PAINTS and FLOGLAZE ENAMEL. Our Mr. F. A. Cory has travelled for the past ten years and has had an opportunity of talking with the leading hardware merchants and painters in Eastern Ontario and they all told us to handle the MAPLE LEAF line. Even merchants who were selling other lines of paints told us to secure the agency if we could get it.

When we lived in Belleville we bought it from J. W. Walker for our own house, and the results were so satisfactory that we do not have any hesitation in recommending it to you and if it does not prove satisfactory in every way we will cheerfully refund you your money.

Yours truly,
CORY & CO.,
Per. F. A. C.

It would be useless for us to add any further comment.

M L FINISHES THAT ENDURE
QUALITY

Extending confidence to customers as Cory & Co. have done denotes the same confidence in MAPLE LEAF lines that you can safely extend to your own. It is a confidence that will compel you to get right down behind the M. L. line and push it for all you're worth.

Hadn't you better write us for prices on a sample order.





THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



BLUE BARRELS

BADEN

Linseed Oil

Produces

QUALITY WORK

Every Brand Guaranteed

If your jobber does not handle them write direct to

The Dominion Linseed Oil Co. Limited

BADEN—TORONTO—MONTREAL

Paints, Oils, Varnishes, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs.	0 07
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 10
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 04
Vermilion, 100 lb. kegs....	0 20
Carmine red	0 50
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls..	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins. pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure...	0 19
Marine black, 25 lb. irons	0 36½
Combs. graining, set	0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	11½
CL	....	0 12
C	....	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 15 per cent.

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Less 20 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.
Under 26	3 40
26 to 40	3 60
41 to 50	4 00
51 to 60	4 25
61 to 70	4 50
71 to 80	....
81 to 85	....
86 to 90	....
91 to 95	....

Double Diamond.

Size United Inches.	
Under 26	5 00
26 to 40	5 45
41 to 50	6 25
51 to 60	6 75
61 to 70	7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

GLASS, PLATE.

40 and 5 p.c. off list, f.o.b. Ontario and Quebec.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

Ton lots, per 100 lbs.	Montreal	Toronto
Elephant, Genuine....	8 55	8 70
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)..	....	8 50
Munro's Select Flake White	8 55	8 65
Purity C O. Co.'s. Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine" ...	....	9 50
Genuine, 560-pound casks, per cwt...	6 15	6 12½
Genuine, 100-pound kegs, per cwt.....	6 40	6 38
No. 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
50 lb. kegs, per 100 lbs....	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs....	9 50
600 lb. casks, per 100 lbs..	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 59	0 65
3 to 5 bbls.....	0 56	0 63
6 to 9 bbls.....	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.....	0 59	0 66
6 to 9 bbls.....	0 58	0 64

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure 1 75	2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbs.	0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..2 50		2 60
Bulk, 25-lb. drums...		2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	....	0 74
Pure, single bbls. ...	0 64	0 67
2 to 4 bbls.	0 63	0 66

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 75
Light oil finish	1 35
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 91
Bakeing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish..	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 40
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



We Sell One Live Dealer in Each Locality

And then get behind him with our Up-to-date Advertising

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KY-AN-IZE



Is a Wonderful Product

It will double your Varnish business. Write for full particulars before you buy for spring.

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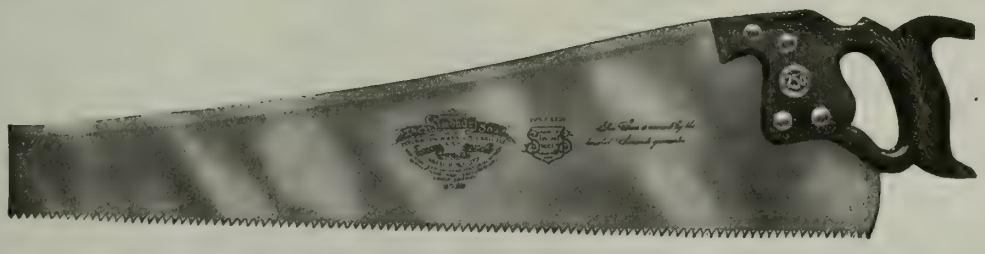
J. H. Ashdown Hardware Company

CALGARY **WINNIPEG** **SASKATOON**

Jobbers and Dealers

For an all-around satisfactory Proposition Sell

SIMONDS SAWS



Carpenters favor this saw. It is covered by an absolute money-back guarantee. It is the neatest looking saw, and it has a resale price so regulated that a legitimate and fair profit goes to both Jobber and Dealer, at the same time giving good saw value to the consumer.

For particulars, address

SIMONDS CANADA SAW COMPANY, LIMITED

St. Remi St. and Acorn Ave.

Vancouver, B.C. **MONTREAL, QUE.** **St. John, N. B.**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c; anvil and vise combined, Diamond, $3.85 each.

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BELTING.
Rubber—50 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅝ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅝, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each; No. 5, $10.00.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 37½c per lb. Tinned, 30c.

DRY COLORS.
White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.
White lead, $8.35 to $9.15 per 100 lbs.; red lead, kegs, $8.50.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 01
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3 65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GLASS, WINDOW.
Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

SAD IRONS.
Common Sad Irons, 8lbs. and Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4½, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, 3.00; No. 9 and larger, $2.78.

CUT NAILS.
$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PITCH.
Pine, $6.50 per bbl.; less than bbl. lots, 4c per lb.; roofing pitch, $1.00 per 100 lbs.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.75; 8 inch, $4.50.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.
$8.35.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50 60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES.
10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5.00; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg, Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent.; net extra N.P., $3.00 per doz.; net extra galvanized, $3.00; net extra coppered, $3.00; net extra blued, $3.50.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

TIN AND TIN PLATE.
Black tin, 58c per lb.

	Per Box.
20 x 28, I.C.	9 70
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.



Stewart No. 8 Sheep Shearer

The No. 8 Stewart Sheep-shearing Machine has been on the market for four years, and in that time has enjoyed the largest sale of any shearing machine ever put out.

The tripod base is solid and substantial.

Gears and gear case, as well as base and upright, are made entirely of metal and are the same style exactly as in the No. 1 Stewart ball-bearing horse-clipping machine.

MILLER-MORSE HARDWARE COMPANY LIMITED

"The Big Winnipeg House"

are now booking orders for March shipments and have provided enormous stocks for the Western Canadian territory.

The gear case of the No. 8 is enclosed and protected from dust and dirt of all description. Gears are cut from the solid steel bar and are made file-hard. They could not possibly be harder or tougher. They are all carefully assembled and run with clocklike precision. The oil holes in the upper part of the gear case enable the operator to keep the gears continually running in a bath of oil so that there is very little friction or wear. The shearing shaft is of the solid core universal jointed type, the only successful type of shearing shaft, as it transmits the power directly from the gear case to the knives without loss. A slow motion of the crank handle gives the knives a tremendous speed. The complete machine stands 39 inches high.



Stewart No. 1 Ball-Bearing Horse Clipper

The base of the Stewart No. 1 Ball-Bearing Horse Clipper is designed to be strictly rigid and substantial.

The upright is in two parts for convenience in taking the machine down and packing it into small space.

The gear case is especially made to exclude all dust and dirt from the gear mechanism within and to contain oil whereby the gears run in continuous lubrication. The gears are all cut from the solid steel bar and are made file-hard by a special hardening process.

They are ingeniously arranged in such a way that a slow motion of the crank handle is transformed by them into a tremendous speed as it is transmitted through the flexible shaft to the clipping knife.

The ball-bearings do away with friction almost entirely and make the machine turn so easily that it is mere child's play for anyone to run it.

The flexible shaft is six feet long, ample to reach all parts of the horse easily. The whole machine weighs only thirty-six pounds, so that it can be picked up and carried about to any side of the horse or part of the stable in one hand.

In the center of this page is shown a splendid illustration of the Stewart No. 1 Ball-Bearing Horse Clipper, and of which the Western trade can be supplied by the

MILLER-MORSE HARDWARE COMPANY LIMITED

"The Big Winnipeg House"

The shaft of the Stewart No. 1 Ball-Bearing Horse Clipper is the most flexible of all clipping machine shafts.

The Stewart clipping knife is known wherever horses are used as the simplest and most perfect of any knife used on clipping machines. It runs easier and clips faster than any other clipping knife ever offered with a machine.

For farm use and the use of the general horse owner this machine is not equalled. With it a horse can be clipped in thirty minutes.

In every sense it is the best clipping machine value extant.



No. 1 in Action

THERE'S MONEY IN THE RIGHT PAINT



If you stock a complete line of **Ramsay's Paints and Varnishes** there's no danger of a customer going to "the other store" because you couldn't fill the bill.

Furthermore, that customer will be **satisfied.** Time and climate won't alter his first good impression of the paint you sold him because Ramsay's Paints have stood the test since 1842, and have built up a reputation for right-down durability and unfading qualities in spite of our strenuous weather conditions.

Ramsay's paints sell themselves—stock them, there's money in it for you.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42



"WILWEAR" Bath-Room Fittings

the goods that produce an expression of confidence on the face behind the counter. That expression brings sales and profits to the dealer. "WILWEAR" is guaranteed, and has all the good features that make selling a pleasure, namely, quality, weight and finish. No dead stock when handling our patterns. Don't be contented with results from high-priced lines; your customers are entitled to more consideration. Send for catalogue "B."

NOVELTY MFG. CO.

WATERBURY, CONN.

Brooms and Whisks

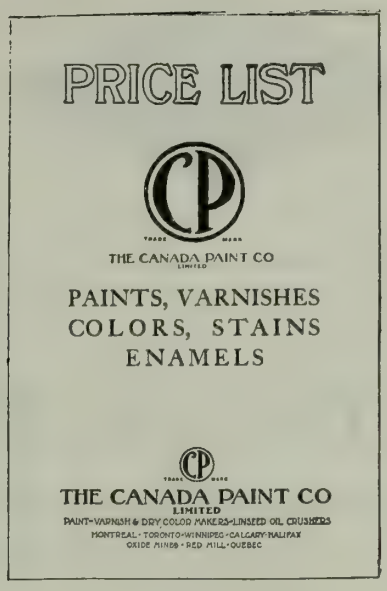
You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company

LIMITED

PORT ELGIN ONTARIO



Every Paint Dealer should have this new Price List. Write for one to-day.

It lists and describes every kind of paint, varnish, stain, enamel, etc., for which there is a demand.

The quality of every product will satisfy your customers and help to make your paint business a success by building up a permanent patronage.

The prices allow you to make profits consistent with a successful business. And behind this CP Price List and Catalogue is the one proposition to bring more customers to your store, that you should investigate right now.

It will be a courtesy that we appreciate, to have our Representative call on you and explain the CP proposition to you.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.
Write for prices ***Prompt shipment.***
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

WIRE BALE TIES





Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

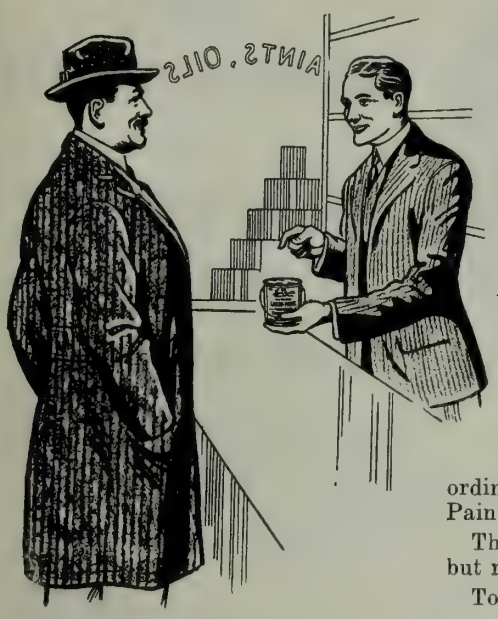
This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy. We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

WE DO TWO-THIRDS—YOU, ONE-THIRD!



High Standard Paints Linger on No Man's Shelves—They are Making New Sales Records in Canada.

A third of your paint profits should depend on your own selling work—one-third on the results of the maker's work to help you sell paint—and one-third on the results the paint gives the customer.

Two-thirds legitimately depend on other factors than yourself.

Mighty important proportion, isn't it? Are you sure that the line you are pushing does this much for you?

There isn't another paint maker that **dares** put up the advertising and the co-operation that goes with the "High Standard" agency. What would be extravagance with ordinary goods is a sound investment with Lowe Bros.' High Standard Paints.

There isn't a dealer who has sand enough to take up our proposition but makes money.

To-day is the day to write us.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.



We Are
THE BASEBALL BAT AND HOCKEY STICK SPECIALISTS

We concentrate on the manufacture of these products, resulting in a goods that are, we believe, superior to all other in design, material and finish.

We have experts on our staff who supervise the manufacturing, from the raw material to the finished product.

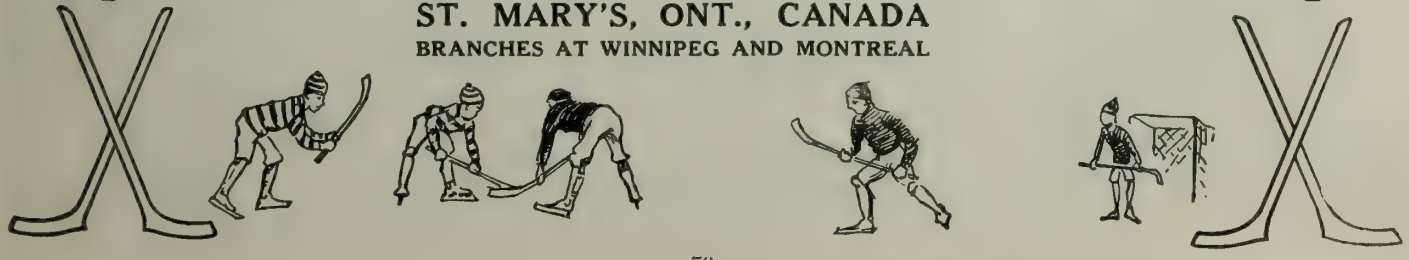
We use only the Best Quality of Second Growth Timber. Special care is taken in **finishing** and **branding,** which make our goods attractive. **They Look Well, Sell Well and Last Well.**

We have recently built a new Handle Factory. Ask about our Pick, Axe and small Handles.

ST. MARY'S WOOD SPECIALTY CO., Limited

ST. MARY'S, ONT., CANADA

BRANCHES AT WINNIPEG AND MONTREAL



PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.

Winnipeg



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Atlas

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

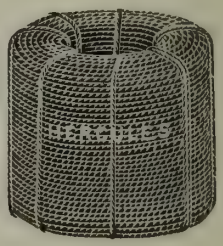
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

An Ermined Judge

The Supreme Court of Canada is becoming overloaded with business. The big increase in cases during 1913 has meant that the six judges who sit daily in the dingy old building at Ottawa have been hard-worked men. The procedure is simple, dignified, and conducted with almost an Arctic silence.

Yet there is a human side to the situation, for the trappings of flesh cannot be wholly discarded in this, the Clearing House of legal wrangles.

A special writer, at the suggestion of "MacLean's Magazine," visited the Court, and in other divers places dug up much useful information concerning which the average Canadian knows little.

The March "MacLean's" will appear with the first of the celebrated Coburn covers, and the illustrations have been attempted on a strikingly broader scale. Besides this leading article there is the pronouncing of a leading Toronto doctor on "The Truth About Radium."

Several short stories, well illustrated, will appear in this issue.

Do not miss this copy. The cover alone, being something new in Canadian journalism, will be more than worth the price.

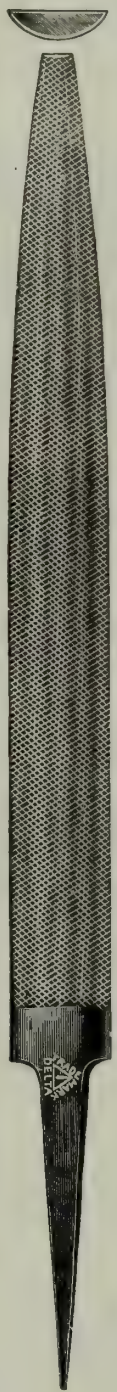
Send your name and address on a postcard to Dept. "M" and commence your subscription with this striking number—Mail it to-day.

Subscription $2 a year. *Twenty cents a copy.*

The MacLean Publishing Co.,
LIMITED

143-9 University Ave. -:- TORONTO

Investigate!



the condition of your stock. See that the lines you handle are representative of the best to be had. Be sure that everything you sell will make a customer a lasting friend—not send him elsehere, when next he wants to buy.

And when you come to your file-shelf, make certain that it is stocked with clean-cutting, long-lasting, crucible steel

Delta Files

the sort that give such splendidly efficient service, the sort that are reputation-boosters for every dealer who handles them.

A man who's once used Delta's doesn't feel like experimenting with low-grade makes. And if you introduced them to him, you'll get his business from then on. Order from your jobber or from us direct, but always look for this mark:

TRADE MARK
DELTA

It safeguards you and your customer everywhere.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

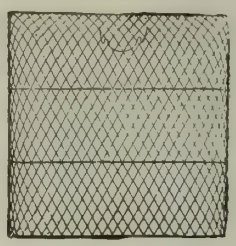
We are headquarters for

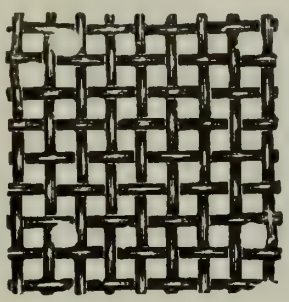
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date Do not fail to get our prices before ordering.

Send for illustrated price list!







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

Canadian Supply and Contracting Co.

Limited

TORONTO - - - CANADA

TRADE **CASCO** MARK

WEATHERPROOF PRODUCTS

Structural Waterproofing

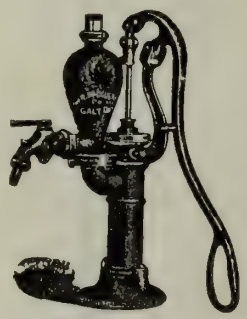
Engineers and Contractors

Roofing, Waterproofing and Insulating Material

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., Limited

GALT, CANADA

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.



We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

THE WHITE MOP WRINGER

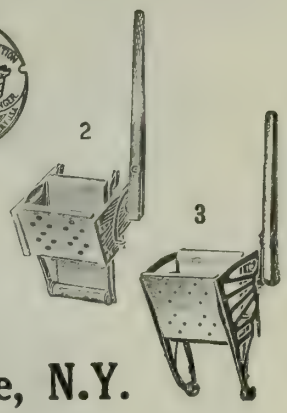


always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

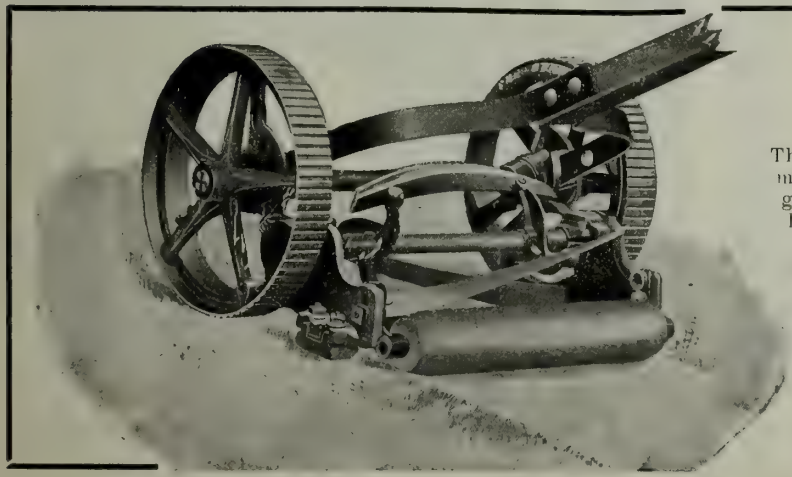
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.



Get Your Trade Acquainted With These Garden Implements—For Acquaintance Means Big Demand

When a customer calls for a hoe be prepared to recommend and sell **"Norcross" Cultivator-Hoes and Weeders.**
Every buyer is so well pleased with these implements that he will bring you other sales from his friends or neighbors.
These tools outclass the common hoe from every standpoint, will outsell it, and cost no more.
Any of the following jobbers will be able to supply you with "Norcross" tools, and full information:
McLennan, McFeeley & Co., Ltd., Vancouver, B.C.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba; Merrick-Anderson Co., Winnipeg, Manitoba; The S. Hayward Co., Ltd., St. John, N.B.; W. H. Thorne & Co., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; Jas. Simmons, Ltd., Halifax, N.S.; Edwin Chown & Sons, Kingston, Ont.; Eureka Planter Co., Woodstock, Ont.; Lewis Brothers, Ltd., Montreal.

C. S. NORCROSS & SONS, Bushnell, Ill., U.S.A.
Patentees and Sole Manufacturers



In the Spring

The dealer's fancy should turn to thoughts of lawn-mowers, and that stock of fine new machines that he is going to offer to the public.

But at present his thoughts should be concentrated on ordering that stock, so that he may be sure to have it ready when the Spring comes along.

Which means he'd better write us for prices **without delay.**

Thos. Birkett & Son, Limited
Ottawa, Ont.

This is the new Easy-Running Washer—

Maxwell

"Excel-all" Washer

HELPS the housewife to laugh at the labor of washday. Ball-bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

Note the improved wringer board—swings out of the way when not in use. The quickest, easiest, best selling line you ever carried.



Write for illustrated Catalogue to

DAVID MAXWELL & SONS, St. Mary's, Ont.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

Dept. A. RENFREW, PA.

Widely different

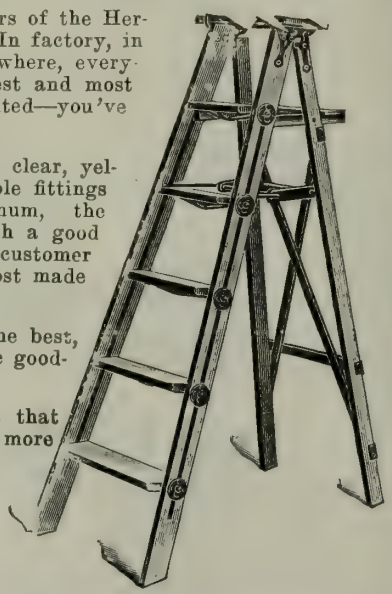
are the uses and users of the Hercules Step Ladder. In factory, in office, in home—anywhere, everywhere, where the best and most reliable ladder is wanted—you've got a prospect.

Beautifully made of clear, yellow pine, its malleable fittings finished in aluminum, the Hercules creates such a good impression on your customer that the sale is almost made at sight.

And because it is the best, it stays sold, and the goodwill comes to you.

Also the profit—but that we'd like to tell you more fully about!

Write us.



The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Therme Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

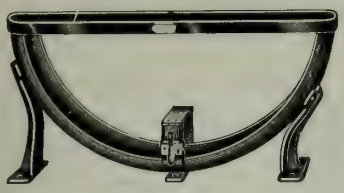
Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.



Our best sales in the United States are made by Hardware Dealers who find the

AUTO TIRE HOLDER

to be a very profitable line to carry.

The Sly Perfect Tire Holder goes on the running board, **compact, neat** and **strong.** Secure and cannot become an easy mark for theft.

We have a good proposition for reliable Canadian dealers. Let us give you particulars.

The W. W. Sly Mfg. Co., - Cleveland, Ohio, U.S.A.

BUR-NOR

IT'S NEVER TOO LATE TO SEND



for Catalogue, Prices, etc., on **Bur-Nor** Hatchets.

They are regular, all-year-round sellers, and cannot fail to give absolute satisfaction.

The reinforced handle makes them twice as strong as wooden-handled hatchets, and the high-carbon steel blades, being tempered in oil, will stand up under severe usage.

Write for Catalogue and prices to-day.

BUR-NOR

BURGESS-NORTON MFG. CO.
GENEVA, ILL.
U. S. A.

You Sell Cobblers' outfits— why not sell

SOLES

BEARDMORE & CO. TORONTO & MONTREAL TRADE MARK B REGISTERED

They will work in splendidly with cobbler outfits and pay you a good profit.

"Star Brand" Half Soles and Lifts are made of a quality of leather tanned by our old long-time process that assures good wear, with ease and comfort.

Place your order with your jobber now. We guarantee satisfaction.

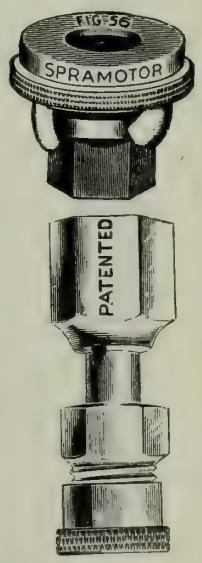
Manufactured only by

Beardmore & Co.

Toronto Montreal

Profitable Line for Hardwaremen

Handling SPRAMOTORS and **Spramotor Accessories** nets many a hardware dealer handsome profits. All parts of our spraying outfits are standardized. They are in constant demand, and when you let it be known that you carry them you'll soon build up a steady trade in them.



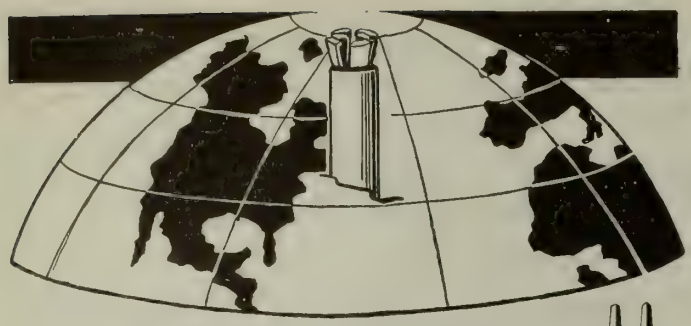
Over sixteen years on the market and universally acknowledged to be the standard of excellence.

Get in touch with us and ask us how you can make money with our line. We give dealers a liberal margin and the goods are as staple as wheat.

Write for details of our proposition.

Spramotor Works

69 King Street London, Canada



THE WORLD IS DIVIDED

on many questions, but amongst mechanics there is no question as to the essential superiority of our

Telescope Extension Bit Holder No. 6

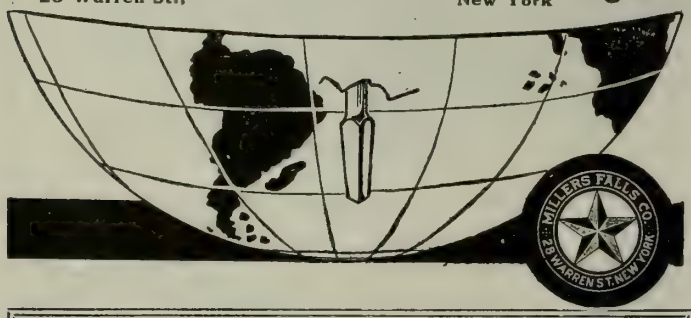


Has just that combination of lightness and strength necessary for boring extra long holes. Extends to 24 inches, and is rigid right up to the limit. Follows bits 5/8 in. and larger right into their bores, and has an absolutely reliable chuck.

The "telescope" construction makes this a most convenient bit holder to carry.

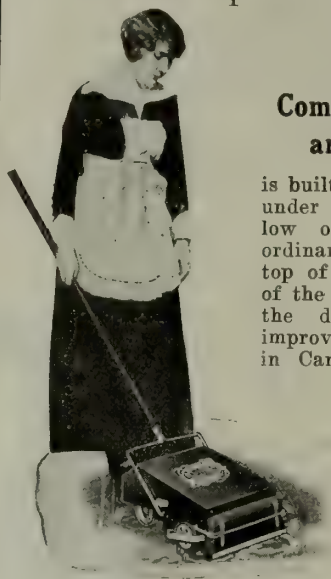
Write for prices and complete Catalog.

MILLERS FALLS COMPANY,
28 Warren St., New York



A New Model

We are now in a position to make shipments on our latest improved model "Cadillac" Sweeper. This is a hand-power combination carpet sweeper and vacuum cleaner. It will win instant favor among housekeepers who have not electric power in their homes. The



Cadillac

Combined Carpet Sweeper and Vacuum Cleaner

is built lower, so that it will reach under beds, etc., and places where low obstructions would prevent ordinary sweepers from going. The top of the sweeper is constructed of the best 3-ply veneer wood, and the dust bag is also greatly improved. The "Cadillac" is made in Canada, saving duty charges, and sells at a lower figure than other machines. Write for full particulars.

Clements Mfg. Co.
LIMITED
74 Duchess St., Toronto



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

JAMES CARTLAND & SON

BIRMINGHAM, England **LIMITED**

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



5753 IRON	
3 in	4/3
4 "	6/-
5 "	8/6

5754 BRASS	
3 in	6/9
4 "	10/-
5 "	14/-

per pair.



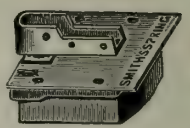
5355 IRON	
4 in	23/6
5 "	32/-
6 "	40/-

5356 BRASS	
4 in	40/-
5 "	53/-
6 "	65/-

per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



"Heralds of Expansion"

After a year of comparative slackness, due to tight money conditions, hardwaremen in every corner of the Dominion are preparing for a good year's business in 1914.

Architects report that there is great building activity in sight. Engineers say that millions of dollars' worth of construction work which was held up last year, for lack of funds, will be pushed ahead as soon as the frost is out of the ground.

That 1914 will be a year of expansion for Canada seems assured. And it is this idea which C. W. Jefferys had in mind when he painted the frontispiece for Hardware and Metal's Annual Spring Number.

The above reproduction does not fully bring out the strength and attractiveness of Mr. Jeffery's painting, but full justice will be done it on the front cover of Hardware and Metal's Annual Spring Number, where it will be reproduced in natural colors.

Look for this big Number on the 21st of March.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Cement Sidewalk Tools

The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.

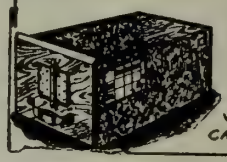
SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

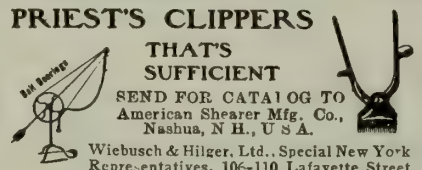
NUMBERS

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

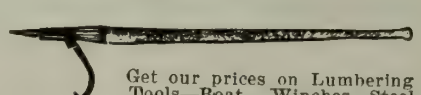
Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid. Perth, Ont.

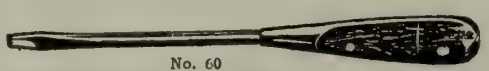


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

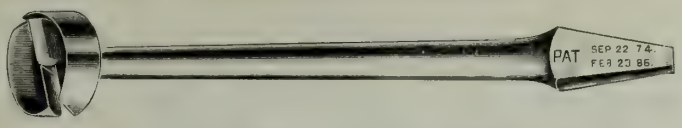
Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices
Pease Foundry Company
LIMITED
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.



OAKEY'S

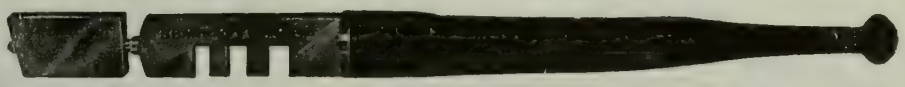
The original and only Genuine Preparation for cleaning cutlery.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

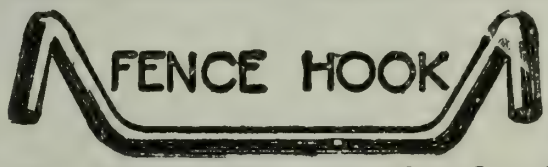
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY

MYERS

PUMPS

ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—LIVE HARDWARE BUSINESS in good Western Ontario town, the centre of the largest and most prosperous farming country between Guelph and Owen Sound. Box 86, Hardware and Metal, Toronto. (11)

SPLENDID HARDWARE AND PLUMBING business in Western Ontario. Stock and fixtures, seven thousand. Owner retiring, good terms to right party. Box 84, Hardware and Metal, Toronto. (11)

WANTED

TINSMITH WITH SOME KNOWLEDGE OF plumbing, accustomed to village and country work. Married man preferred. Box 83, Hardware & Metal, Toronto.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—AN EXPERIENCED TINSMITH, capable of installing furnaces, etc., and one who if required, can act as Hardware Salesman. Must be sober. Apply, giving credentials and salary expected. The Acheson Hoskins Co., Oyen, Alta. (9)

WANTED, — EXPERIENCED TINSMITH capable of installing furnaces, etc., and one who, if required, can act as hardware salesman. Steady job to capable man. Married man preferred. State salary expected. J. W. Rork, Norwood, Ont. (10)

SITUATIONS WANTED

POSITION WANTED AS TRAVELLER. April 1st, by young man who knows retail hardware trade in Ontario. Is at present covering this territory. Will consider good line on commission. Box 85, Hardware and Metal, Toronto. (10)

RESPONSIBLE POSITION REQUIRED BY young man with sixteen years' general hardware experience, covering wholesale, retail and road. Total abstainer, good business experience, and well recommended. Box 78, Hardware & Metal, Toronto. (7)

YOUNG MARRIED MAN WITH 14 YEARS' experience in general hardware, including 4 years as manager, desires position with responsible wholesale or retail Western firm. References A1. Box 79, Hardware & Metal, Toronto. (11)

MISCELLANEOUS

PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

FIRE INSURANCE—INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

MEN WHO SELL THINGS. BY WALTER D. Moody, Business Manager of the Chicago Association of Commerce. An indispensable book for merchants, manufacturers, employers, salesmen and all who have goods of any kind to sell. The author forcibly sets forth such themes as how to approach men; how to create and develop the compelling personality, the genial address, the engaging presence of the energetic business-getter; how to attract, convince and sell a prospective customer under adverse conditions; how enmity may be turned into friendship, interest into desire, curiosity into sales, and sales into permanent custom. A few of the subjects discussed are: Right Kind of Salesmen; Specializing Efforts; Letters to the Trade; Getting the Price; Retail Salesmen; Sales Manager, etc. 205 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.)

.....

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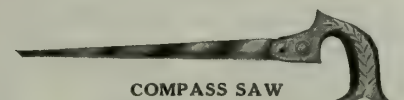
.....

Signed ..... Street Number or Box .....

Town ..... Province .....

(Each figure counts as one word. Box Number when required, 5c per insertion.)

ATKINS' STERLING SAWS



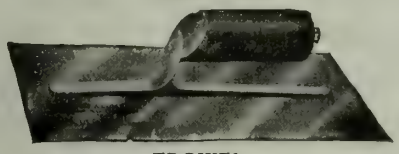
COMPASS SAW



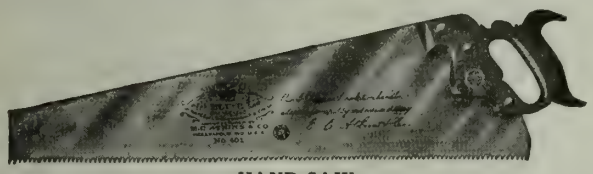
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

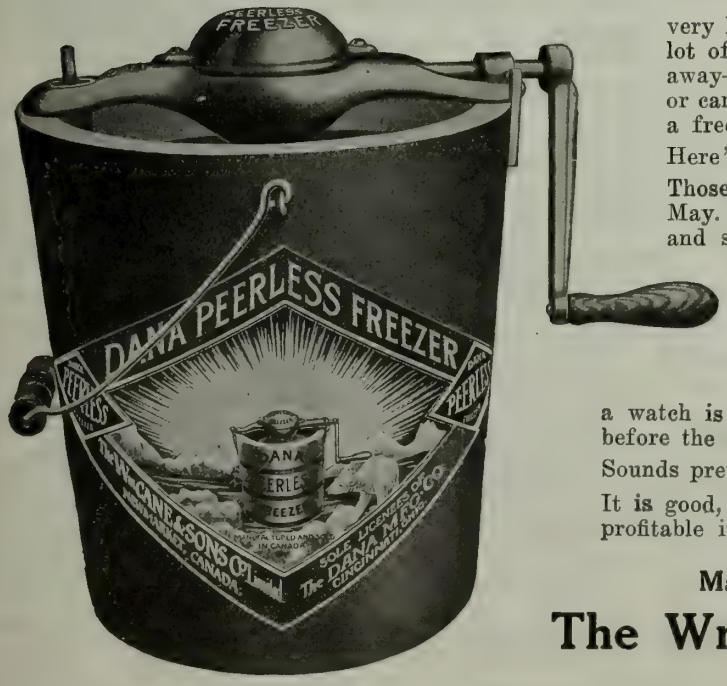
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Sounds pretty good, doesn't it?

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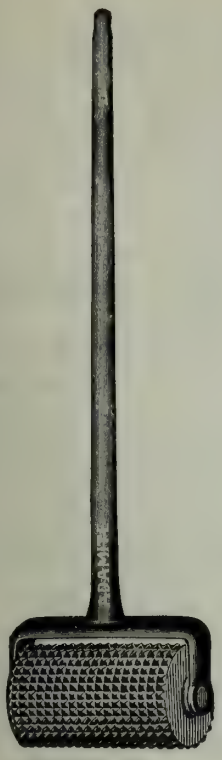
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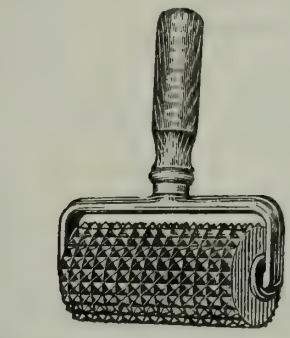
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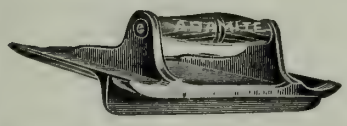


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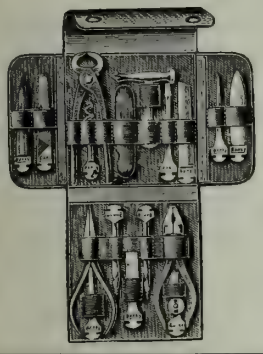
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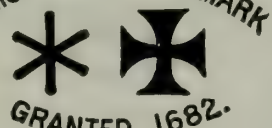
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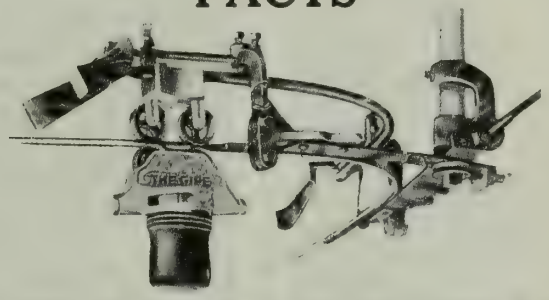


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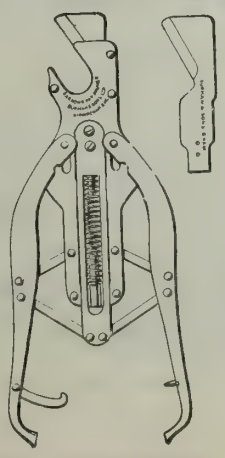
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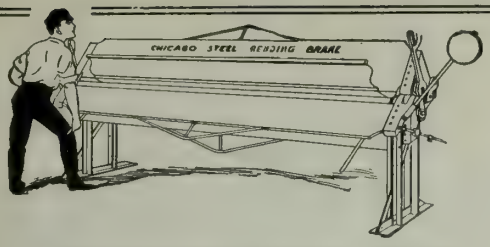
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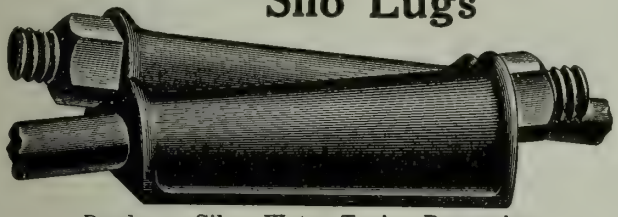
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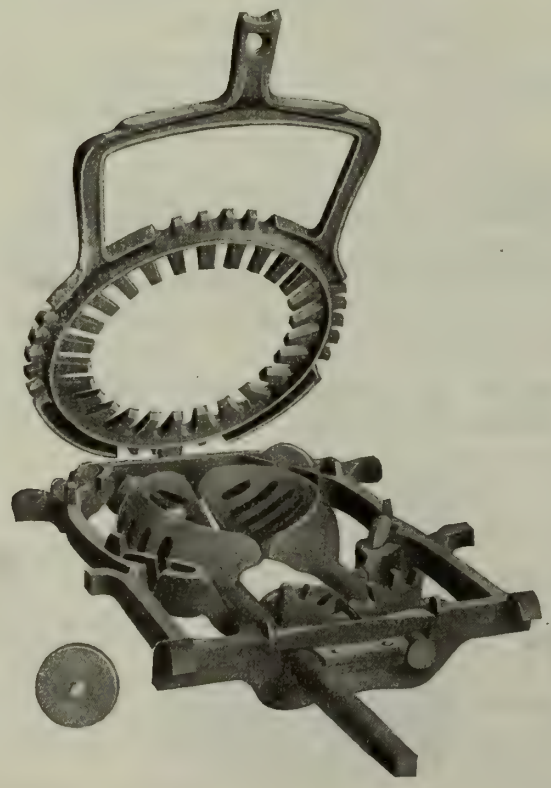
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KIR-BEN GRATE TALK



A series of Kir-Ben talks will appear in this paper—
watch for them.

Kir-Ben furnace is fitted with the largest style grate, the roller-bearing duplex type, an original and exclusive Kir-Ben feature, and the only roller-bearing grate made. This is the only grate that will always work freely and remove the ashes from the outer edge of the fire-pot without disturbing the live coals in the centre. It is a known fact, applicable to all styles of coal-burning devices, that the coal burns first around the edges and sides, consequently there is an accumulation of ashes up the sides, and a body of live coals within. The fire-pot being the best heating surface of the furnace and ashes being a non-conductor of heat, this accumulation should be removed in order to get the best heating results. The Kir-Ben circular shaking grate (orannular rings) brings these ashes down into the basket formed by the duplex portion of the grate, and permits their removal without wasting any of the live coals or unconsumed fuel. This entirely does away with the sifting of ashes necessary with all other styles of grates.

Kir-Ben Limited, Almonte, Ont.

Send for Catalogue—now ready.

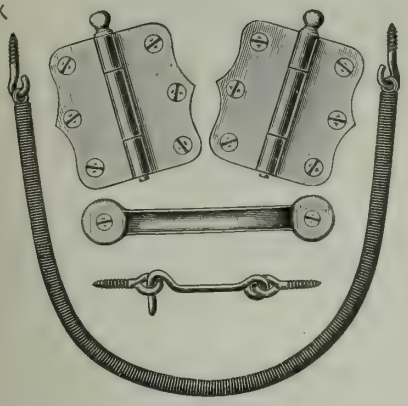
TRADE S.W. MARK

STANLEY

WROUGHT STEEL

Screen Door Hardware

COMPLETE SETS IN CONVENIENT PACKAGES



Set No. 1750.

Set No. 1750 is made up of one pair of 3x3 ornamental, loose-pin butts to screw on the surface of the door; one five-inch wrought steel pull; one high-grade No. 3 spring, of much better quality than is usually used on screen doors; one gate hook and eye. Each set is packed neatly in a neat, strong, telescope carton, with screws of the proper size and finish, ready to be handed to the customer.

These sets are finished handsomely in Japan, Antique Copper, Dull Brass, or the Rust-Proof "Stanley" Sherardized finish.

A less expensive set, No. 1752, is also put up with 2½x2½ butts, and a No. 2 Spring. It is made of good materials, handsomely finished, and is fully equal to other sets on the market.

Send in your order for Stanley Screen Hardware, and be prepared for Spring business. Write us, if your jobber cannot supply you.

A. MACFARLANE & CO.

Coristine Building, Montreal

Canadian Representatives of

THE STANLEY WORKS

New Britain, Conn.

NEW YORK **CHICAGO**

HOODS LTD. INTERNATIONAL EXCHANGE **BIRMINGHAM** ENG.

TRADE  MARK

LOOK! LOOK!! LOOK!!!

AT LAST WE HAVE PRODUCED THE

IDEAL GARDEN SYRINGE



"FLORIST" No. 2

SEND FOR PARTICULARS

ALSO A COPY OF OUR NEW LIST OF

GARDEN TOOLS, ETC.

WRITE TO-DAY EITHER DIRECT TO THE SUPPLIERS OR AGENTS:

FRANK D. C. RICHARDS, 70 LOMBARD ST., TORONTO

F. R. MURRAY CO., LTD., 1118 HAMILTON ST., VANCOUVER

Full Stocks and Fair Prices

You can fill your requirements promptly in Pedlar's Metal Ceilings, Eavestrough, Round and Square Conductor Pipe, Fittings, Corrugated Iron and Stamped Ornamental Work from our nearest branch.

Get after the builders and contractors in your district, and corner their trade.

There is real good profit in these lines.

Sample of new, simple, effective two-piece strap hanger on request.

Send for Big and Complete New Sheet Metal Reference Book No. 22 H.M.

The Pedlar People, Limited

OSHAWA **ONTARIO**

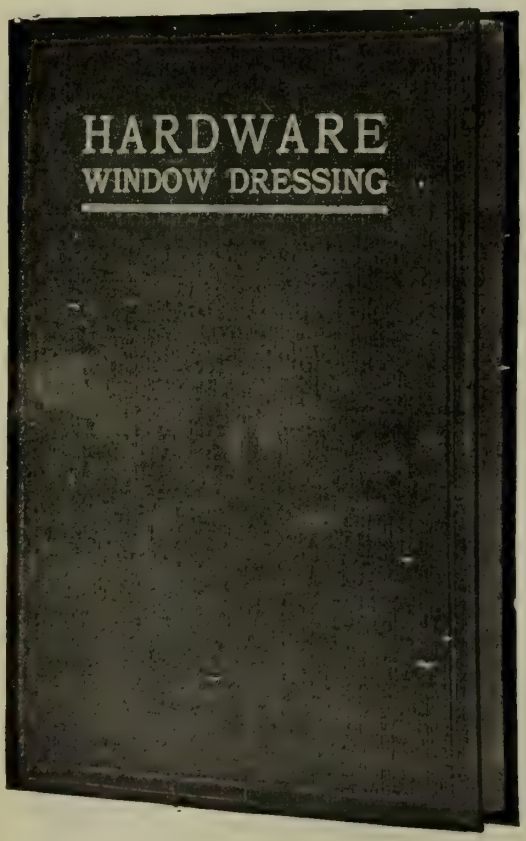
Established 1861 14-A

Montreal, Ottawa, London, Toronto, Chatham, Winnipeg

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

CORRUGATED GALVANIZED IRON,

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO LUFKIN MEASURING TAPES

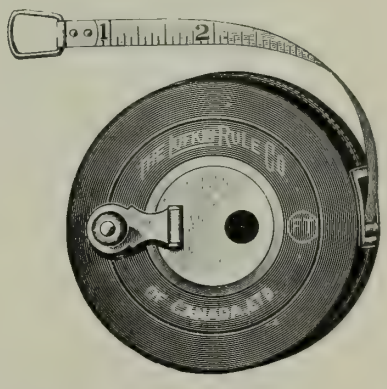
"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

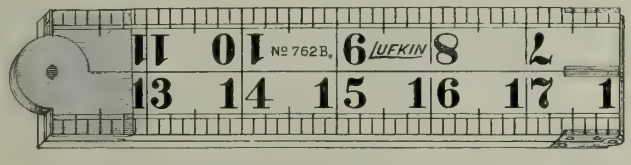
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK. BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.


TRAPPING IS FUN
Beats Fishing or Hunting
See the V
VICTOR
ONEIDA COMMUNITY
There's fun galore, and money in store
For the fortunate lad who goes trapping.
For well he knows, wherever he goes,
With the VICTOR he'll catch the game
napping.
ONEIDA COMMUNITY, Ltd., Niagara Falls, Ont.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 10

March 7, 1914



Big Profits Easily Made

O-Cedar Polish Mop

(Made in Canada)

In our advertising, in the daily papers in the largest cities from coast to coast and in the largest and most popular magazines, we are telling thousands of housewives that the **O-Cedar Polish Mop makes easy to clean those hard-to-get-at places,** such as between the banisters, tops of high furniture, tops of doors, etc., and what a beautiful, highly-polished surface it leaves on hardwood floors and linoleums!

Hardware Merchants who stock and display the O-Cedar get the benefit of this advertising in the form of quick, easy sales and very good profit.

O-Cedar Polish Mops are sold on the "Satisfaction or money back" principle.

DROP US A LINE FOR FULL PARTICULARS

Channell Chemical Co. Limited

369 Sorauren Ave., Toronto, Ont.



Deciding Upon New Lines

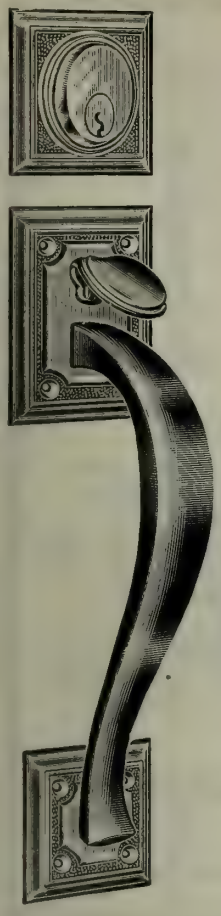
The other day, a Western Ontario hardwareman visited our office, and discussed with the editor some new lines he purposed taking up this Spring.

There are hundreds of other hardware merchants in Canada, who intend branching out on somewhat new lines, for the Spring and Summer trade.

To these, we commend Hardware and Metal's Annual Spring Number, to be issued March 21, for careful study and consideration.

Not only will the reading pages give them the very best ideas that Hardware and Metal's capable editorial staff can get together, but the advertising pages will have the most valuable suggestions of saleable goods, of any number yet published by Hardware and Metal.

You will make money by studying both advertising and news pages of this great number with unusual care.



Sectional Cylinder Set

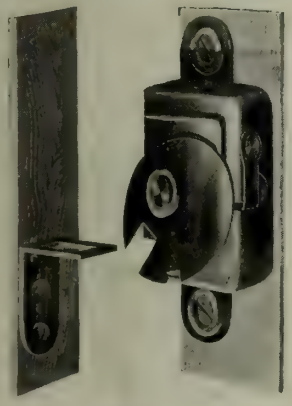
Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

Watrous Self-Sellers



No. 21 Automatic Screen Door Catch

(Positive Locking)

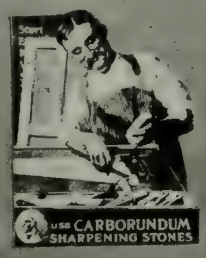
A snappy worker, a good looker and a splendid seller. Shows you the right profit, Mr. Dealer, and invariably pleases your customers.

Ask for working model, free.

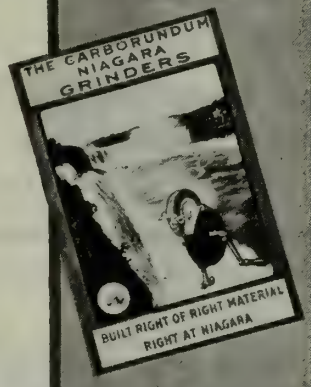
WATROUS MFG. CO.,

DES MOINES, IOWA.

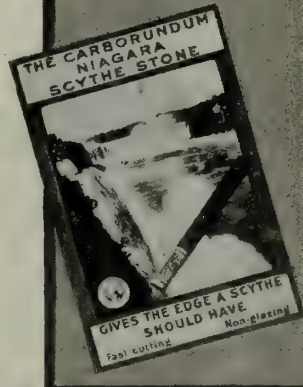
CARBORUNDUM TRADE HELPS











We want every hardware dealer to have a complete set of the Carborundum trade stimulating window displays.

Snappy cut outs—the novel miniatures—posters, banners, signs, window transfers, all beautifully lithographed — every piece with a sales punch—yours for the asking

Let your Next Window be a Carborundum Window

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.



CARBORUNDUM *Sharpening Stones*

How the Hardware Man Can Make Money Selling Farm Engines

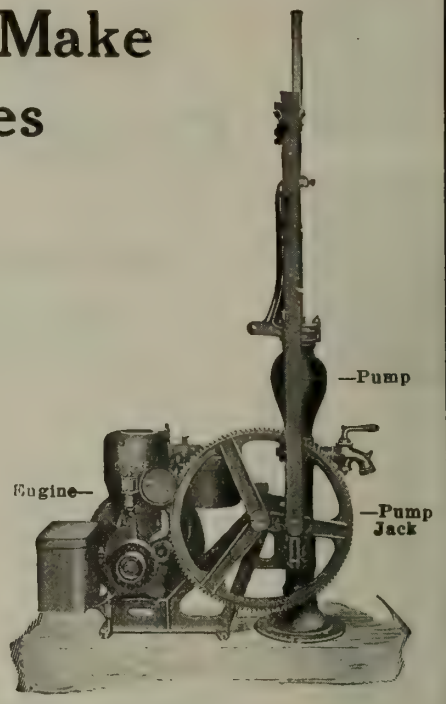
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



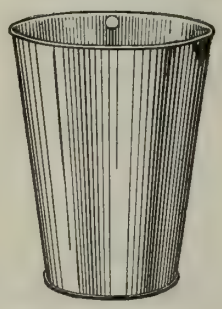
The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

S.M.P. Sap Pails and Spouts

EXTRA DEEP AND STRAIGHT



6, 8 and 12 Quart

All Sap Buckets Punched Unless Otherwise Ordered.

Are Popular Sellers Everywhere

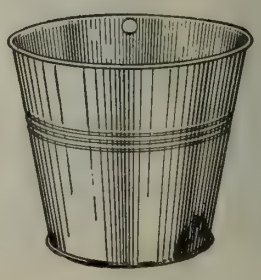
The season is advancing rapidly. Give us your order now. Prompt shipment guaranteed.

EUREKA SAP SPOUTS



BRONZED

FLARING



6 and 10 Quart

Prices on Application

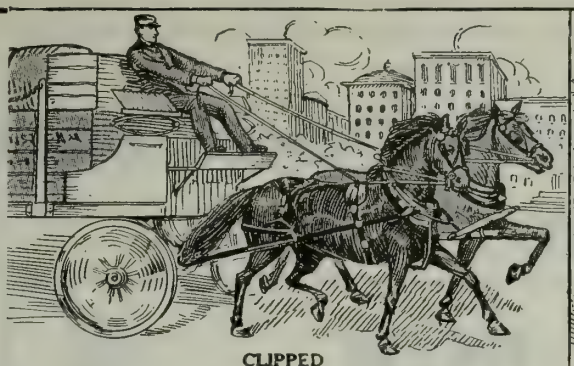
THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

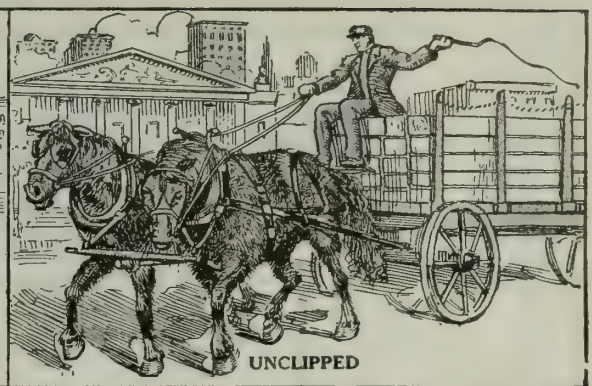
SUCCESSORS TO
KEMP MANUFACTURING CO.
TORONTO

MONTREAL WINNIPEG

A Comparison which is a Convincing Argument in favor of Clipping



CLIPPED



UNCLIPPED

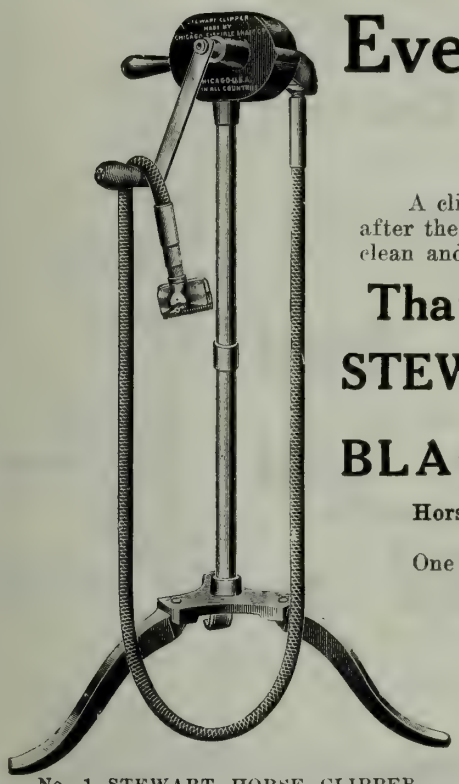
Every Horse Worth Keeping Is Worth Clipping

A clipped horse looks better, feels better and works better. He dries out quickly after the day's work, rests well and his food does him good. He is more easily kept clean and increases in value.

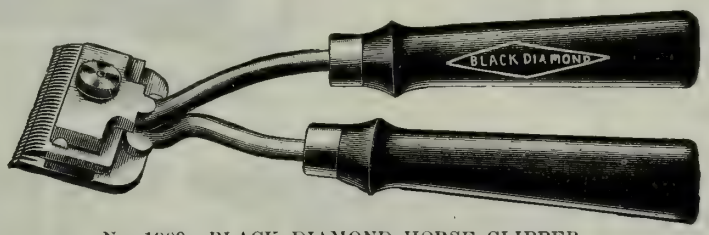
That is why You can sell, this Spring, our STEWART HORSE CLIPPING MACHINES and BLACK DIAMOND HAND CLIPPERS

Horse Clippers are used extensively by Dairymen for clipping the flanks and udders of cows.

One dairy near Chicago has 100 Stewart Horse Clippers for use on its cows.



No. 1 STEWART HORSE CLIPPER.



No. 1909. BLACK DIAMOND HORSE CLIPPER.
Ball-Bearing; Nickel Plated; Ebonized Handles.

The Flexible Shaft of No. 1 Clipper can be used on the No. 8 Shearing Machine, and the jointed shaft of the No. 8 Shearing machine can be used on the No. 1 Machine; Therefore by possessing either machine, it can be adapted to Clipping or to Shearing by buying the other Shaft required.



With a Good Sheep Shearing Machine 20 cents' worth more wool can be gotten from every sheep, and it is cut evenly from over the body.

No second cuts are put into your clipping as is the case with hand clippers.

IT PAYS TO SHEAR SHEEP WITH A MACHINE

From now to May is the best selling season on the above lines

We are the largest Jobbers of Clippers in Canada

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

The Steel Company of Canada, Limited
Hamilton, Ont.

STEEL

Angle
Band
Concrete Bars
Channel
Machinery
Mild
Plow Beams
Rivet
Merchant
Harrow Tooth

RIVETS & BURRS

Boiler
Bridge
Belt
Iron, Brass and Copper
Flat, Round Cone and Truss Heads

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

NOW

is the **Time** to send in your specifications for **Spring Delivery** covering

Wire, Wire Nails

Tiger  **Brand**

White **Lead**

100% **Pure**

Putty

Wrought Iron Pipe

Horse Shoes and Horse-Shoe Nails

Pole Line Hardware

Cotter Pins, Escutcheon Pins, Cut Nails, Cable, Carriage Top Material, Spikes, Cross-Arm Braces, Wire Hoops, Lead Pipe, Stove Scrapers.

BOLTS & NUTS

Stove
Tire
Carriage
Bridge
Machine
Track
Elevator
Plow
Shaft
Coach Screws
Special, Etc.

STAPLES

Fence
Blind
Electricians'
Bed
Poultry Netting
Nutted

TACKS

all kinds, including:—
Basket
Carpet
Cut
Clout Nails
Upholsterers'
Trunk Nails
Saddle Nails
Glazier Points
Copper
Cheese-box, Etc.

BRIGHT WIRE GOODS.

Jack Chain
Wire Door Pulls
Kitchen Hooks
Gate Hooks
Screw Hooks and Screw Eyes.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

Put Some of These Lines Into Stock



No. 871.
Lineman's Tool.



No. 77—Perfection Saw Vise.



No. 710—Acme Casters—Pin and Plate Pattern.



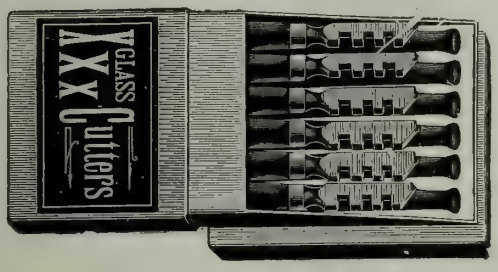
No. 253—Eastern Pattern Pole Climber.

The Genuine Giant.

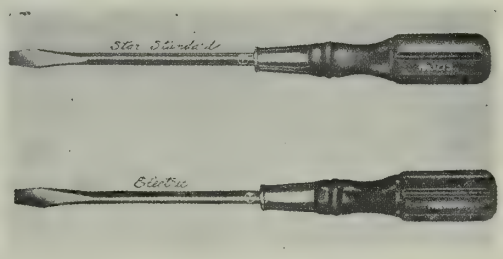
The Original.

Better than any of its imitators.





We Have the Widest Range of Glass-Cutters in the World.



Nos. 1213 and 1414.

Every article on this page is a good seller.
Be sure you get the Red Devil Line.

Smith & Hemenway Company

150-152 Chambers Street, New York.

A Confidential Chat With Our Readers

Never has Hardware and Metal's staff been busier than at this very moment.

Of course, the unceasing effort to make each issue a little better than the last, keeps things pretty well stirred up at this office most of the time. But just at present everybody is putting forth the very best that is in him to make the 1914 Annual Spring Number a record-breaker in every respect.

And there are only two weeks left in which to complete our preparation, print and mail the finest issue ever turned out by a Canadian hardware paper.

There were special incentives this year to make our annual Spring Number excel all our previous efforts. The most potent of these was that we have regarded this year's number as a sort of Silver Jubilee Number, and we were determined that it should stand out from its twenty-five predecessors in such a way as to show, at even a casual glance, that it was Hardware and Metal's supreme effort, after having served Canadian hardwaremen well and faithfully for over twenty-five years.

We have gone to so much trouble and expense with this number, that we want our readers to give it special attention. To facilitate this, we are attaching a cord at the upper left-hand corner, so that it may be hung on a convenient hook, where proprietor and clerks may consult it frequently during the months to come.

This week one of our editors is in New York and another is touring Western Ontario—both in search of good live ideas for the Spring Number. Our new Western editor has arrived in Winnipeg, having picked up many fine articles en route. He has written in saying that he will have some splendid material ready for the Spring Number. In fact, our entire editorial staff is working at top capacity, with the idea of turning out, on March 21, an issue which will worthily celebrate Hardware and Metal's Silver Jubilee, and reflect the enormous advance made by the Canadian hardware trade in general, since Hardware and Metal was first issued in 1888.

Our New Office Building.

The favorable weather of the past few days has been a great boon to the builders who are erecting the MacLean Company's new office building.

Two or three weeks ago we published a cut in Hardware and Metal showing the building in course of erection, and, at that time, brickwork was being done on the second floor. Great progress has been made since, and, as we go to press, the brickwork on the fourth floor is pretty well completed.

When finished, the building will contain five storeys, and will be given over to the business, editorial, and advertising staff of the MacLean Publishing Co.—Canada's pioneer trade paper publishers. The offices will be light and airy, having ample windows on three sides.

The present building, which was considered ample for its purpose, when it was erected five years ago, is to be used solely by the mechanical plant.

We are hoping that we may get into our new offices early in May, and we want as many of our readers as possible to visit us, and get acquainted with us in our improved surroundings.

"SAMSON" BENCH AXES

Made of the
Finest Grade
Crucible Edge
Tool Steel



Pure White,
Straight Grained,
Second Growth
Hickory Handles

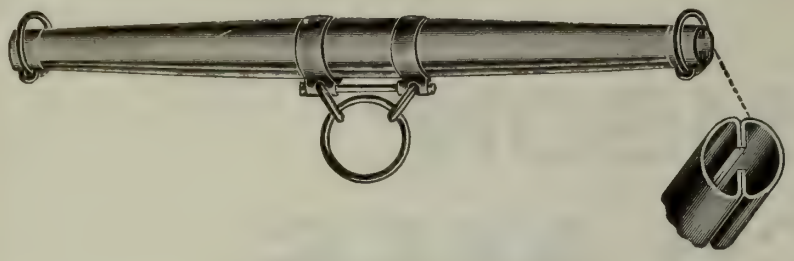
Backed by the Howland Guarantee

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

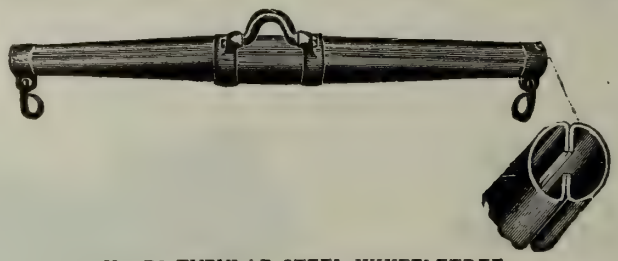
GRAHAM NAILS ARE THE BEST



No. 71 TUBULAR STEEL NECKYOKE

Steel Whiffletrees
Steel Doubletrees
Steel Neckyokes

They weigh no more than wooden ones and the price is low. They are well painted and ready for use.



No. 70 TUBULAR STEEL WHIFFLETREE

They will not break. Bands do not come off. Ferrules cannot come off. Steel Hooks are guaranteed—No repair bills.

ORDERS FOR THESE LINES CAN BE FILLED PROMPTLY.



No. 73 TUBULAR STEEL DOUBLETREE

If your Jobber cannot supply you send your orders direct to us.

Canada Steel Goods Co., Ltd. - Hamilton, Ont.



Style F.

Now is the time to Push Churns

and the Churn to Push is the

LEADER

Made in 2 styles, 6 sizes

It's a name familiar to the Butter-Makers of both Hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter-Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball-bearings, are easily drained and conveniently detachable for cleaning.



Style E.

ALL-STEEL FRAMES

Combination Hand and Foot Drive. Fitted to run by Power if Required.

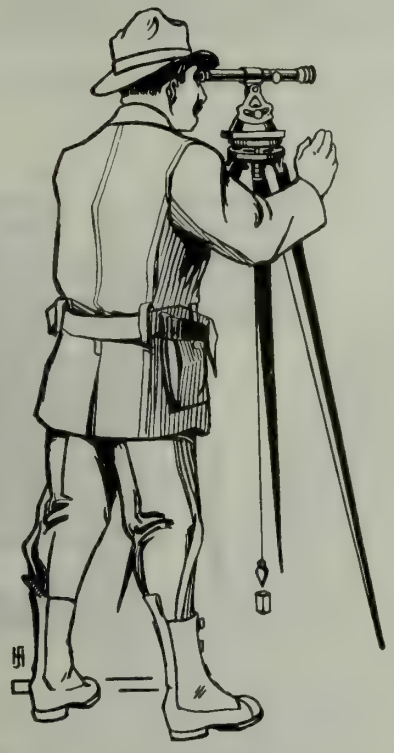
Made by

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents: W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg.

Starrett



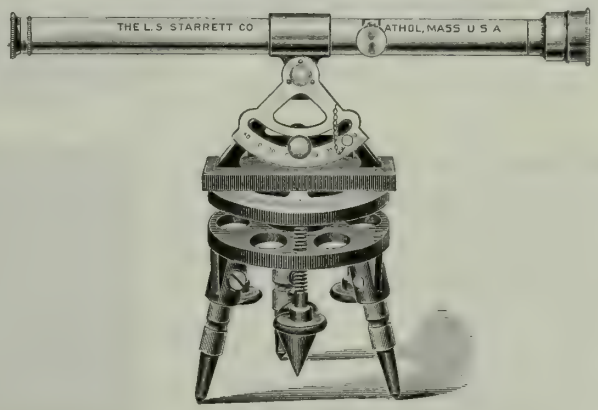


Builders and Farmers Plan In The Spring

They start work on new buildings and improvements by laying out their locations and limits. They are shrewd business men and like to save costs when they can. You can show them how they can save civil engineer's fees by laying out their own work—foundations, batter boards, new roads, trenches, irrigation ditches, boundary fences, etc., with a

STARRETT TRANSIT

There is a good profit in transit sales for the hardware man. These instruments are low in price and extremely simple to operate. Our complete instruction book that goes with every instrument tells how to use the transit. Place one in your show window and call attention to the low price. Ask for a supply of our instruction booklets for free distribution.



Transit 99
Complete—$28.00 Retail Price

The L. S. Starrett Co., Athol, Mass.

NEW YORK LONDON CHICAGO

The World's Greatest Tool Makers

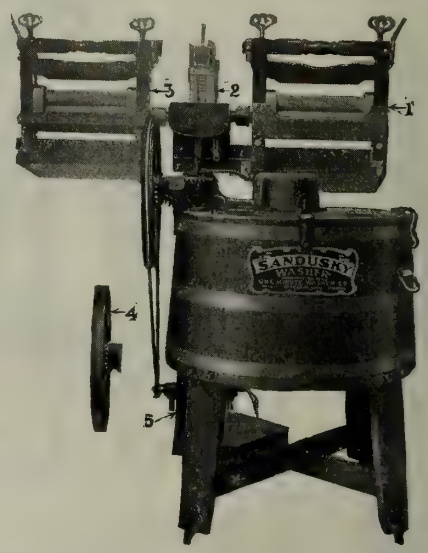
Sandusky Power or Electric Washer

Here is a thoroughly practical Washer, one that will do a family washing right at home, under sanitary conditions and save from $1.00 to $3.00 each week, enough to pay for it in a short time.

Every Dealer who has stocked it has found it exactly as represented—first-class in every respect and a splendid seller.

Every woman is captivated by the way it starts automatically and by the perfect condition of the clothes and their snow-white cleanness after washing. You will find it

A Trade-Bringer



worth handling, because every woman who gets one recommends it and sends more customers to you.

One big selling point which takes with prospective buyers is the novel wringer device. It permits wringer to be started, stopped, reversed or swung to any position. And while the washing is going on, the wringer will wring from the rinse water to the bluing and from the bluing right into the basket. The construction of the entire Washer is the best possible.

Space won't permit full details, but if you'll write we send them and tell you about our Guarantee Certificate plan which helps you make quick sales. Our proposition is worth sending for. Don't neglect it.

The One Minute Washer Co,
SANDUSKY, OHIO, U.S.A.
Western Canada Distributing Agents :
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.

Spring is Here

Your Big Profit-Making Time in Shingles and Roofs

Right now is the time to push and push hard.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

It is not a hard matter to sell our goods. They are in a class by themselves. While your prospect knows this, yet you must get out and go after him.

Every customer is a repeater for you once you sell him an order for our goods. We are giving you the best that's going, and your trade will increase.



Will you get him and keep him? If you go after him now you will. We are brimful of helpful ideas to assist you get this business and help you to bigger and more profits.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL, TORONTO, WINNIPEG, SASKATOON, Calgary

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY, Company, Limited
TORONTO and WINNIPEG

"Universal" Aluminum Hot Water Bottle



The body of the "Universal" Aluminum Hot Water Bottle is seamless, being drawn from a single piece of metal, and the neck and stopper are so formed that with the cap in place an absolutely water-tight joint exists.

The average life of a rubber hot water bag is two years and it will wear out even though standing idle. Pieced metal bottles will rust through or open at the seams when least expected. Aluminum does not rust or corrode. The "Universal" Hot Water Bottle cannot leak because there are no seams or joints to come apart.

It will stand upright on any flat surface, making it unnecessary for the hands to come in contact with the hot metal while the Bottle is being filled.

One side is concave in shape, allowing the Bottle to rest comfortably on its side and without loss of heat when laid flat in contact with the body. The perfectly smooth metal surfaces are easily cleaned and it is therefore more sanitary than bags or bottles of other types.

Owing to the large capacity of the Bottle it is possible to use a greater quantity of hot water, thus enabling the Bottle to stay hot all night and many hours longer than those of smaller size.

It will render a lifetime of service outlasting several hot water bottles of the ordinary kind.

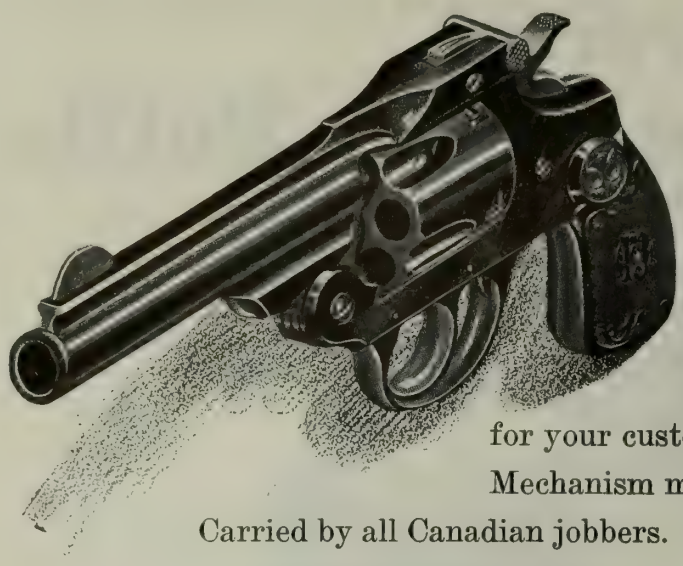


No. 100. Complete with Cotton Felt Bag. Each, $3.50.
Capacity, 1½ quarts. Weight, 9 ounces.

Your Jobber will be glad to quote you on these BOTTLES, or write direct to us.



LANDERS, FRARY & CLARK
New Britain, Conn., U.S.A.



Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

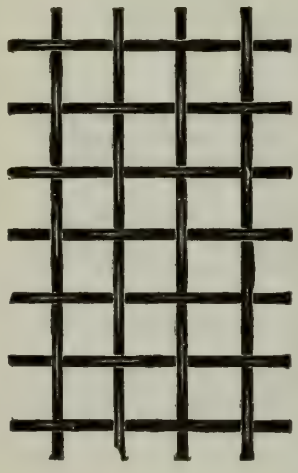
Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

WIRE CLOTH

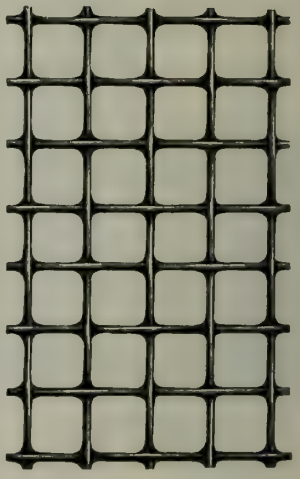


Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of Wire Cloth and Wire Work

Wire Rope

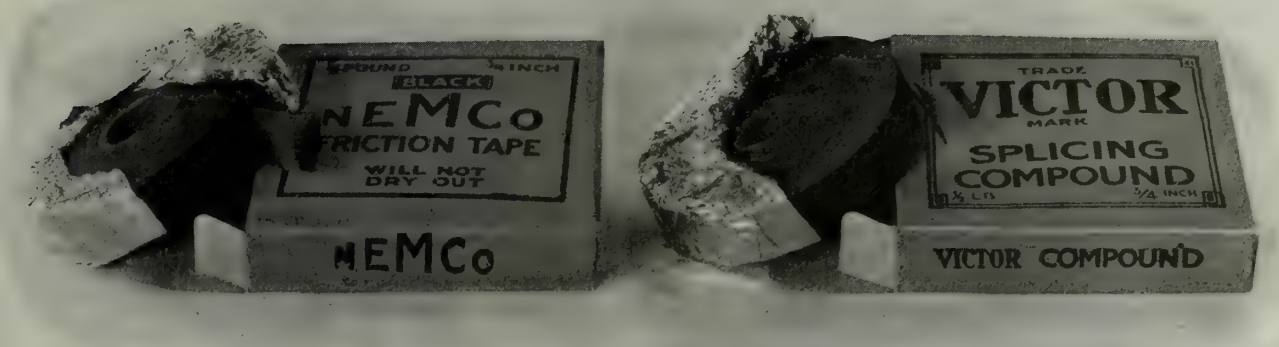
Wire Rope Fittings



Manufactured by

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**



The Two "Best Sellers"

We are the largest distributers of electrical tape in the Country. Let us fill your tape requisitions.

NEMCO Friction Tape

is a closely woven tape, having exceptional sticking qualities. It is suitable for all work where a strong tape is required. Guaranteed not to dry out in six months if kept in original package. Comes in half-pound cartons and one-ounce rolls. Runs 117 feet to the pound.

VICTOR Splicing Compound

a low-priced rubber splice, suited to all ordinary electric work. Runs 44 feet to the pound. Comes in half-pound cartons.

Our NORTHERN SPECIAL SPLICE contains only the highest grade rubber and is guaranteed superior to any rubber-splicing compound on the market regardless of price. Runs 42 feet to the pound.

OUR OTHER BRANDS INCLUDE

NORTHERN FRICTION
a quality tape specially adapted to armature and field windings.

VICTOR FRICTION
a tape of intermediate grade for general electrical work.

AMAZON SPLICE
similar to our Northern Special, but does not contain such a high percentage of rubber.

COMPLETE STOCKS OF ALL STANDARD TAPES CARRIED AT EACH HOUSE

Our Tape Contract should prove of interest to all live Hardware Dealers. Write our nearest house.

Northern Electric Company
LIMITED

MONTREAL	WINNIPEG	EDMONTON
HALIFAX	REGINA	VANCOUVER
TORONTO	CALGARY	VICTORIA

Fern Pots and Jardinieres

Strictly Up-to-date in Design, Finish and Construction

Put these lines in stock now and you will effect a quick turnover and procure a very good profit.



Brushed Brass or Rich Gilt.

AM 5503 without handle	Opening and height	10 inches
AM 5504 without handle	Opening and height	8 inches
AM 5505 without handle	Opening and height	7 inches



AM 5528. Brushed Brass or Rich Gilt. Opening 6 inches. Iron Lining.

Our line of manufactures consist of **Fern Pots, Jardinieres, Kettles, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

Our catalog will give you a comprehensive idea of the splendour of our goods. Don't fail to write for it—**better do it now.**

Chadwick Brass Co., Limited

Hamilton, Canada

Just Hand Your Customers The "Bayard" Baby Automatic Pistol, That's All

The Safest And Most Popular Pistol

Caliber .32 The Little Giant

Length of Pistol .....4¾ inch
Height of Pistol .....3⅜ inch
Thickness of Pistol ..... ⅝ inch

Penetration at 10 yards: Four ¾-inch Pine boards placed 2 inches apart.



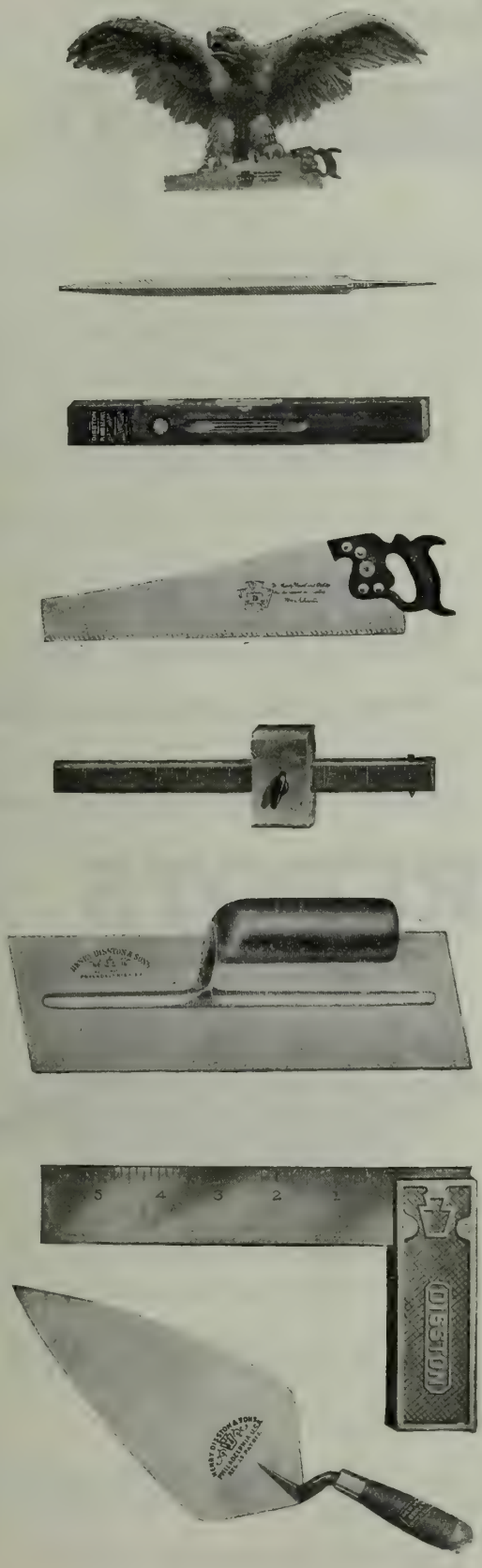
Caliber 7.65 M/M A Midget Automatic

Weight of Pistol Magazine empty ....15¾ ozs.
Weight of Pistol Magazine filled ....17 ozs.
Initial velocity of bullet ..837 feet
Penetration 100 yards: Three inch Pine boards placed 2 inches apart.

Your customers will certainly be pleased when you sell them a "Bayard" Baby Automatic Pistol. Just the size that fits the pocket. The safety can only be actuated when the pistol is cocked. Therefore, there is no fear of an accidental discharge. Highest quality workmanship—all parts are interchangeable. Its size is that of a .25 Cal. pistol, although it shoots the powerful .32 Cal. cartridge. You cannot shoot it until it is properly closed, making accidents impossible.

Write for our descriptive booklet.

McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal, Can.



Of What Value is a Guarantee Without a Guarantee ?

Almost everybody guarantees their goods to-day. It is hard to make a sale unless you stand back of the goods.

But a guarantee is only as strong as the firm behind it. Its value is measured by the ability of the firm to make it good.

There is a wrong impression prevailing among most people as to the status of the guarantee. They look at it only as the promise of the manufacturer to replace defective articles. Under such a guarantee you can replace a poor tool innumerable times. You could keep it up for a lifetime (if the business lasted that long), but only at a constant loss to you through the trouble and delay occasioned by the replacement.

You should select a brand of goods where the guarantee is *guaranteed.*

DISSTON BRAND GOODS

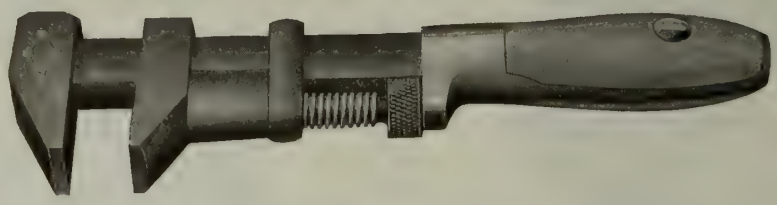
have a strong guarantee of quality, but back of this guarantee is the long history of the House of Disston. The unequalled reputation which we have established for our products is itself in turn a guarantee—a guarantee that backs *our* guarantee.

Our reputation for making efficient and high-grade saws, tools and files, assures the buyer that there is little likelihood of his having to take advantage of our guarantee. That gives the guarantee its fullest meaning. It is the guarantee of a guarantee.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U.S.A.

The Nut Must "Give" In The Bite Of A "W&B" Machinists' Knife Handle Wrench



EACH "W & B" MACHINISTS' KNIFE HANDLE IS WARRANTED

The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W. & B." Machinists' Warranted Knife Handle Wrenches have no weak points.

Tools of Quality Bear These Marks

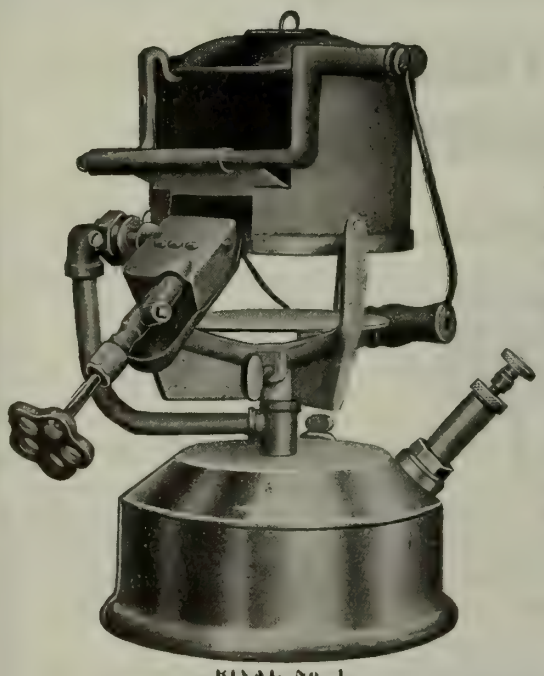
Your jobber will supply you. In case he is out of stock, and you are delayed in getting your orders filled, write us direct. We will see that you are supplied.

WRITE FOR CATALOG NO. 82-B.

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**



RIVAL No. 1.

FIREPOTS

Gasoline, Charcoal, Natural Gas and Artificial Gas.



Reliable and Economical

No. 2 GAS FIREPOT.

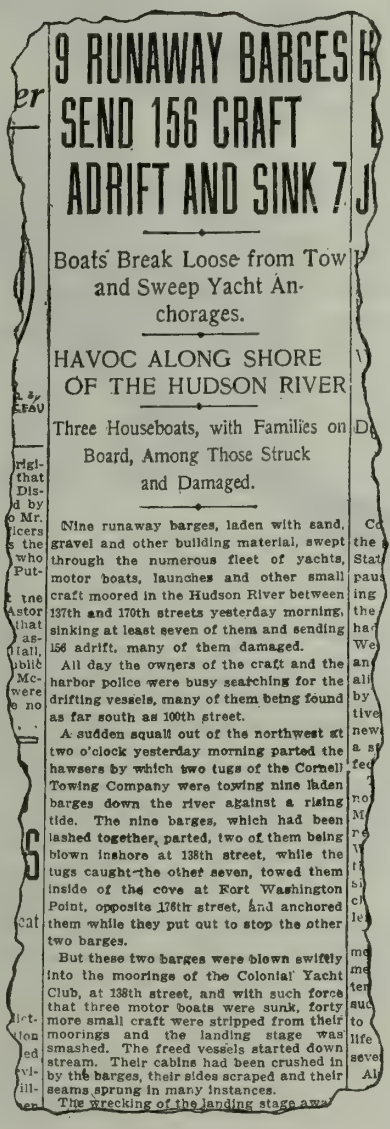
We are the largest manufacturers of Firepots in Canada. The **RIVAL No. 1** for gasoline is without a rival in **efficiency and small gasoline consumption.** The **GAS FIREPOT** (Natural or Artificial) is the most economical firepot on the market. It is supplied with an Air Mixer that so thoroughly mixes the gas with the air that it burns in the proportion of **92 per cent. air and 8 per cent. gas.** Every firepot guaranteed. Put in a stock of these firepots for the Spring Trade.

The Brown Boggs Co., Limited

HAMILTON, ONTARIO

Manufacturers of Tinsmiths' and Sheet Metal Workers' Tools, Presses, Dies, Shears, Canning Machinery, etc.

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 178th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

155 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

·38 Automatic

·32 Automatic

Eley ·22 Long Rifle "E" Brand Blue Label

·25 Automatic



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



Why overlook the Brush ?



Some people seem to think, that as long as the paint is all right, any old kind of brush will do to put it on with. And some dealers let people go on thinking this way, instead of attempting to point out to them how the best paint may be spoiled by using an inferior bristle-shedding brush. These dealers argue, that since they have the name for selling the best paint in the locality—people are bound to come and buy from them.

They overlook the fact that they will probably supply the brushes as well as the paint, and do not realize that poor brushes, besides spoiling the finish, have a decided tendency to boomerang back on the head of the dealer who sold them.

All of which means—

Make sure of the brushes you sell.

Make sure that they are made by a firm that has a great reputation at stake, that simply dare not jeopardize it by turning out inferior brushes. Make sure that the brushes you buy have the guarantee of a firm like this back of them, and yet do not cost any more than the unguaranteed sort. In other words—

Make sure that they are made by Meakins.

Write to us and let us tell you how profitable it is safeguarding your reputation—the Meakins way.

Meakins & Sons, Limited, Hamilton, Ont.



THE

KEEN KUTTER

Trade Mark Points to Profits



When your customer buys Keen Kutter goods he buys QUALITY that sends him back to you for other things. He is sure his purchase will be right—he knows that he is protected by an absolute guarantee that means money back if not satisfied. We stand back of every Keen Kutter dealer and every Keen Kutter sale. Keen Kutter goods make store friends and more sales. That means PROFIT for you—more customers.

KEEN KUTTER

QUALITY CUTLERY

is making friends for live dealers because each article is the best of its kind, and all covered by Keen Kutter guarantee of quality. No other line or brand can so conscientiously protect the dealer. The Keen Kutter trade mark will bring you reputation and customers.

Write us now for full particulars.
It will pay you — pay you well.



SIMMONS HARDWARE CO.

Manufacturers and Distributers

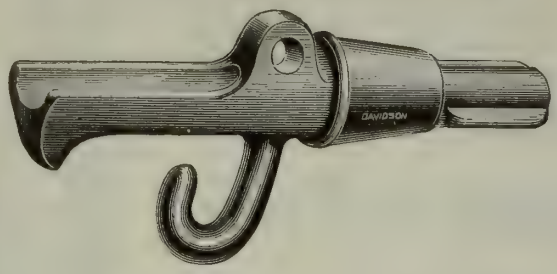
Philadelphia, Pa. — St. Louis, Mo. — New York City
Sioux City, Ia. — Toledo, Ohio
Wichita, Kans. — U. S. A. — Minneapolis, Minn.





This line embraces Scissors, Shears, Table Cutlery, Pocket Knives, Razors, Safety Razors, and many others too numerous to mention.

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the **"EMPIRE" SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL **TORONTO** **WINNIPEG**

Planet Jr.



No. 28

SEEDERS

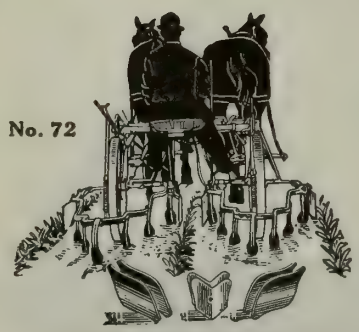
HAVE you all the business in your line that you can attend to? Could you not accommodate more patrons if you could secure them? Are you not interested in anything that, with a small investment, will make your establishment more popular, bring you in closer touch with farmers and gardeners, and thus largely increase your trade?



FIRE-FLY GARDEN PLOWS

INCREASE YOUR PROFITS

SELL PLANET JR. IMPLEMENTS



No. 72

TWO-ROW CULTIVATORS

THE PLANET JR. line comprises Seed Drills, Wheel Hoes, Horse Hoes, Harrows, Riding Cultivators (one and two-row), Orchard Cultivators, Beet Cultivators, and many others. Sixty in all.

Send for Catalog and Prices.

S. L. ALLEN & CO.,

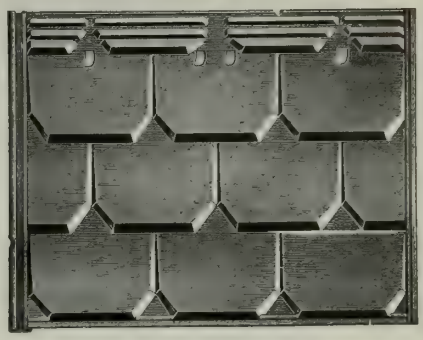
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No. 10

HORSE HOES AND CULTIVATORS

Do you sell Building Materials to Farmers, Storekeepers, Theatre-Owners, Householders?



If so, study what "Metallic" means to the Wide-awake Dealer—

"Eastlake" Steel Shingles — the Standard Roofing, "Metallic" Corrugated Iron for Barn Sides, Ridge Cap, Valleys, Weather Vanes, Eavestrough and Water Piping, "Acheson" Barn-Roof Lights, "Halitus" Ventilators, etc.

CATALOGUES FREE

"Metallic" Materials mean more than one profit to the Dealer who is wise enough to handle them. Apart from the question of money—and there is "money in 'Metallic'"—there is profit in the prestige that goes with the handling of these Standard Materials. Many customers are made for the "Metallic" Dealer by the reputation of the goods alone.

Write to-day and tell us what you are interested in. Send dimensions of any job and we will send you prices.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

"Metallic" Brick, Stone and Clapboard Siding, for Houses, Stores, etc. Artistic Store Fronts, "Metallic" Ceilings and Walls for any interiors; Roof Tile, Cornices, Hayes Patent Steel Lathing.

CATALOGUES FREE

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CAMPHORATED

WAX POLISH

The **Original** and **Genuine Preparation** for producing a beautiful and lasting lustre on **Stained, Parquet** and **Hardwood Floors, Furniture, Fixings, Woodwork** of every kind and wherever a refined and durable polish is desired. Used on **Linoleum, Harness, Car** and **Carriage Hoods, Brown Boots, Leggings** and all kinds of **Leather.** It gives a **Brilliant** and **Waterproof Polish** and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-lidded, Air-tight Tins.

5 Sizes

Decorated Enamel Finish, Yellow, Blue and Black. **No Paper Labels Used.**



NO SOILED LABELS

Will keep fresh and good for any length of time.

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And it will have earned the title, for concrete is being used everywhere, more and more, every day.

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And when they know the brand you handle, they'll be glad to give you their orders—for Rogers' Cement meets the approval of their architects and engineers—**Rogers' Cement is standard.**

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You can't find a better proposition from your viewpoint,—**so write now**, to-morrow may be too late.

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Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-made-FILES—you give them** files that you **know** are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file **has been** tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - made - FILE,** you're certain it's going to give the utmost of satisfactory service.

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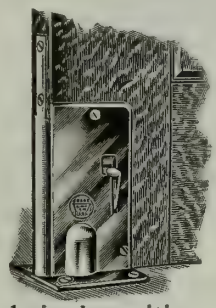
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CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

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will not be complete without a line of auto-matting, step-edging, nosing and moulding of

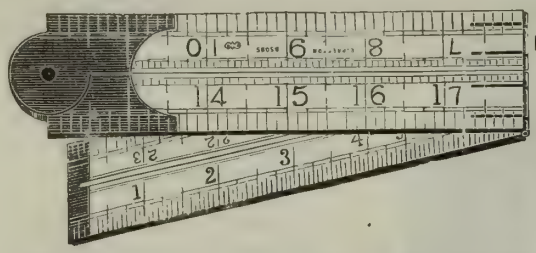
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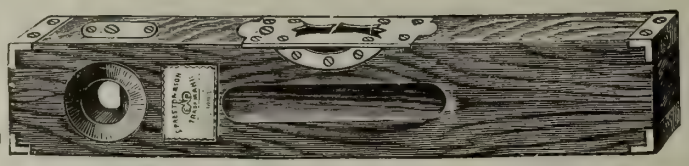
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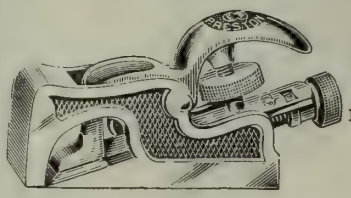
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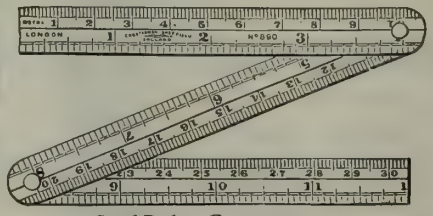
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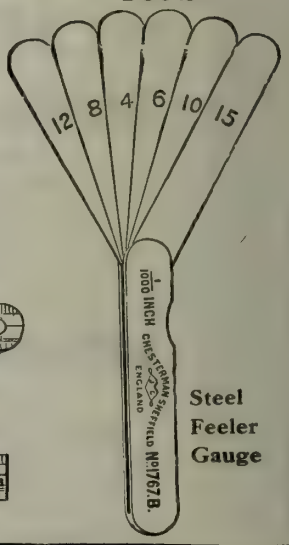
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cost less and are equal to all-copper boilers

FOUR-CROSS REDIPPED STOCK.

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Nos. 7, 8, 9 and 10.

Pressed rimmed covers. Top of boilers wired with 5-16 in. rod. Varnished wood handles firmly riveted on.

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Remember that we are the only makers of Wrico Anti-Rust Tinware and Galvanized Ware.

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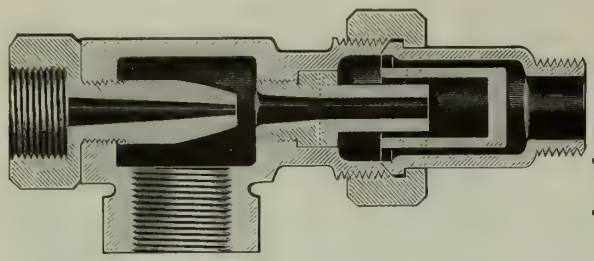
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WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal



Morrison's New Water Jet Lifter

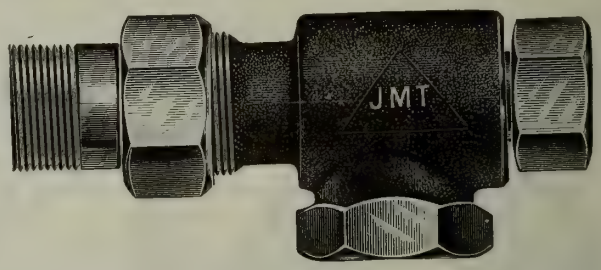
The Morrison Water Jet Lifter is a device for draining off any accumulation of water without the worry and expense of attendants and the old style of pump. This little ejector is designed to automatically pump water out of excavations, basements, etc., without any attention whatever except that necessary to attach it and set it in operation. It makes no difference whether the water is hot or cold, clear or muddy. There is nothing to adjust, nothing to get out of order, nothing to rust or corrode, nothing to clog up.

Guaranteed to operate successfully on lifts, or suction heads, up to thirty feet, depending on the pressure. Made in four sizes with capacities up to 600 gals. per hour.

Saves its price in one day.

The James Morrison Brass Mfg. Co., Limited

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THE CANADA METAL CO., LIMITED, MANUFACTURE IN CANADA



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Year by year they increase by Leaps and Bounds.

The Reason:

What we make we guarantee.
Nothing is done by guesswork.

Mixtures and Physical Tests are controlled through our chemical and testing laboratories. All Babbitt Metals are tested with a friction testing machine.

This strict attention to details enables us to supply all requirements.

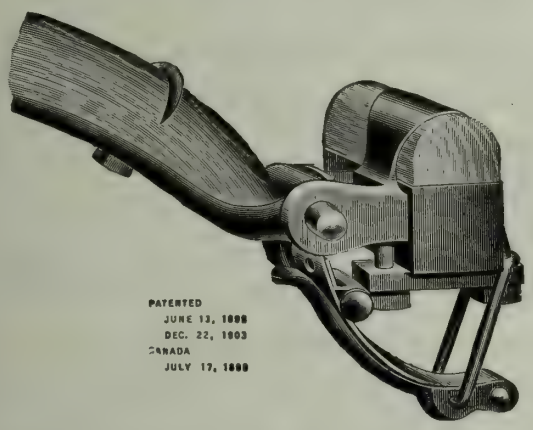
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There's only one possible rattle when you sell Fernald Quick-Shift and Anti-Rattler—the rattle of coin in your cash drawer.



The Fernald Quick-Shift and Anti-Rattler is the little all-steel snap-locking device that hooks up a buggy with shafts or pole quicker than the telling of it. It snaps on so tenaciously and holds so snugly that every bit of the shaft rattle on any rig is wiped out of existence.

The reputation of Fernald is national. Its low price whoops up sales, and every driver can afford it and will buy it. Transfer the noise it cuts out to your till. It's a pleasant sound and will pay you well.

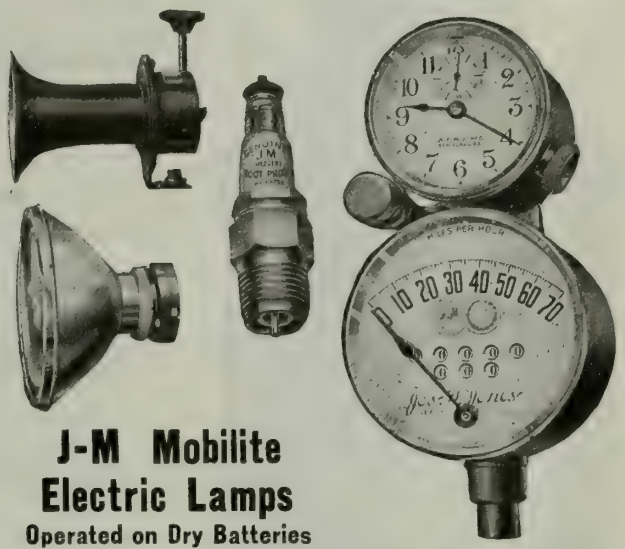
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Backed by the Guarantee of a $5,000,000 Concern



J-M Mobilite Electric Lamps

Operated on Dry Batteries

For head, dash, tail and speedometer lights, and interior car illumination. Also for motorcycles, motor boats, camps, bungalows, etc.

Made of hard rubber, fitted with a Tungsten bulb, a powerful lens and reflector. Six 30-ampere Red Seal Dry Batteries will operate a set of four lamps from 300 to 420 hours.

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Gives Perfect Control of Car



Grips the drum the instant brakes are applied. Never slips. Unaffected by frictional heat, oils, water, grit, etc., because it is made of pure asbestos fibre interwoven with strong brass wire.



Red Seal Dry Batteries

(Guaranteed)

If Red Seal Dry Batteries do not prove satisfactory, we will supply new batteries without cost. This guarantee is the most convincing argument we can possibly offer to prove the high standard of Red Seal Dry Batteries for ignition work.

Made in three capacities: 20, 30 and 35 amperes, 1½ volts per cell.

Write our nearest Branch for Illustrated Booklets fully describing these goods and prices to Hardware dealers.

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THE CANADIAN H. W. JOHNS-MANVILLE CO., LTD. 2260

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"SAMSON" RAILROAD OR DELIVERY CANS

The heavy Samson Bottom, in one piece — no seams, screws, rivets—everything smooth, sanitary and strong.

The new method of connecting breast to body—no danger of breaking at this point.

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Body made of best quality 18-gauge tinned iron — strength and durability.

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They will order it by name the next time. Always first in quality, workmanship and appearance.

Prices Always Right



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Ship-ments Always Prompt

Write To-day for Catalog and Prices.

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Let our giant organization co-operate with you in pulling in your Spring Trade and your profits will quickly follow. And yet it's the after-effects that really count—the holding of it all. That can be and is done by selling McClary's Quality Goods, for it's a smile of satisfaction with every article you sell.

To-day is your opportunity. Augment your display with a

Champion Interchangeable Range

It is positively the only interchangeable Range manufactured — the only range that can be an entire coal range and an entire gas range, when required.

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In short it combines economy with quality of material, workmanship, finish and appearance and its well-known reputation is its best selling feature.

Communicate with our nearest Branch re Spring prospects.

"McClary's on goods is a quality name."

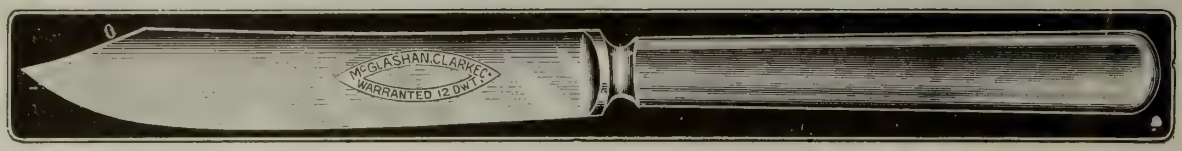
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This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

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11 in. diameter
17½ in. high

No. 6000 — A Perfect Globe, All Brass, 12 and 15 in. diameter.



No. 6000

No. 6020G



No. 6020G — Built like No. 6000, but with foot-piece and guard.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools

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MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



One of the Androck line

One Of The Most Useful And Best Selling Kitchen Conveniences On The Market

Removes scraps and grease from table and kitchenware without scratching it or soiling the fingers.
Made of white rubber specially compounded to resist acids and grease, and retains its softness.
Black enamel wood handle.
One dozen on attractive display card, as shown, or one dozen in box, packed in separate envelopes, as you desire.
You will benefit by giving them a place on your notion counter.
Have you asked for your copy of catalog No. 4, just off the press?

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Gurney-Oxford Warm Air Furnace

There is no better furnace made than the Gurney-Oxford.

Tests have conclusively proven that there is no furnace made or marketed in Canada which will deliver more heat AT THE REGISTER for the amount of fuel consumed than the Gurney-Oxford.

One-way fire travel takes most of the heat out of the products of combustion before they reach the flue. This alone means greater efficiency. Our improved reversible grate bars burn coal to a fine white ash. No half-burnt coal with the Gurney-Oxford Furnace.

These grates are practically trouble-proof. Three burning faces instead of one mean three times the life.

Now Consider This:

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If you will send for the information we will gladly send it to you.

If you can get half a dozen prospects together we will send one of our heating engineers. You and he can get together and make some money for both of us.

May we not figure with you on your heating this Spring? Send us a card for prices and data.

The Gurney Foundry Co., Limited

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CLIMAX Wall Paper CLEANER

is used by Millions, and praised by every user

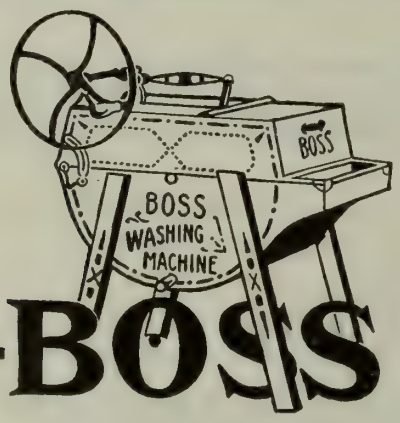
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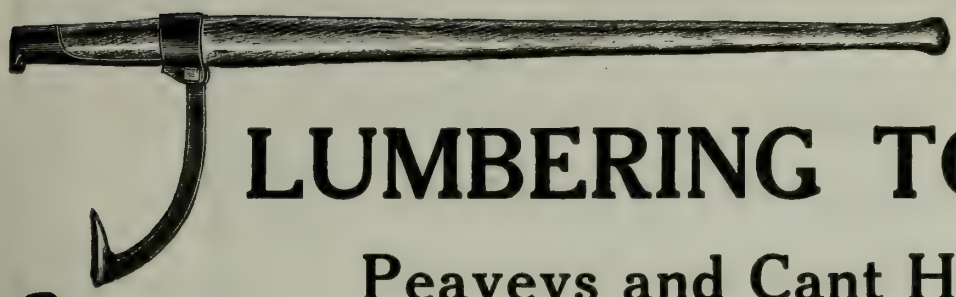
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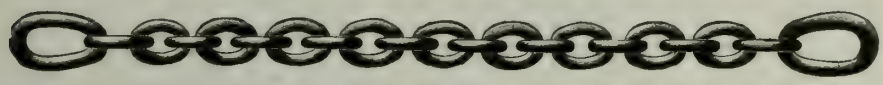


LUMBERING TOOLS

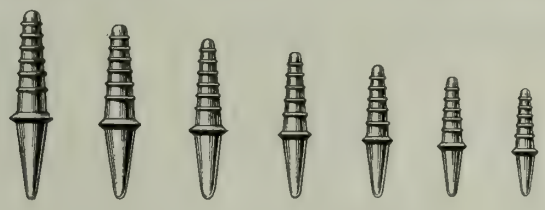
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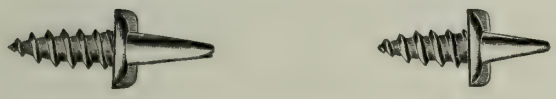
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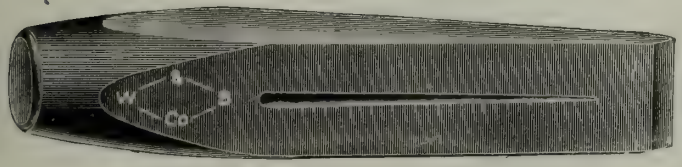
Drive Boot Calks

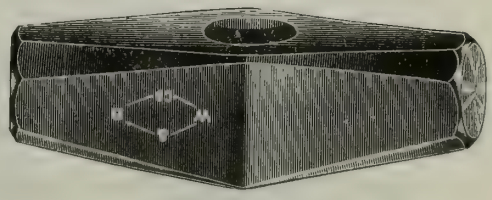


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FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MARCH 7, 1914. No. 10

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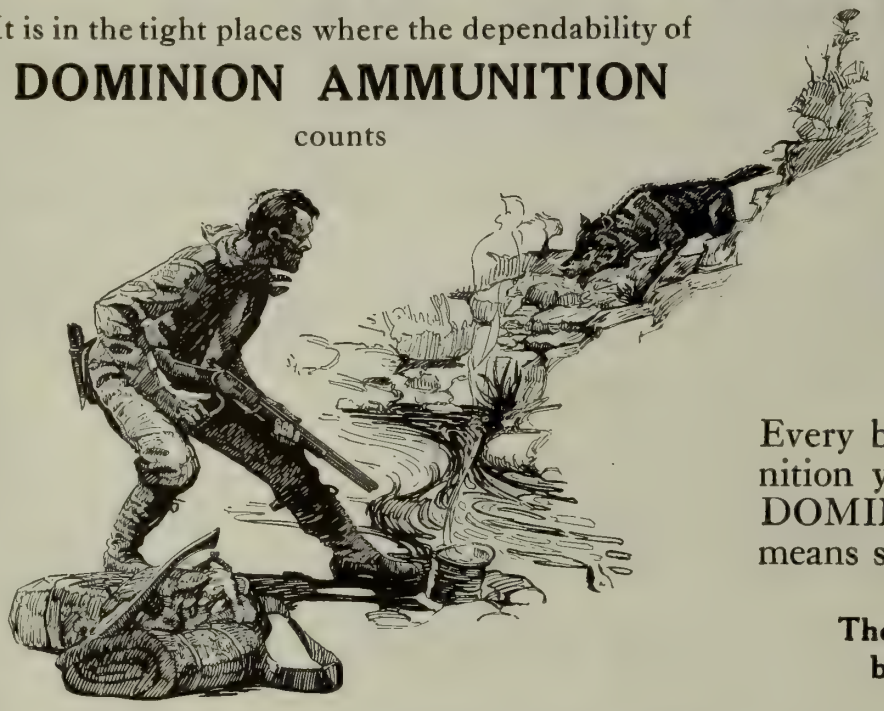
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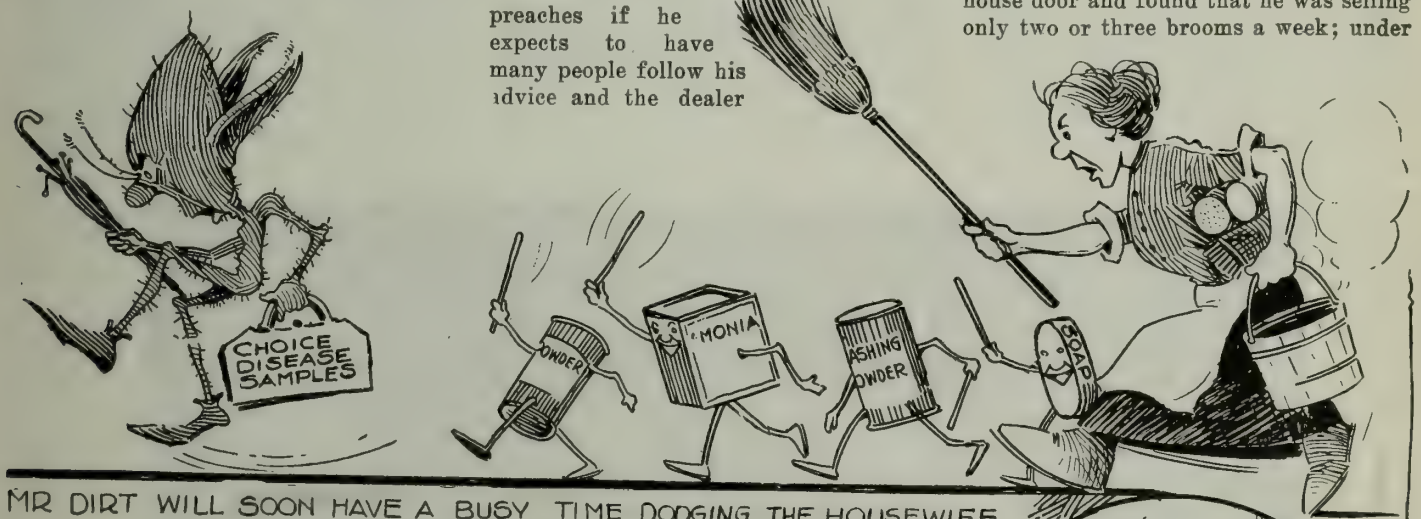
HARDWARE AND METAL

Vol. XXVI. MARCH 7, 1914 No. 10

Opening Up the Big House Cleaning Campaign

With Approach of Spring the Housewife Looks Forward to Annual Upheaval of the Home Furniture—There Are Many Assistants to Help Her That Must Pass Through Hands of the Hardware Merchant—Now is the Time to Plan for Big Business.

THE dirt "Bogie-man" will soon be abroad in the land with his mysteries satchel. At any rate the housewife is convinced of his prospective arrival and it requires a good deal of her energy, time and ingenuity to get him and his microbes out of the house. Fortunately she doesn't have to depend much upon her own resources these days. Formerly the "elbow grease" had to be diligently applied. But with the many lines on the market today that help in this great annual dirt upheaval, she plays a parlor game in comparison to the strenuous times of the past. The retail hardwareman, being the logical medium through which many of these auxiliaries pass from manufacturer and wholesaler to consumer, stand to reap great benefit from the annual spring house-cleaning campaign.



MR DIRT WILL SOON HAVE A BUSY TIME DODGING THE HOUSEWIFE

A Lesson From Nature.

With the return of March, Nature herself begins her annual spring cleaning. She is about to open up her doors which have been closed during the winter season and the earth must be got ready for that event. The keen winds send the accumulated dust of the winter before them and the melting snow carries off the refuse from the roads. It is a time of cleansing and renovating.

The busy housewife is now beginning to talk of that season dreaded by man but beloved by "the contrary sex," and of course a necessary concomitant of civilized life—House-cleaning. And at places where women congregate will be heard the oft-repeated question, "Have you started house-cleaning yet?"

Now is the time for the dealer to see that his stocks of house-cleaning goods are sufficient and varied. Once he decides on conducting a strong selling campaign, he can undoubtedly figure on moving out large quantities of the chief lines. The present is the time to act.

But in business as in all else a man must practise what he preaches if he expects to have many people follow his advice and the dealer who thinks he can persuade others to go into extensive house-cleaning operations while his own place requires cleaning, will find himself left at the post by those competitors who have first set their own place to rights before starting on the trail of their neighbors. A clean store is the first essential to a good campaign in house-cleaning accessories.

The possibilities of this campaign are evident when one thinks over the list of lines that will soon be selling freely. In olden days there was little else but the broom, the mop, stove polish and some soap. While these are indispensable yet, many more have been added. There are for instance.

Vacuum cleaners, carpet beaters, dustless mops, dustless dusters and cloths, feather dusters, brooms, whisks, scrub brushes, window brushes and rubbers, metal and silver polishes, furniture and floor polishes, wall-paper cleaner, tubs, pails, mops, curtain stretchers, cotton gloves and dozens of other cleaning aids.

Using Broom Racks.

Many dealers have circular and straight broom racks in which to show brooms. One dealer told Hardware and Metal how last year he had increased his sales of brooms very largely by moving his rack to the front of the store. He had been keeping it back near the warehouse door and found that he was selling only two or three brooms a week; under



the new arrangement he sold an entire rackful in the same length of time.

Study Value of Sweeping Powders.

With brooms of course sweeping powders should be sold. In selling these, the dealer must not forget to see that his patrons are well informed as to the advantages of using them. If it is explained to a woman that a sweeping powder will absorb the dust, kill germs on the floor, brighten the carpet and spread a pleasant odor throughout the rooms, she will be much more likely to buy than if she is asked to try a box without knowing thoroughly what results to expect.

People Couldn't Resist Buying.

Another dealer one time bought a stock of metal polish. It was a new line and not much asked for. For a long time it lay on a shelf till it became almost dead stock. Then, through Hardware and Metal he heard of a method that another dealer had tried out. This man had put two old pots in a window, one cleaned by a metal polish, and one dirty. On the dirty one he put a ticket saying: "Before using Blank polish," on the cleaned one he put another ticket saying "After using Blank polish." In about two weeks he had sold out his entire stock of five cases. "Women passing simply couldn't resist that display," he said.

The dealer who intends to take advantage of this time-honored and necessary custom must get to work early. By drawing attention to the approach of the spring cleaning and bringing to the customer's notice the fact that he is prepared to supply all requirements, he will get in on the ground floor of the housewife's estimation.

Silver polish and floor polish could be advertised the same way. One dealer is known who put a large maple board on the window, one end of which was streaked with grease and dirt, the other had been polished a pretty brown. This was displayed to show what the certain kind of floor polish which the retailer handled would do.

Selling Dustless Mops.

In selling dustless mops and dusters the most effective method for making sales is to give demonstrations. A piece of linoleum, about two or three feet square, answers the purpose nicely. Dust can be sprinkled on the linoleum in the presence of the customer and then picked up with the dustless mop. The dealer need not be at all backward in recommending the use of good dustless mops. Their usefulness has been clearly demonstrated, and they are here to stay.

In selling dustless mops do not overlook the opportunity to sell dustless dusting cloths, banister dusters, etc.

Vacuum Cleaners.

The spring is also a good season in which to sell vacuum cleaners. Vacuum cleaners are more easily sold by giving actual demonstrations in the home of the prospective customer. Do not be afraid to push the sale of high-grade cleaners. An unsatisfactory cleaner is a poor investment, and will give constant trouble.

It matters not where your store is, there are many prospective purchasers of vacuum cleaners in your locality.

If you sell a cleaner that gives satisfaction, the purchaser will help you to advertise. If you have already sold a number of cleaners in your town or city see that the purchasers are well satisfied, and then use their names for references when trying to make sales.

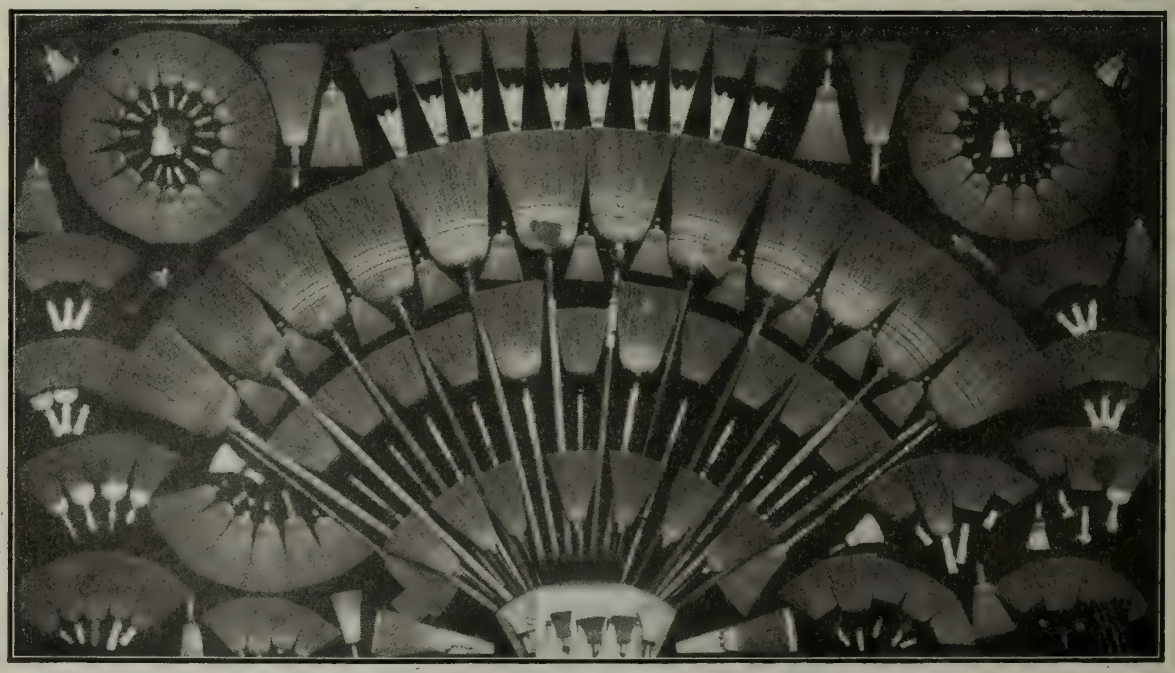
Curtain Stretchers.

Curtain stretchers when set up take up considerable room. Folding stretchers are to the inexperienced rather hard to put together. Many and many a time I have seen a clerk struggling with a set of folding stretchers, trying to put them together in the presence of a prospective customer. The difficulty encountered by the clerk often makes a bad impression on the customer.

One of the large city merchants who sells several gross of stretchers each year stated that during the house-cleaning season he always had a sample of each kind set up. By this I do not mean the small models supplied by the manufacturer. A sample of each of the large stretchers carried in stock was set up and placed on display.

Customers make their decisions quickly, and clerks save a great deal of time and worry by adopting this method.

The house-cleaning season offers the hardwareman a splendid opportunity to do a big business in really profitable lines.



An exceedingly attractive display of brooms and whisks which would undoubtedly get the attention of the passers-by. Try this trim during the house-cleaning campaign.

Eighty-five Per Cent. of Failures Due to Individual

Lack of Capital Caused Only 41 Per Cent., Compared With 50 in 1912—Incompetence, Inexperience and Fraud at Basis in Larger Number of Cases—An Interesting Analysis.

AN analysis of the causes of business failures in Canada prepared by Bradstreets is worthy of careful consideration. It may be noted that a comparison of causes in Canada bears no unfavorable relation to those operative across the border. As is inevitable in every young country, lack of capital is a besetting trouble. In 1912 this was the cause of 50.3 per cent. of the failures, although in 1913 the figure fell to 41.3, less than any preceding year. Incompetence held nearly the same position as in 1912, the percentages being 16.9 and 16.3 respectively, so far as the actual numbers were concerned, although in 1913 the percentage of liabilities due to incompetence was only 15.5 compared with 22.8 in 1912. Inexperience was the cause of nearly double the failures in 1913 as in 1912, 9.6 to 5.1; unwise credits, 2.7 in 1913 to 1.3 in 1912; failures of others, 1 per cent., compared with .9 per cent.; extravagance, .8 per cent. in each year; neglect, 2.8, compared with 4.3; competition, .4, as against 1 per cent.; "specific conditions," 14.2 versus 12.8; speculation a shade higher, .8 against .5; and fraud 9.5, compared with 6.7.

The total number of failures in Canada was 1,827 and 1,312 in the two years respectively, with the assets $8,140,990 in 1913 to $5,611,675, and liabilities $16,650,450 and $12,355,282.

Different in the States.

In the United States incompetence ranks far higher than in .Canada as a cause for failure in business, 28.6 per cent. in 1913 and 30.2 in 1912. Inexperience was less fatal than here, 5.1 per cent.; while lack of capital, as might be expected, also had much less to do, 29.2 per cent. of failures being classed under this head. There is a remarkable similarity in the place of extravagance, eight-tenths of one per cent. in each country. Fraud caused 11 per cent. of failures in the United States, and speculation more than in Canada, 1.1 per cent.

Dividing causes of failures roughly into two classes—A, due to faults of those failing, and B, not due to faults of those failing. In the former are included incompetence, inexperience, lack of capital, unwise credits, speculation (outside regular business), neglect of business (due to doubtful habits), personal extravagance, fraudulent disposition of property.

In class B. are three specific conditions disaster, etc., failure of others (of apparently solvent debtors), and competition.

Mostly Due to Individual.

In 1913, 80.5 per cent., or over four-fifths of the failures in Canada and the States were attributed to the shortcomings of those who failed, while 19.5 per cent. were due to causes apparently beyond their control. In 1912 the proportions were almost identical, 80.3 and 19.7

"This constancy in statistics over two such dissimilar years," remarks the Bradstreet report, "is a striking feature, and one which seems to point to the relatively small effect of what might be termed business environment in predisposing to disaster in 1913."

In 1911, 78.9 per cent. were charged to the individual, while 21.1 proceeded from outside causes. In 1910 the proportions were 82 and 18 per cent. respectively; in 1909, 81 and 19; and in 1908, 77.5 and 22.5. It is presumed that the cutting down of outside causes since 1908 was due mainly to greater care in granting credit. Taking the amount of liabilities in place of the number of failures, personal causes are credited with 73.7 per cent. of the dollars and cents total for 1913, and 26.3 per cent. to outside causes. In 1912 the percentage was 80 and 20, almost the exact percentage of the numbers of failures.

Leading causes of failures rather lost in influence in 1913 in the United States when compared with 1912: lack of capital, incompetence and specific conditions; but in Canada the latter two increased in force.

Increase in Fraud.

In both countries failures due to fraudulent disposition of property showed a considerable increase, perhaps the most unfavorable phase of all. It accounted for 26 per cent. of the increase in the number of failures over the previous year. Fraud as a cause in 1913 showed the largest number ever recorded, and its proportion was exceeded only four times in twenty-three years. In the States Unwise Credits furnished 16 per cent. of the liabilities compared with 2.6 in 1912, but the increase in Canada was not nearly as large.

Over 94 Per Cent. With Little Credit.

"Of the 16,378 insolvent concerns in the two countries for 1913, 15,533, which is 94.8 per cent., were rated as having very moderate or no credit, as compared with 95.2 per cent. in 1912; 93.9 in 1911; 95.9 in 1910, 95 in 1909 and 91.3 in 1908. Only 4.4 per cent. were classed as good credit in 1913 against 4.3 per cent. in 1912, 5.4 per cent. in 1911, and 3.4 per cent. in 1910; while eight-tenths of 1 per cent. of all those failing or suspending had very good or higher credit, as against half of 1 per cent. in 1912, seven-tenths of 1 per cent. in 1911 and 1910 and five-tenths of 1 per cent. in 1909. The proportion of all failing in the two countries possessed of $5,000 or less capital was 91.8 per cent. in 1913,

(Continued on page 57.)

SUMMARY—DOMINION OF CANADA, NEWFOUNDLAND AND ST. PIERRE AND MIQUELON.

Failures due to	Number		Assets		Liabilities	
	1913	1912	1913	1912	1913	1912
Incompetence	308	214	$1,067,538	$1,121,328	$2,582,999	$2,815,349
Inexperience	175	67	958,217	204,761	1,740,052	435,468
Lack of capital	754	660	3,452,927	2,784,605	7,016,686	5,660,668
Unwise credits	48	17	225,923	148,524	439,795	204,744
Failures of others	19	12	140,073	77,967	334,376	311,333
Extravagance	14	11	31,682	29,460	94,972	65,510
Neglect	52	56	148,478	172,871	367,241	377,384
Competition	8	13	26,200	39,538	42,791	78,958
Specific conditions	260	168	1,417,072	659,019	2,129,179	1,081,139
Speculation	15	6	351,100	23,800	624,958	53,600
Fraud	174	88	320,780	349,802	1,277,401	1,271,129
Total	1,827	1,312	$8,140,990	$5,611,675	$16,650,450	$12,355,282

PERCENTAGES OF NUMBER OF FAILURES AND LIABILITIES IN THE UNITED STATES AND CANADA IN 1913 AND 1912, CLASSIFIED AS TO CAUSES.

Failures due to	United States, Per Ct.				Canada, Per Cent.			
	Number		*Liabilities*		*Number*		*Liabilities*	
	1913	1912	1913	1912	1913	1912	1913	1912
Incompetence	28.6	30.2	18.4	26.8	16.9	16.3	15.5	22.8
Inexperience	5.1	4.6	2.0	3.0	9.6	5.1	10.4	3.5
Lack of capital	29.2	29.7	24.9	33.5	41.3	50.3	42.1	45.8
Unwise credits	2.6	2.0	16.0	2.6	2.7	1.3	2.6	1.7
Failures of others	1.9	1.3	11.4	4.9	1.0	.9	2.0	2.5
Extravagance	.8	.7	.6	.9	.8	.8	.6	.5
Neglect	2.0	2.0	.7	1.0	2.8	4.3	2.2	3.1
Competition	2.3	1.9	.9	1.3	.4	1.0	.3	.6
Specific conditions	15.3	16.5	14.0	13.8	14.2	12.8	12.8	8.8
Speculation	1.1	.8	2.7	3.4	.8	.5	3.8	.4
Fraud	11.1	10.3	8.4	8.8	9.5	6.7	7.7	10.3

HARDWARE AND METAL

VOL. XXVI. No. 10 Toronto, Canada, March 7, 1914 Two Dollars per Year

A Fair Warning

IF the regulations of the Workmen's Compensation Act, as at present drawn up, go into effect, the retail merchants of Ontario will be placed in a position that is scarcely fair to their interests. The commissioner has promised that they will not be included in the original bill as it is presented to the Legislature, but a rider has been added that may nullify this provision at any time. Under this the retail merchants may be included in the operation of the Act if the commissioner so decides. The only warning is to consist of a thirty days' notice in the official Gazette. This the Retail Merchants' Association takes to mean that no opportunity will be afforded the retail men to present any case against inclusion; they will be condemned, unheard, with a thirty days' stay of sentence. This is manifestly an unfair method. The merits of the case for the retailers have not been laid at length before the commission, as from the outset there was no serious intention evident of including them. Before the commission reaches a decision it surely should allow the association, or individuals, to argue against inclusion in the Act; then if the decision goes against them, they should be permitted to deal with the terms that would govern them in that event. The R. M. A. proposes the precaution that the Government, not the Commission, be the arbiters.

Price Maintenance Bill

PRICE maintenance is a live problem that has been before the trade—and particularly the United States trade—during the past few years. The Supreme Court of that country has been rather averse to the idea of a manufacturer fixing the retail price of his product and much litigation has cropped up to decide its legality.

At the present time, however, a bill is before the House at Washington to allow the manufacturer of a proprietary article legal power to fix and maintain the retail selling price of his product.

The main purpose of the measure is to encourage price standardization on branded merchandise of uniform quality by enabling producers of such goods to name and legally uphold the retail price on their wares. Under the terms of the bill, producers who wish to avail themselves of the privilege of naming and enforcing the retail price on their merchandise are required to file with the Bureau of Corporations a statement of their brands or trademarks and also the uniform prices to be charged at wholesale and in sales to the public.

The effect of the measure would be to create in the field of branded merchandise an absolute uniformity of price at all times and in all parts of the country, in the case of those manufacturers who could show their good faith. Monopolies are specifically excepted from those entitled to the privileges named in the measure, none but bona fide producers being permitted to name their retail prices.

Sunshine in Failure Records

SEVERAL phases of the relation of business failures to successes are discussed in an article in this issue, based on complete returns compiled by Bradstreets for Canada and the United States for the year 1913. One of the tables prepared by this company affords proof of the gradual improvement in the personal equipment of men who are entering business. In 1882 the percentage of failures to those in business was .93, or about one in 110. The next year the percentage was 1.20, or one in eighty-five, and in 1893 reached its highest point, 1.40 per cent., or one in seventy-one. In 1911 this had dropped to .77 per cent., in 1912 it was .82, and even in 1913 was only slightly higher, .82 per cent., or one in 122. This is a far call from the 1893 record.

There is no doubt that a certain proportion of the improvement is due to stricter methods in granting credit, but a marked advance in the average equipment of the merchant is a large factor in the better result. There is a more general recognition that success in business calls for personal qualities of a high order, as well as financial backing and other external facilities, and there is less evidence of ignorant embarking upon this difficult sphere of work as the years go by. The cutting down of the percentage of failures is, of course, of unusual advantage to every community and every country, and the personal efforts of merchants to raise the level of business operations, and the partnership work of associations, and the influence of trade journals all find their reward in this hopeful tendency.

The Business Situation

BUSINESS in hardware lines is somewhat improved on account of the approach of spring and the fact that jobbers and manufacturers are shipping spring orders. Orders for immediate requirements are not heavy, but this condition is usually experienced at this season of the year. The metal markets are in much the same condition as they have been for some time past. While a fair amount of business is passing it is of a hand-to-mouth variety. Metal merchants are, however, hopeful of a continued steady improvement in business conditions. Collections are fair. Paint manufacturers are very busy getting out spring orders and as far as their trade with hardware merchants is concerned, business is good. With the breaking up of winter there should be a decided improvement in the demand for all classes of hardware and building materials. Commenting on the business outlook The Financial Post says:

Railway earnings, bank clearings, and other indices of trade are bearish. To some extent dullness is seasonable. In Quebec and Ontario, however, trade is showing some tendency to brighten. But in the West the wave of economy, not altogether voluntary, has not passed away. There buying is extremely cautious, and it is still cautious in other parts of the Dominion.

There remains strongly impressed upon the public mind the momentous questions which Parliament at Ottawa will have to deal with. The Government has before it the question of continuing a policy of railroad construction and of putting into operation new lines already constructed, which, linked together, make two new transcontinentals. If these lines are left solely to the capital resources of the companies through which they have been built, it may be some years before they become effective agencies of development and business-producers. In the meantime the country would be the chief loser. Not only will trade dullness be accentuated, but the confidence which investors abroad have in Canada will be rudely shaken.

In addition to the question of carrying to completion the larger railway products, the Government is faced with a serious condition of the steel industry. Depression of an acute character—the worst since 1903—has overtaken it, and overtaken some of the mills before they fully recovered from the shock resulting from the removal of the bounties. There is not much hope for the future of this fundamental industry unless it obtains some measure of aid to offset the disadvantage of being shut out of other markets by high protective tariffs.

The foregoing questions are uppermost in the minds of business men, and little change in business can be looked for unless they are settled one way or the other—when either further depression or greater confidence will ensue accordingly as Parliament decides.

With two very serious questions affecting the immediate future still open fundamental conditions cannot be regarded as being entirely sound. Business depression continues, as evidenced by the accumulations of funds at Canadian centres. January bank statement, which has just come to hand, shows an increase of savings deposits of $10,000,000, as compared with December, and it will not be surprising if the February statement shows another increase. Bank clearings for the week showed another decline, and more railroad rolling stock accumulated in the yards. Though these facts are evidence of depression, they also presage a change. Economy on a national scale and continued liquidation is a splendid tonic, the effects of which cannot long be delayed.

Brighter spots on the horizon are approaching easier conditions in London, and a noticeable improvement in the United States. Idle cars there are on the decline, and the figures will be still further improved when spring movement of merchandise in Canada commences.

Some of the industrial companies' statements being issued at present show less decline in business than anticipated, and some show an increase. If January and February conditions obtain for a much longer period of the year there is not much hope of fat balance sheets at the close of the current year.

Selling Profitable Goods

WE frequently hear hardwaremen complaining about the narrow margin of profit in many of the staple lines of hardware. It is true that in some localities quotations on staple lines have been cut very low. Sometimes the low prices result from excessive competition and in other cases there does not appear to be any special reason why the goods should be sold so cheap.

It seems unfortunate that hardwaremen should not be able to make a legitimate profit on such lines as nails, wire, etc., and yet the fault lies largely with the retailers. In a letter, read before the Ottawa Convention by President Macpherson, and which later appeared in Hardware and Metal, this question was dealt with, and should be carefully considered by every retailer. There is also another point worthy of consideration. During recent years there has been a marked tendency on the part of retail hardware merchants to sell lines of specialties, principally for household use, on which there is a literal margin of profit. These specialties are frequently appearing on the market, and hardwaremen by keeping in close touch with their trade paper, and studying its advertising pages closely, can often pick up new lines which prove to be rapid sellers and profit-makers. With overhead costs of doing business and other expenses increasing the hardware dealer should keep closely in touch with his trade paper, and watch for the new lines which are constantly appearing. Little things with big profits are what many of the successful merchants are selling these days.

Editorial Briefs

HAVE you started your spring paint campaign?

• • •

KEEP closely in touch with markets. They mean dollars to you.

• • •

THE SEASON for improving business is rapidly approaching.

• • •

HAVE YOU booked your requirements for your spring trade? Do not be caught without the goods.

SPRING is only fourteen days away.

• • •

INCOMPETENCE and inexperience cause many failures.

• • •

THE EARLY bird gets the business—and the profits—when it comes to selling housecleaning supplies.

• • •

DO YOU conduct a follow-up system in your paint department?

R.M.A. Convention Strong on Fair Legislation

Over Thirty Resolutions Considered, Majority Dealing With Laws on the Statute Books, on Proposed Legislation or Legislation Wanted—Pedlar, Dead-Beat and Early Closing Among Questions Considered—B. W. Ziemann the New President.

TORONTO, March 5.—In last week's issue the initial proceedings, up to time of going to press, of the 15th annual convention of the Retail Merchants' Association, Ontario Board, were presented. While the attendance was not as large as it should have been, yet delegates were enthusiastic in their deliberations and put considerable ginger into the various discussions.

The Resolutions Considered.

The consideration of the many resolutions presented occupied the bulk of the two days convention. Among the questions up in addition to those discussed in last week's issue were the paying of cartage at both ends; co-operative stores; appointment of a fire marshal; collecting agencies; public markets; false advertising; guessing and voting contests; early closing; the adulteration of goods and many others.

The chair was occupied by President E. C. Matthews, of Toronto, who is succeeded by B. W. Ziemann, of Preston, who has been connected with the association a good many years.

Want Parcel Post as It Is.

Resolution No. 3: — "That it is the opinion of this meeting that no change should be made in the present parcel post system, as recently adopted by the Government, until it has been fully worked out and tested, and that we should insist, as far as possible, that it be self-sustaining."

Mr. Ryan asked what the resolution meant. Mr. Ziemann replied that one metropolitan paper is already clamoring for a zone of 150 miles, and that was why the resolution was brought in. The resolution carried.

Resolution No. 4:—"That whereas a special committee from our association prepared a memorandum setting forth the reasons why the present business tax rate—which is fixed by statute, should be reduced to 10 per cent. throughout the Province, and presented the same to the Ontario Government, and so far no action has been taken thereon. We therefore request that the subject be again taken up with the Government and pressed forward to some definite conclusion."

Without discussion, T. B. Cramp moved the adoption of this report. It was seconded and carried.



B. W. ZIEMANN, Preston, Ont.,
Elected president of the Ontario Branch R.M.A., at annual convention.

Bulk Sales Substitute.

Last year at the annual convention there was a lengthy discussion on the proposed Bulk Sales Bill. This year many views were ventilated on a proposed substitute. The resolution submitted was as follows:—

"That it is the opinion of this meeting that the wholesale trade and the manufacturers would secure better results than they would through their proposed Bulk Sales Act, if all retail merchants who propose selling out their businesses would be compelled by laws to give all their creditors fifteen days' notice of their purpose, and that in addition to this they ask those creditors with whom they are not acquainted, to sign a document, setting forth in a simple manner, that they would not sell out their businesses, without the consent of their creditors; and further, that we consider that the time has arrived when the retail trade could not only assist themselves, but also the wholesalers and manufacturers, by reporting to the secretary, at the head office all cases of severe price-cutting in the various cities and towns, and all cases wherein the merchants know there may be a likelihood of any retailer offering his goods in such a manner as to demoralize the trade and eventually deceive his creditors."

Eric Jamieson, of Hamilton, thought that to give 15 days' notice would frequently stop the sale. He considered this part of the resolution was an evidence of working for the wholesaler.

B. W. Ziemann, of Preston, reviewed the conferences held with the wholesalers and manufacturers, connected with the Credit Men's Association, pointing out the objections the retailers took to the Bulk Sales Act. This act he said would affect every merchant, good, bad or indifferent. The suggestion as contained in the resolution would enable the wholesalers to have protection against men coming into the trade of whose honesty they were dubious.

F. C. Higgins, of Toronto, did not see where the wholesaler would be protected by the resolution. "Suppose," he said, " a man does not give 15 days' notice; he sells his business and disappears. How will the wholesaler get justice? Is not that just the very thing the Credit Men's Association want to cover?"

Secretary Trowern maintained that under the act which would cover this resolution the business could be sold at once. The agreement could be signed but the purchaser could not legally take possession of the goods until 15 days had elapsed. He did not see how this would prevent a closing of a sale. He also said the bill would be applicable to the wholesaler, to boarding houses and even to farmers. Some one asked if the farmers had made any request to be included in the bill. Two or three of the

ONTARIO R. M. A. OFFICERS.

President—B. W. Ziemann, Preston, Ont.

1st Vice-President — A. M. Patterson, Brockville, Ont.

2nd Vice-President—R. D. Cameron, Lucknow, Ont.

Treasurer—F. C. Higgins, (grocer) Toronto, Ont.

Secretary—E. M. Trowern, Toronto, Ont.

Representatives on Dominion Board—A. Weseloh, Berlin; R. D. Cameron, Lucknow; A. M. Patterson, Brockville; F. C. Higgins, Toronto, and Secretary Trowern.

members maintained it would simply be putting a halter around the necks of the merchants if they passed the resolution.

R. D. Cameron, of Lucknow, was willing that the wholesalers get an act to protect themselves, but did not think the retailers should propose it. "It was time enough," he said, "to discuss the bill when it was prepared by them."

Eventually it was moved that the first part of the resolution be referred back to the Committee on Legislation, and that a resolution be framed by it and submitted to each member; and that the second and third parts of the resolution be discussed with the wholesalers.

Compulsory Afternoon Closing.

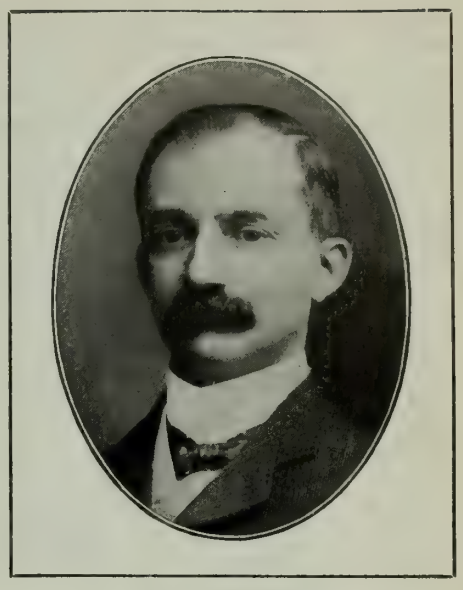
Eric Jamieson, of Hamilton, introduced the following resolution re compulsory afternoon closing:—"That this convention consider the advisability of amending the early closing by-law, so as to enable the merchants in any municipality to close their places of business on any one afternoon of the week they may desire."

N. C. Cameron pointed out that as at present constituted the statutes allow municipalities to pass a by-law compelling stores to close after seven o'clock, excepting Saturday nights and nights prior to holidays, providing 75 per cent. of the merchants in any line petitioned for same, but it did not permit compulsory afternoon closing. The resolution carried.

Express and Freight Claims.

Another resolution read:—"That we believe that our members should receive greater benefit if, instead of making application direct to the express and frieght companies, in tracing parcels, or securing payments for claims they would submit all complaints to the head office, so that they could be taken up by the association, instead of individually."

In discussing this many of the members considered it in their interests to deal promptly with all freight and express claims themselves. T. B. Cramp, of Orillia, considered that in his experience he had freight claims from 25c. to $25, and he has invariably had them settled with the express companies in one month and with the railway companies in two months. "If we send in our claims promptly and properly," he said, "we come out better with our local agents." A Midland merchant said the reason claims were settled so promptly in Orillia was because there was competition in railway transportation.



E. M. TROWERN,
Secretary of the R.M.A. for over 15 years.

Several dealers cited individual cases illustrating the lengthy dealings sometimes experienced. The resolution eventually carried with the addition of the word "exceptional" being inserted between the words "all" and "companies."

Another resolution dealt with co-operative society legislation, and the association will make every effort to see that any bill introduced is vigorously opposed.

The following resolution was next considered:—"That as a great many requests have been made by members of our association, to make provision for an efficient inspection of the proper weight of articles sold over retail counters, that this convention consider the advisability of requesting the Dominion Board to take such steps as will provide for the same."—Carried.

Watch Collecting Associations.

"When you sign a card like this," said Secretary Trowern, holding up a printed card in his hand, "you make yourself liable for all the debts of the concern." He was referring to a certain collecting agency. The following resolution was carried in this regard:—

"That it is the opinion of this convention that a very large sum of money can be saved by our members, if they would write and secure information from the head office before they subscribe to,

(Continued on page 44.)

CARTAGE AT BOTH ENDS.

"That it is the opinion of the meeting, that the system of charging for freight cartage at both ends, is unfair to the retail trade, and that we recommend that this matter be referred to the Dominion Board, and that they be requested to take such steps as will remedy the evil."

This resolution caused considerable discussion, and the matter of charging of freight was certainly demonstrated to be a live problem. From the comments made it was shown that all retailers are not treated alike by shippers. Some have to pay cartage at both ends, whereas others only have to pay it from their own station. Secretary Trowern suggested that the matter be taken up individually with members by letter to find out whether they pay cartage at one end or both ends and their views on the entire matter.

Eric Jamieson, a Hamilton grocer, thought that the wholesaler should put the freight charge on the invoice. "Many men," he said, "are not merchants. They figure their selling price from their first cost. If the wholesaler were to charge the freight on the invoice as well as a fair amount to cover cartage, it would be better for merchants." It was pointed out by one member that the cartage charges had only to be paid at both ends on goods sent out from three places in Eastern Canada. In none of the other wholesale centres did the shipper ask the merchant to pay this at both ends.

W. J. Maher, of Cobourg, said that the cartage was in the bill, even in cases where delivery was made free of charge. Other merchants, however, claimed that this was not the case.

T. B. Cramp, an Orillia grocer, suggested that the wholesale houses invoice the goods to the carter in each town and have him deliver to the individual merchants. This he maintained would save much expense. It was the way the majority of biscuit firms were doing. "Let us buy our goods F.O.B. at our own station," he said, "freight and cartage paid. This cost would then be in the invoice."

Eventually the resolution as brought in was referred to the Executive, who were asked to cover the points discussed and determine the opinions of the trade before referring the matter to the Dominion Board.

or connect themselves in any way with any rating or collecting associations or agencies."

The next resolution was referred to the local associations to be dealt with as the occasion arose:—

"That it be a recommendation from this convention, that literature be published and circulated among our members, setting forth all the facts and circumstances—from the butchers' and grocers' standpoints—regarding public markets."

The association will oppose proposed legislation to tax all vehicles used by retailers in Toronto.

In view of the importance of the retail trade in the province, the Ontario Government will be urged to appoint a Minister of Inland Trade to look after retail interests.

Want False Advertising a Crime.

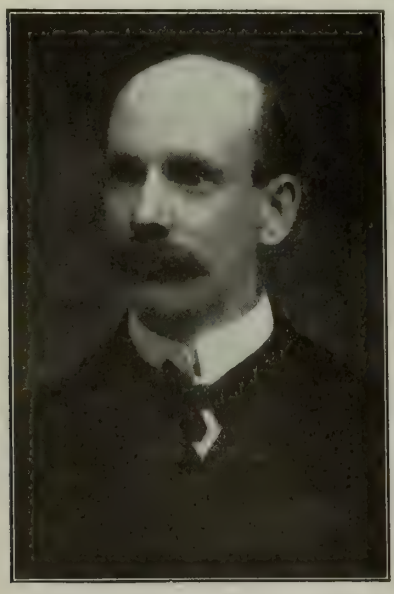
A resolution reading:

"That we recommend action of the Dominion Board, in asking for legislation during the coming session, that will make false advertising of merchandise a crime," was carried without discussion.

Another that carried without discussion read:—"That this convention take further steps to press our amendments to the Division Court Act, regarding garnishee and simplifying the collection of small debts."

To Educate the Consumer.

Volunteers will be called for to carry out the spirit of this resolution, which passed with little discussion:—"That it is the opinion of this meeting, that the time has arrived that we, as an association, should undertake a strong educational campaign, to educate the public to a greater knowledge of the importance of the retail trade; so that the various sections of trade will not receive the abuse they have received through the press, and by the "Women's League" and other organizations, who are not familiar with the processes of distribution, and that this meeting recommend that the executive appoint a committee from the various sections of trade, who would be willing to give their time to addressing public meetings, with the object of educating the general public to the true conditions and the importance of the retailer in the community."



F. C. HIGGINS, Toronto,
A grocer who holds position of treasurer for R.M.A. of Ontario for coming year.

The association by resolution desired that the Trading Stamp Act shall be amended to include all forms of guessing and voting contests.

In connection with the Cold Storage Bill in the House of Commons, the association declared in favor of clauses to protect the retailer.

Interprovincial judgments, so that they will be operative in every province, to facilitate the collection of small debts, were approved and a recommendation will be passed on to the Dominion Board to see what can be done.

Would Hold Manufacturer Responsible.

This resolution, carried without discussion, met the approval of every grocer present:—"That it is the opinion of this meeting that any goods that are sold to retail merchants as being unadulterated, and they are found to be adulterated that the manufacturer should be prosecuted instead of the retailer."

"That the Government be asked to place an embargo on cattle and live stock going into the United States," was still another resolution discussed.

W. J. Maher, Cobourg, pointed out that there was a difference between an embargo and export duty, and believed that the matter should be gone into thoroughly with the farmers' associations before anything was done. A clause was, therefore, added that before anything was presented to the Government that the executive confer with the farmers' associations.

The next resolution dealt with smuggling at Sault Ste. Marie port, and requested the Dominion Board of the R.M.A. to interview the Minister of Customs asking him to stop smuggling at that port. It was introduced by J. Stevenson and carried.

A resolution to the effect that "this convention is opposed to municipalities engaging in the retail business" passed without discussion.

To Follow Up Delinquents.

W. J. Maher, of Cobourg, asked this pertinent question: "Why cannot we get legislation preventing a man going from one town to another leaving an unpaid account, just as the hotel man has legislation to prevent a man leaving without paying his bill at a hotel?"

This was a popular subject, and at once a resolution was passed instructing the incoming executive to see if legislation can be secured covering this point.

J. R. Dargavel, M.P.P. for Leeds, Ont., who is himself a retail merchant, attended the convention on Thursday afternoon and addressed the members. He referred to the introduction of the Bulk Sales Bill into the Legislature last year, and the successful fight he put up with Mr. Trowern to have it ejected. "I imagine," he said, "it will never be introduced into the House in the same shape. I have been forty-six years in the retail business and my experience leads me to believe that any man who desires to go into business can get all the goods he wants from wholesalers. If it hadn't been for the people in my town who have come and gone in years gone by I probably could have retired now. In my opinion neither the people nor the wholesalers, nor myself, have reaped any advantages because these merchants have come and gone."

The speaker urged the formation of county associations of merchants. "I have no fault to find with the wholesale merchants; they probably have treated me as fairly as anyone else, but when they decide to do anything they dictate to us, and we must accept their terms."

Merchants' Catalogues.

R. D. Cameron, of Lucknow, introduced a discussion on the methods of a certain merchants' agency. This company sold catalogues to retailers illustrating and quoting prices on dry goods, furniture, watches and hardware, the retailers in turn to hand these catalogues to their customers. Customers could then order goods from the catalogue from the retailer. The latter passes the order on to the agency, and the agency to the manufacturer, who sends the goods direct to the consumer, thus elim-

TO CONSIDER MAIL ORDER TAX.

On motion of Levi Wildfang, of Elmwood, Ont., the following important resolution was carried:—"That it be an instruction from this convention that the information be secured from the retail merchants throughout Ontario as to whether they are favorable to have a special tax placed on large mail order catalogue houses, and that the money so secured, through taxation, would be paid into the various municipalities from which it is taken."

inating entirely the wholesaler. Each merchant who desires to become connected with the system pays $30. Mr. Cameron did not believe in the propriety of such business. "I would not care," he said, "to take orders for furniture, jewelry or hardware through these catalogues and injure my fellow merchants in those lines." He was informed that the concern could not operate in any place 2,000 or over, as the manufacturers who signed up with it would not allow it to do so.

On motion of Secretary Trowern, the matter was referred to the executive to be taken up with the wholesalers.

Day Dreams of Agitators.

In his annual report, Secretary Trowern referred to the continued "high cost of living" agitation and to the ignorance displayed by those who believed the cure was tied up in housewife's leagues, co-operative buying, and retail markets. "Nothing but day dreams," he termed them. It was something the association had to remedy.

He dealt with the success that had met the efforts of the association in formulating the credit reporting system. This was doing splendid work. He explained that last Fall it was found that $4 of the $5 fee sent to the head office by members was found insufficient to cover the work of the association, including the credit reporting system. It meant, he said, that either the per capita tax had to be retained or the system would have to be discontinued, and the former course was decided upon.

During the year he had visited the Canadian West, and while there got the associations in the four western provinces affiliated with the Retail Merchants' Association of Canada.

Treasurer N. C. Cameron then read his report, and after considerable discussion, it was referred to a committee of three—J. A. McCrea, of Guelph, and J. S. Vancamp and J. Bartram, of Toronto, who will form a financial committee for 1915. This committee will receive a report from the treasurer at least ten days before next annual meeting.

Wholesale Grocer Heard.

The last item on the programme was a conference with the wholesale trade, represented by Hugh Blain, of Eby, Blain, Limited, Toronto. After discussing the matter of the merchants' agency catalogue, which was again explained by Mr. Cameron, Mr. Blain dealt with the relations between wholesaler and retailer and with the problem of the high cost of living.

"Anything that cuts off the retailer," he said, "injures the wholesaler, and, while the opposite may not be true in every case, it is a fact that the wholesalers are necessary in a great many instances." He referred to the impossibility of the retailers—the average retailer—getting teas from Japan, Ceylon, etc., and dried fruits from California. "So that," he added, "anything that has a tendency to cut out the one has a tendency to cut out the other. We are the established channels of trade, and while it may be possible for the producer of vegetables and fruits and a few other things going direct to the consumer where they are close to one another, yet it is not in others.

"If parcel post is going to be adopted generally by the Government, and if the Government is going to carry goods at less than cost, it will create a very serious condition of affairs. If it is going to be run at a loss to the country, it will be ruinous to the retail trade, because of the advantage that is being and will be taken of it by the mail order houses. What are you retailers doing? Remember the daily press is entirely against you."

The cause of the high cost of living, Mr. Blain contended, was the present high standard of living. If the people want the trade to give good service, operate spotless stores with the most modern fixtures, they must bear the burden. "In the final analysis," he declared, "the consumer has got to pay for these things."

G. W. Cheney, a Sarnia grocer; F. C. Higgins, of Toronto, and R. D. Cameron, of Lucknow, commented favorably upon Mr. Blain's remarks, and after votes of thanks were passed around, the fifteenth annual convention of the R.M.A. of Ontario was brought to a close by the new president, B. W. Ziemann.

THE PEDLAR DISCUSSED.

The pedlar question is always one that brings the merchant to his feet. There is so much unfairness being practised by certain municipalities in allowing pedlars and transients for a mere nominal license to take the cream of the trade, that the retailer is justified in what he may say or do to increase the license. The resolution submitted to the convention on this question read as follows:—

"That we consider it would be in the best interests of the retail merchants of this Province, who pay municipal taxes and business taxes, as well as maintain other expenses in connection with the retail sale of merchandise, that a Provincial Pedlars' License be charged to all pedlars, and that a portion of the said license be remitted to each municipality, and that any person who is found making false statements, or deceiving the public, should have his license cancelled."

It was pointed out that each municipality now charges a license on pedlars operating within its limits. It was also shown that municipalities can charge whatever they wish under a certain limit.

T. B. Cramp, of Orillia, did not think provincial power should be extended to pedlars and moved, seconded by Eric Jamieson, of Hamilton, that the resolution be not adopted.

Daniel Bohlander, of Waterloo, complained that farmers should also pay a license when they peddle from house to house. "When municipalities put up a $20,000 market to house them, they should go there," he declared.

Mr. Trowern agreed with the sentiments expressed by Mr. Bohlander, stating that in Toronto pedlars dress up as farmers—some of them even bring their wives along—to help make their prospective customers believe they are from the farm and peddle from door to door.

B. W. Ziemann, of Preston, contended that the government should put the law governing pedlars, transient traders, hawkers, etc., into such English that any magistrate in the country could interpret it. As it stands to-day it is too ambiguous. Discussing it as he understood it, he said that a pedlar who took out a county license in Waterloo cannot use it in Berlin or Preston.

"Why should a man," he asked, "who makes an article or raises it be allowed to peddle from house to house free, when we have to pay a business tax? Why should he be given special privileges?"

Mr. Bohlander later made a resolution to approach the government to give municipalities the privilege of placing manufacturers and farmers in the same position, but some of the members, while admitting its fairness, considered it would be difficult to do this in face of the present high cost of living talk, and finally both resolutions were rejected.

A Letter from Secretary Tobin

More Light on Misunderstanding Regarding Hotel Rates at Recent Ottawa Exhibition and Convention—Charges not According to Schedule Will be Adjusted.

Editor,
Hardware and Metal,
Toronto.

The notice published on page 59, February 28th issue of "Hardware and Metal" explains the situation fairly well in regard to this somewhat famous misunderstanding.

The circular issued by the Canadian Hardware Manufacturers Exhibitors' Association which Mr. Caslor quotes is correct, and all charges not according to that schedule will be adjusted to agree with those terms.

I do not agree with Mr. Caslor that all claims should be paid for. I am aware of some claims that were made, that were not correct, and in some instances, the claimants admitted that they were in error when the conditions outlined in the circular were explained to them, and in more than one instance claims were allowed and paid by me when the claim was not right. In one instance, three visitors who were not satisfied, were refunded the $15.00 paid for their mileage books, and full amount of their hotel bill was paid for them, so that up to date of their complaint, their accommodation cost them nothing.

I am also informed that some of the guests claimed accommodation, $5.00 for five days, plus 50c for bath, or a total of $5.50 for the five days.

The Canadian Hardware Mfrs. Exhibitors are following up this matter carefully. Each case will be given proper care and attention. The Grand Trunk Railway are interested in having the guests of the hotel properly taken care of, and no one approves of a system or lack of it that caused the trouble.

The claims that are not according to the printed circular issued by the Can. Hdw. Mfrs. Association, should not be made; they do not assist anyone. Two important points must be considered: First, all reservations called for five days, and any less time cost the same. Second, the maximum capacity of the room must be considered, not the ordinary capacity, but a capacity such as convention crowds always must expect, and where parties limited the number they wanted in a room (and in a great many instances they did in making their reservations), the charge for the full capacity should be paid by the occupants.

One point that seemed difficult to understand by the visitors was, where a man and wife reserved a room, that the room so engaged would accommodate three persons or more, and that the capacity of the room was its proper rated price.

On Thursday, February 18th, the manager of the Chateau Laurier assured Mr. Bittues and the writer that notwithstanding the printed cards placed in the rooms, that occupants would not be requested to pay more than the special rates agreed upon for this Convention, and where this has not been done, it will be my duty and pleasure to adjust the claim.

Yours truly,
F. M. TOBIN,
Sec'y.-Treas.
Can. Hdw. Mfrs. Exhibitors.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of "Hardware and Metal" of March 10, 1894:—

"Otton Bros., dealers in stoves, house furnishings, steamfitters, etc., dissolved partnership March 1, H. H. Otton retiring. J. A. Otton will continue the business. Otton Bros. were in business 17 years at the time of the dissolution."

Editor's Note.—The business is now running under the name of H. H. Otton & Son. Fred Otton is manager and buyer for the firm.

"James Arthurs, of Commanda, was in the city last week."

Editor's Note.—Jas. Arthurs, M.P., is now in the hardware business at Powassan, Ont.

Dumb Waiters, Etc.

Sedgewick Machine Works, 128 Liberty St., New York, have just issued Catalogue L., consisting of 52 pages, illustrative and descriptive of their line of dumb waiters, elevators, etc.

RESOLUTIONS OF C. H. M. E. A.

The following resolutions were passed at the last meeting of the Canadian Hardware Manufacturers' Exhibitors Association held at Ottawa:

Resolution No. 1:—The Canadian Hardware Manufacturers' Exhibitors wish to express herewith a hearty vote of thanks to the following firms:—

Kir-Ben Co., Ltd., Almonte, Ont.;
Butterworth Foundry Co., Ottawa, Ont.;
Clare Bros., Preston, Ont.;
Jas. Smart Mfg. Co., Ltd., Brockville;
Jas. Stewart Mfg. Co., Ltd., Woodstock;
Can. Heating & Ventilating Company, Ltd., Owen Sound;
Gurney Foundry Co., Toronto;
McClary Mfg. Co., London, Ont.;
Hall-Zryd Foundry Co., Hespeler, Ont.;

for their courtesy in installing the efficient heating system which greatly assisted in making the Convention such a success. Their labors are doubly appreciated, because of the Association knowing of the difficulties encountered and work performed in the installation.

Resolution No. 2:—To the Lady Convenors of the Ladies' Committee of Ottawa:

The President, Officers and Members of the Canadian Hardware Manufacturers' Exhibitors express herewith a very hearty vote of thanks to the lady Convenors and their Committees for the work performed and courtesies extended to the Convention delegates en bloc during the week just past.

Resolution No. 3:—Mr. Mulligan, Russell House, Ottawa. It is the sense of the resolution Committee that the courtesies extended and the tolerance meted out on the part of Mr. Mulligan of the Russell House be acknowledged herewith, and a copy of the resolution forwarded to him.

Resolution No. 4:—Resolution to Mr. H. G. Elliott, General Passenger Agent, and Ottawa Staff of Grand Trunk System. The Canadian Hardware Manufacturers' Exhibitors wish to express herewith a hearty vote of thanks to the officials representing the Grand Trunk System for the able manner in which the necessities of travel to and from the Canadian Hardware Manufacturers' Exhibitors Convention have been handled without a dissenting voice or complaint from any of the visiting delegates.

Sgd.—M. R. Griffiths, A. A. Bittues, Resolution Committee, Canadian Hardware Manufacturers' Exhibitors.

A Prize Essay on

At Store Banquet

"How a Salesman Can Be Most Valuable to Customer and Store"

Salesman Should Study Goods—He Should Look Well-Dressed—Wait Promptly on Customers—Work in Harmony and Make Suggestions—Knowledge, Judgment and Enthusiasm.

AT a banquet of a men's furnishing store in Cleveland, O., Browning, King & Co.'s, an innovation on the programme was a prize essay competition on the subject, "How a Salesman Can Be Most Valuable to Customer and Store." The one adjudged the best was by T. J. Wise, and is a level-headed view of a salesman's attitude, and well worked out.

"A salesman should make it a point to be loyal to the store he works for; he must act and show it in every way, not only in the store, but outside of business hours as well. Always praise the firm, their merchandise—and by so doing you will boost their business and your own. Always make yourself have confidence in the store's merchandise. In some instances the store may receive goods that in your opinion do not come up to the standard you think they should carry, but don't criticize and run down the goods, as it has a bad effect on your fellow salesman and also makes you lose confidence in the goods yourself. Show your loyalty to the store by working hard to sell the hard numbers. It is impossible for any store to always buy the goods that are easy sellers, and we should all put forth an extra effort to dispose of the hard-to-sell merchandise. Do not forget the fact that we salesmen are paid to sell the firm's merchandise, not to criticize it.

"The salesman should also make a study of the goods he sells, he should acquire a thorough knowledge of same, so that he can answer intelligently any question a customer might ask in regard to them. In so doing the customer will gain confidence in the salesman, which is half the sale, and it will bring him back again.

"A salesman should always make it a point to put up a good appearance, especially if he works in a clothing store; I don't mean that a salesman should go beyond his means in his dress, but he can be careful in selecting his apparel, so that he looks well-dressed. He can advertise the firm's goods more than he realizes himself. People who know you are connected with a clothing establishment are quick to observe any new garment you wear, and also note the cut and style of your clothing, hats and furnishings, so let us all be careful in our dress, and make as good an appearance as possible.

"How can a salesman best serve the customer to show the best results? In my opinion, this is the vital point in the success of any retail business. The salesmen can make a great showing if they will only pull together, and make it a point to be pleasant and courteous to every customer they meet; make them feel at home in your store, impress them with the fact that it is a pleasure to wait on them.

Bringing Customers Back.

"I can recall quite a number of instances where customers have come back to our store and bought from us because of the proper treatment we gave them. We can also well serve the store and the customer if we all are on the alert to approach customers and see that they are promptly waited on, whether it be in our own department or not. If the customer should want to purchase something in some other department than your own, and all the salesmen are busy, step in and show him goods, until you can turn him over to someone. It is impossible for the floorwalker to approach every customer who enters the store, and we can assist him very much if we all make it a point to meet customers and see that they are served. Let us have people who come into our store say it is a pleasure to trade with Browning, King & Co., because the salesmen are so prompt and courteous.

Deliver When Promised.

"I also think a salesman can well serve the customer and the house if he makes a note of what time the customer he waits on wants his purchase delivered; go to the tailor shop or bundle counter and impress on those two departments that they must get the goods out when promised. The salesman should get the customer to give the tailor as long a time as possible to make the alteration on his suit or overcoat; in so doing you help the tailor, and the customer is not so often disappointed in the delivery.

"A salesman can increase his sales wonderfully, and also the sales of other departments, if, after making a sale, he will suggest other goods to the customer. If a customer asks for a certain article or make of goods which you do not have in your stock don't let him get away; suggest to him that we do not carry the line of goods he asked for, but we have something just as good, and show him the article at the same time. In this way many a sale can be saved.

No Petty Jealousies.

"The salesmen of any store should always try to be on friendly terms with each other. Do away with the petty jealousies that come up in business; be honest and on the square with one another at all times. Never start an argument in front of a customer; it makes a bad impression.

"The salesman should always see that his stock is kept clean and in good order. It always creates a good impression with the customer if you can lay your hand quickly on the garment you want. A salesman should always work in harmony with the head of his department; help him in every way by making suggestions for the betterment of the de- your store if you all work together. As I write this essay a great many things come up in my mind which apply to this subject, but will close now by making a suggestion. No doubt there will be many good things said here to-night, so let us all profit by what we hear, and practice what we preach; by so doing we will well serve the customer and also the store."

The second in a lengthy list of those judged worthy of a prize was by D. N. Jerauld, scarcely as practical or definite but still full of good ideas. He divided the subject of the value to the customer into three headings, Knowledge, Judgment and Enthusiasm.

The Risk of Bluffing.

"If ever 'knowledge is power' it is to the salesman who knows his line, and this is one of the prime essentials in dealing with a customer. A lack of

*Abstract of Paper, Institution of Mechanical Engineers.

such knowledge reveals itself in a weak uncertainty on the part of the salesman, which has lost many a sale, and if he endeavors to hide it under a bluff he runs a chance of being discovered by a critical public.

"Second to a knowledge of his line, a salesman should try to acquire a fund of general information that can be used incidentally. Nothing so impresses a customer as to have a salesman able to converse intelligently on any subject that comes up.

"Judgment.—If knowledge is power, then judgment is the right use of that power. We often hear of a salesman who is resourceful, tactful and diplomatic, which really means that he uses good judgment. He uses it in handling his customers and catering to their whims. He does not forget that it is up to him to extract the almighty dollar from them with the least possible pain. He creates a favorable impression by being cheerful, polite, and, above all, having an obliging manner. Antagonism melts before a smile. The old motto of the photographer, 'look pleasant, please,' has sold many a customer. He encourages his customer to have implicit confidence in him and his goods. To do this he is honorable in his dealings, positive in his statements relative to the goods he is selling. He avoids arguments, if possible, and exercises self-control in meeting the insults of customers, realizing that the ability to do these are a salesman's great assets.

'Ginger' of a Sale.

"Enthusiasm. — Enthusiasm has accomplished practically all the greatest undertakings of the world. The part it plays between salesman and customer is paramount. It multiplies the salesman's power and raises his ability to the highest point of efficiency. Enthusiasm is the 'ginger' of a sale; without it the efforts of the salesman are flat and tasteless, and the customer remains unimpressed. Goods enthusiastically presented are half sold.

"If we are enthusiastic in our work and over our goods the customer will catch the fever. We will repeat our division of qualities a salesman should possess to be of most value to a customer: Knowledge, Judgment and Enthusiasm. But the greatest of these is Enthusiasm; it is the keynote of the salesman's success.

"The second phase of our subject, namely, 'How Can the Salesman Be Most Valuable to the Store?' is in a large measure included in his value to the customer, for the one reacts to the good of the other. But there are perhaps a few points which I might suggest as having a more definite relation between the salesman and the store.

First Impressions.

"First—The salesman is under more obligation to the customer than the customer is to him. He should appreciate his customer and be on the alert to make as many as possible on the outside, by always having a good word for the store.

"Second—Nothing creates in the customer a desire to buy like stepping into a well-ordered and attractive department —well-kept stock, clean cases, including, of course, well-groomed clerks. 'First impressions are lasting impressions.'

"Third—The salesman should never forget to be watchful of his conduct, for customers are inclined to form from him their opinions of the house and visit upon it all his short-comings.

"Fourth— Be ever mindful of suggesting goods in other departments; a valuable salesman will always do this. Last, but not least, let the relation between salesman and management be most cordial, and that does not necessarily mean intimacy. Then let there be perfect co-operation on the part of the entire working force, and we challenge you to find a more ideal condition in any store in the country. In the common vernacular of the day, 'Can you beat it?' "

FOR THE SALESMAN.

Be loyal by working hard to sell the hard numbers.
Acquire a thorough knowledge of the goods.
Look well-dressed.
Be pleasant and courteous to every customer.
See that delivery is on time.
Avoid petty jealousies in your department.

MAKING RAPID PROGRESS.

Work is rapidly progressing on the Frothingham & Workman Building, which was recently damaged by fire. Repairs to the main building, which was uninjured except by water, are now practically completed, while the rebuilding of the warehouse in the rear is fast progressing, the roof being already about half finished.

MONTREAL CLERKS ORGANIZE.

The retail clerks from the hardware dry goods and grocery trades have decided to organize a protective association, affiliated with the Retail Clerks' International Protective Association.

PAINT CO. INCORPORATED.

The Wearwell Paint & Varnish Co., Ltd., head office St. Lambert, Que., capitalized at $25,000, has been incorporated to make, manufacture, and deal in all kinds of paints, varnishes, color, etc.

PRESIDENT DESCHAMPS' SPEECH.

The following speech was delivered by David Deschamps, the president of the Hardware section of the Quebec Retail Merchants' Association at the Ottawa convention.

"To the chairman, officers and members of the Canadian Hardware & Stove Dealers' Association of the Province of Ontario, on behalf of the members of the Hardware Section, Montreal branch, of the Retail Merchants' Association of Canada.

It offers me very much pleasure indeed to be here with you upon this occasion, so as to convey the greetings and our best wishes of success and prosperity to our fellow merchants of the Province of Ontario.

I wish to congratulate you particularly upon the success of this gathering. The large number of retail hardware merchants who have left their business to meet in Ottawa and discuss amongst themselves the various questions which mean so much to each and every one of them, shows that there is a feeling in the hardware trade that certain things need to be adjusted. This meeting seems to me to be unique in its kind, as you have the good fortune to have with you a large number of the best hardware manufacturers of Canada, who have installed an exhibition which stands out as the largest exhibition of this kind that has ever been organized on this Continent.

If I am well informed, I understand that wholesale hardware merchants of Canada who are meeting to-day in Montreal will also be with you in a body this evening. These facts demonstrate more than I could do by words the spirit of co-operation which exists between the manufacturers, wholesalers and retailers of Canada. This spirit of co-operation between these different interests is the result of organization, and should convince every one of you that the remedy to certain difficulties which exist in trade is to be found exclusively from organization.

Your Association has done in the past very good work and more of it is expected from it.

On behalf of the hardware merchants of the Province of Quebec, I wish to assure you that at all times, we will be only too pleased to co-operate with you to promote this spirit of co-operation between manufacturers, wholesalers and retailers. We believe in that principle, and we are willing to share the responsibility of fostering the same amongst all those concerned.

You, undoubtedly, Mr. Chairman, have many questions to take up, and I do not intend to take more of your valuable time, and I will, therefore close these remarks by wishing every success to this meeting, and every prosperity to your members."

Problems For Sheet Metal Workers

EDITOR Hardware and Metal.—I have read with great interest your articles on the developing of tinshop patterns. Could you please show how to develop a pattern for a square mitre of an eavetrough.

Yours truly,
Inquirer.

Complying with inquirer's request we herewith show the proper way to develop eavetrough or gutter patterns, while our inquirer did not state in his request whether it was an inside or outside mitre pattern he required, we herewith show how both may be developed.

In Fig. A1 is shown a perspective view of an outside mitre. In Fig. B2 will be seen the perspective of an outside mitre.

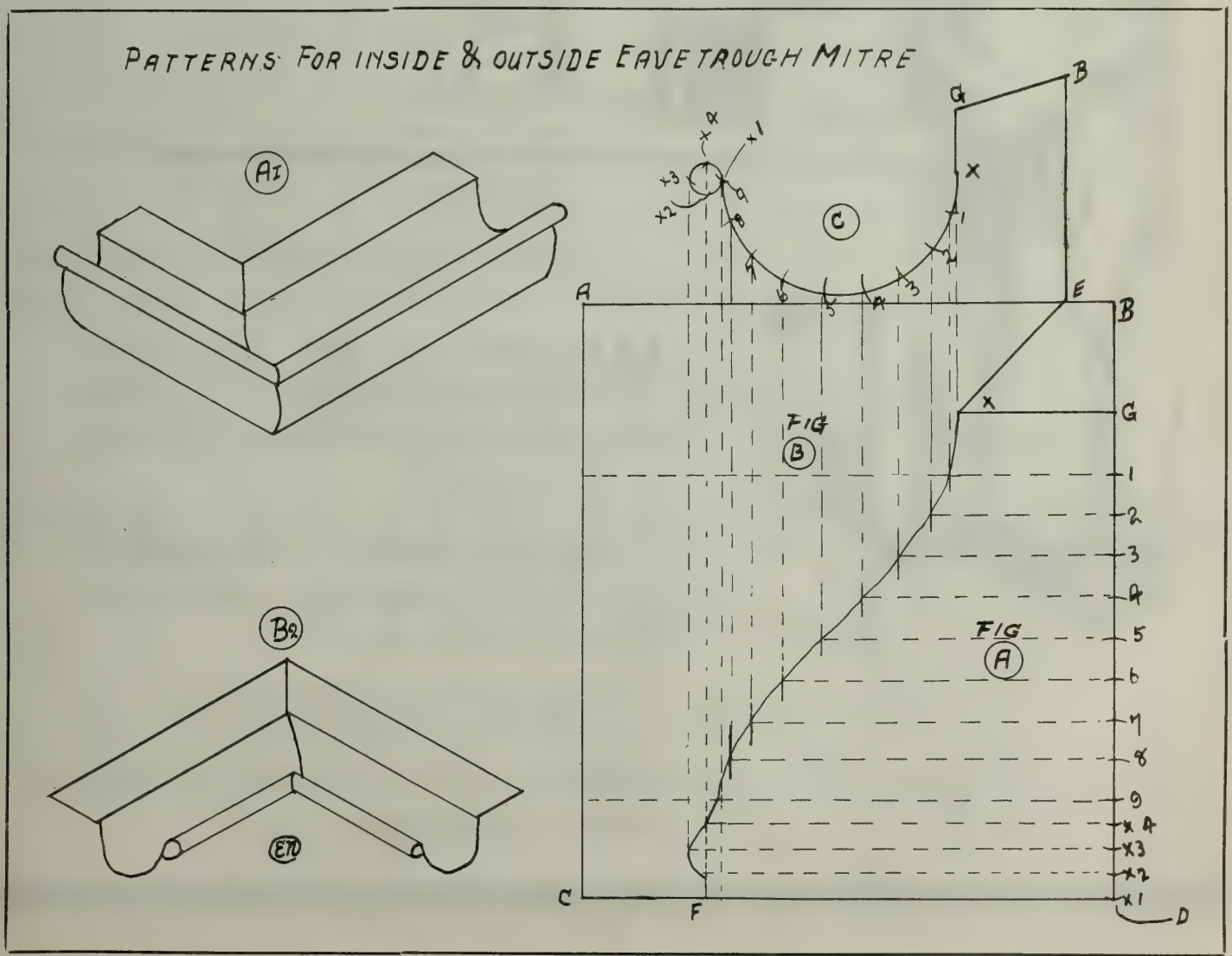
We will now proceed with the developing of the pattern. First draw an elevation plan and size of eavetrough required as shown in Fig. C. It may be here stated that while the trough we are showing is a simple half round one, it does not matter what style or size is required, the same method is adopted.

When plan as shown in Fig. C. has been drawn erect vertical line B.D. being the total length of material required, then draw horizontal lines A, B, C, D, these being long enough to make the two pieces of the mitre if new material off large pieces is being used up, but if small pieces are to be used any size large enough.

Having drawn lines A, B, C, D, forming almost a square as shown, proceed by spacing off pattern as shown in Fig. C., viz:—B, G, x 1, 2, 3, 4, 5, 6, 7, 8, 9, x1, x2, x3 x4. These spaces being necessary to form the stretchout, transfer these spaces to vertical line B, D, as shown, then erect lines as shown from x, 1, 2, 3, etc., in Fig. C. Next draw horizontal lines, G, x, 1, 2, 3, 4, 5, etc., so as to intersect the various vertical lines of the same numbers. Then draw line as shown where these vertical and horizontal lines meet or intersect as shown this being the pattern. The portion marked Fig. A being pattern for outside pattern as shown in plan AI. If the eavetrough happens to be one of the same style as shown, viz., a true half circle, the portion marked Fig. B will be pattern.

Before concluding this answer to inquirer let us here mention that in a shop where a large amount of eavetrough work is done, a great deal of scrap may be used up in making these mitres, and the work is interesting to the apprentices.

It is of course well known that these mitres can be bought very cheap, but we must consider that the time on such jobs is well spent and to the lad in the shop learning his trade, the employer has a duty to perform. He will reap a greater benefit in the end than the actual cash value saved in buying these ready made.



GLIDDEN'S

"GREEN LABEL" VARNISHES



There is
Quality
in Every
Drop

WHEN you sell Glidden's "Green Label" Varnishes you make a permanent friend of the buyer.

"Green Label" Varnishes are always uniform, standard, dependable.

They dry with a hard, smooth surface, like glass, but never brittle; tough as rubber, but never gummy.

Over 50% of the piano output of America is finished with varnish made by GLIDDEN. The very name is synonymous with Quality — Excellence — PERMANENCE.

We have a mighty interesting proposition to offer you in connection with Glidden's "Green Label" Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes, Cement Coatings, and JAP-A-LAC.



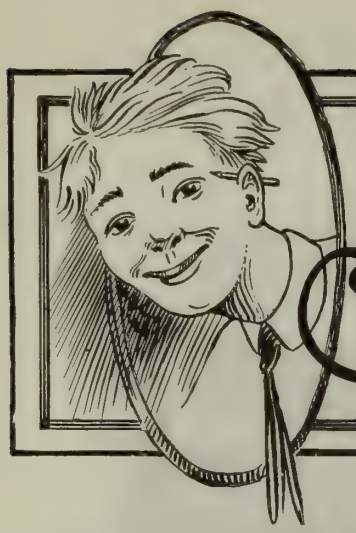
This proposition is worth while investigating. Write TO-DAY for full particulars.

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TORONTO, CANADA

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THE JUNIOR CLERK'S PAGE

A SALESMANSHIP TALK.

By Herbert N. Casson.

In good salesmanship there is always a great deal of action.

The man who is selling goods should not stand transfixed like a dummy, moving nothing but his tongue. He should act. He should show by actual demonstration exactly how good and superior is the article which he is trying to sell.

Whether a salesman is behind the counter or on the road, he should always, whenever possible, show the article which he is trying to sell. If it is impossible to show the article, he should show some part of it or some picture of it. Words, you must remember, are only third best. The article itself comes first, a picture or part of the article comes second, and talk about the article comes third.

Why does the street faker attract so many busy people? Simply because every street faker always has something in his hand, is always in action, and is always demonstrating the remarkable virtues and values of the knick-knack he is trying to sell.

Action in salesmanship dramatizes the whole performance. It stages the operation of selling. Every good salesman has a great deal of dramatic instinct. He knows how to present an article. He knows how to throw scenery around it. He knows how to bring out in a striking way the best points of his goods.

Even if a clerk does not know enough about an article to show it off to advantage, he can do one thing at least—he can keep it moving. It is a curious psychological fact that any article which is being moved about and held up in various ways looks much more attractive than the same article lying by itself on the counter.

The eye loves motion.—Standard Oil Bulletin.

"TOO BUSY TO READ."

He is a familiar type—the fussy, fretful man who imagines that he is about the busiest fellow in town. He often dumps in the waste-basket, unwrapped, copies of business or technical magazines that contain valuable articles bearing directly on his problems. He fondly believes that he is too busy practising to bother with what others are "preaching."

The trouble with this type of man is that he has not learned that the real executive is the man who so plans his work as to leave a reasonable amount of time for reading and planning.

There are shoals and breakers ahead when the accumulation of new ideas ceases.

The man who declares he has no time to read is unconsciously advertising his small caliber, his slavery to detail, his arrested development.—Printer's Ink.

REMARKS OF THE JUNIOR CLERK.

Man has always had a tendency to go up in the air.

* * *

A reformer never believes in himself as much as he wants others to believe in him.

* * *

Some men try to hide their light under a bushel, while others make a fireworks display.

* * *

If we were permitted to choose our neighbors, they would probably turn out just as unsatisfactory.

* * *

Some people believe in keeping their troubles dark, while others make light of them.

* * *

A Kingston newspaper publishes a letter from a lady who believes the end of the world will come next year. We hope not. A lot of things we are interested in are just beginning.

A MAIL ORDER CUSTOMER.

The following letter was recently received by a prominent Montreal wholesale hardware firm from a party residing in an Ontario town:—

Dear Friend,—I wrote to see if you have one of them No. 220, 20-gauge shot guns at 5.33. If you have I would like one. My mother died shortly and I was asked if I would like one. I get 50c. and 75c. every $1.00. Saturday night I help my father in the barber shop and he pays me that sum. I wanted to know if you would accept from 75c. to $1.00 per week the way I get it for I would not keep it any other way my father and I was thinking this out. I think it is a good plan and I will be thankful to you if you would do that for after I get the gun all paid for I will buy some empty shells and a loading outfit from you you will not be sorry for it I betch you. For you are the first one I wrote to you on that account that everything catologued was in good order and lowly priced. There are another man in town wants a 16 or 20-gauge shot gun and he is waiting to see mine first his name is Ma. claren a boot fixer he is paralysed in his legs and is a good byer and if you dont think I am honest why ask him so. you will make money by us two any way for I wont wonder but if gun satisfies him he will get a loading outfit also so good bye for now write soon and let me know I will send money as soon as you write.

Yours truly,

_____

This is the strenuous business day. The old-time campaigners must now sit back and watch the younger men win the battles. The way to get business is to go after it. The whole world admires a fighter. We can't help admiring even a man whose cause may not be the best, but who stands up like a warrior, faces the issue that confronts him, and fights with boldness and courage until he conquers.—W. H. Cottingham.

New Goods Offered Canadian Hardwaremen

MILK BOTTLE HOLDER AND COVER.

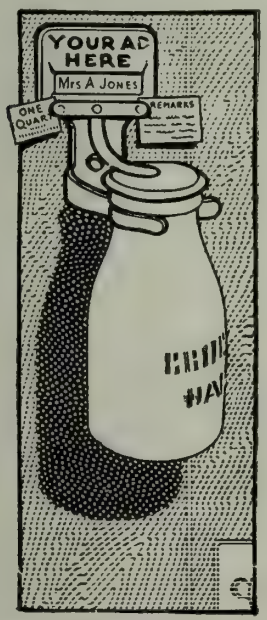
The Pull Easy Mfg. Co., Waukesha, Wis., are offering the trade the Sanitary Milk Bottle Holder and the Sanitary Milk Bottle Cover here illustrated.

The milk bottle holder can be fastened to the door casing at any height desired. It is made of sherardized, rust-proof steel. It is claimed that the spring steel neck clasp is capable of sustaining four times the weight of a quart bottle of milk. A cap completely covers the top of the bottle protecting it from rain and flies.



No. 2—Milk Bottle Cover—Open.

A double clip provides place for the milk tickets and any message for the milkman. There is also a panel for the name of the owner.



No. 1—Milk Bottle Holder.

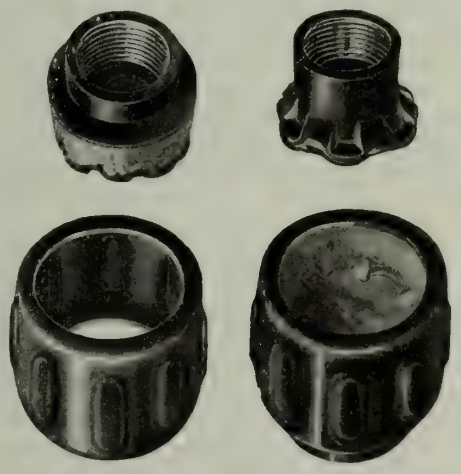
The milk bottle cover is claimed to provide a safeguard for every bottle of cream or milk. The cap is made of aluminum. As soon as the milk is brought in, the pasteboard cap is dug out and the aluminum cap is slipped on. When the bottle is tilted the cap instantly falls open allowing the milk to flow out without touching any part of the cap. When set upright again, the cover closes down snugly over the bottle mouth. It is claimed that the inverted top fits any bottle closely, making it practically air tight.

DRAWN STEEL PIPE INSULATORS.

The Wirt Company, Germantown, Pa., has produced a line of joints in which drawn steel is used exclusively. These insulating pipe couplings, called in the fixture trade "insulating joints," were originally made of cast iron or brass, afterwards of malleable iron.

The new electrical wiring rules of the underwriters specify that insulating joints used on electric or combination fixtures should have double insulation and should stand a test at either end of 4,000 volts, alternating current, for five minutes. The joints described herewith comply, the company claims, with these requirements, and are manufactured under the supervision of the Underwriters' Laboratories.

DRAWN STEEL PIPE INSULATORS.



The cut on the upper right-hand side shows a drawn steel thimble consisting of a threaded cap with a "pie-crust" fluted flange.

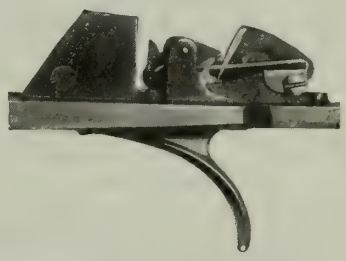
The cut on the lower left-hand side represents a drawn steel shell, inwardly flanged and corrugated to give a grip on pipe-tongs, or wrench.

The upper left-hand cut and the lower right-hand cut show the parts after completion, as broken in the testing machine, these specimens having pulled apart by shearing the insulation. ⅜-inch pipe size carried under this test up to 8,000 pounds on a straight pull.

The insulation is of the nature of artificial stone, molded in place and subsequently hardened, and has been named "Di-el-ite." This is one of the special products of the Wirt Company.

KAUTZKY SINGLE TRIGGER.

The A. H. Fox Gun Co., Philadelphia, Pa., announce that they have acquired the exclusive control of the patents for the Kautzky single trigger here illustrated and which they claim has been successfully applied to double barrelled shot guns.



No. 4—Kautzky Single Trigger.

The working parts of the trigger are said to be few in number and substantially designed.

Recently Mr. Kautzky has invented an improvement in his sear block which renders his single trigger positive against doubling.

It is now mechanically prevented from doing so, no matter how the shooter may handle his trigger. Attention has been given to the correct adjustment of the trigger, the correct amount of release between the first and second barrels and its special adaptation to the Fox action. It is, of course, absolutely selective both for first and second shot. It has the further advantage of returning to the original barrel without attention from the shooter in cases where only one barrel is fired and the gun then reloaded.

The Fox Company announce that they can equip all Fox guns new or old with the new trigger.

MILLER-MORSE BONSPIEL.

The second annual Bonspiel of Miller-Morse Hardware Co., Ltd., was run off last week, and many interesting and well contested games were pulled off. The four handsome silver cups presented by the firm were won by Mac. Irwin's rink, composed of H. Kellett, J. J. Corbett, Edmund Wildgoose and W. N. Irwin, skip.

The results throughout the spiel were as follows:

1st. Round:—Lawrence 13, Williams 6; Irwin 14, Glover 4; McCaig 9, Gordon 5; Blackwood, 13, Craig 12.

2nd. Round:—Irwin 18, Lawrence 10; Blackwood 8, McCaig, 7; Cookson 11, Cordingley, 7.

Finals:—Irwin 18, Blackwood 3; Irwin 12, Cookson 5.

Current News of the Hardware Trade

Fire Losses.

Okotoks, Alta.—The Okotoks Hardware Co. suffered severe loss by fire.

New Firms.

Melfort, Sask.—Sydney Smart is opening a new hardware store here.

Medicine Hat.—McClelland & Mathews, tinsmiths and plumbers, have started business.

Personals.

O. B. Mueller, of the Mueller Mfg. Co., Sarnia, has been elected president of the Board of Trade.

R. J. McAlpine, of St. Mary's, has taken a position as traveling representative of David Maxwell & Sons, west of London.

Bert Connor, who for the past seventeen years has been connected with M. W. Connor & Son, hardware merchants, Madoc, Ont., severed his connection with the firm, March 1. In future he will devote his time to the insurance business.

Business Changes.

Toronto, Ont.—T. J. McBride, hardware merchant, has sold out.

Hamilton, Ont.—Skedden Brush Co. have sold out to P. E. Garson.

Windsor, Ont.—Poulter Hardware Co. have been succeeded by Ripley Peck Hardware Co.

New Glasgow, N.S.—A. McPherson & Sons' foundry have been succeeded by New Glasgow Foundry and Machine Co.

Port Cornwall, Alta.—Mr. Rogers, of Rogers, Pope & Wilson, hardware merchants, is severing his connection with the firm.

Enderby, B.C.—G. H. Murrin has taken over the business of the Fulton Hardware Co. Mr. Murrin was formerly manager of the hardware business of W. R. Megaw, Vernon, B.C.

Will Enlarge Factory.

Stratford, Ont.— On account of the passing of a by-law last week, the Stratford Mfg. Co. will go ahead with the plans for the enlargement of their plant.

Death of N. J. Clinton.

Windsor, Ont.—The death occurred in a Detroit hospital of Ald. N. J. Clinton, of this city. The deceased was formerly a partner in the hardware firm of Neveux, Clinton & Baxter.

Death of W. B. Shannon.

The death took place recently at Viscount, Sask., of W. B. Shannon, hardware merchant. The body was taken to Tara, Ont., for interment. Mr. Shannon was one of the pioneers of Viscount, and was prominent in business and social circles.

Death of J. G. Insole.

The death occurred on February 28 of Jas. G. Insole, Hamilton, Ont. The deceased at the time of his death was secretary of the Canadian Stove Manufacturers' Association. He had been connected with the hardware business for many years and was one of the oldest members of the Commercial Travelers' Association.

The late Mr. Insole was born at Mosely, England, and at the time of his death was 69 years of age.

Winnipeg Notes.

Harry Pringle, permanent representative in Saskatoon, of the G. F. Stephens & Co., Winnipeg, is in town, and will remain for some time.

W. B. Shannon, hardware merchant, Viscount, Sask., died on Feb. 17.

Macklin, Sask.—A. A. Graham, has bought out A. F. Fetherstonhaugh.

The Miller-Morse Hardware Co., Ltd., Winnipeg, report that C. H. Read, late of Regina, has joined their sales force, and will solicit business for the company over the Manitoba-North-western, Kirkella branch, Grand Trunk Pacific, Saltcoats to Viscount, Viscount to Strassburg, Rivers to Watrous.

P. B. Buchanan is starting out over the entire Western territory, including Manitoba, Saskatchewan, and Alberta, with a specialty line of builders' hardware and cutlery. "Buck," as he is familiarly known to the boys, represents the Miller-Morse Hardware Co., Ltd., of Winnipeg.

The Miller-Morse bonspiel is narrowing down to the finals. This sporting event has created considerable interest in local curling circles, for a great amount of latent talent has been discovered. The boys have certainly put up the first-class article, keeping the competition very keen throughout.

C. H. Prest, late of Kelliher, Sask., has joined the staff of Miller-Morse Hardware Co., Limited, Winnipeg, as a special representative.

Personals.

The following representatives were calling on the Montreal Hardware trade during the week:

R. F. Way, The Armstrong Mfg. Co., Bridgeport, Conn.; W. F. Brockman, Wittl Manufacturing Co., Chicago, Ill.; Douglas Clarke, Rome Manufacturing Co., Rome, N.Y.; W. Craig, Hahn Brass Company, New Hamburg, Out.; W. N. McNeil, William Vogel & Brother, Brooklyn, N.Y.; John G. O'Brien, Caldwell Manufacturing Co., Rochester, N.Y.

J. B. Allen, representing the firm of Jonathan Crookes and Son, of Sheffield, England, is sailing for Canada on the 14th of this month on a business trip.

W. H. Hamilton, Secretary-Treasurer, Consumers' Cordage Company, Montreal, is in Toronto this week on business.

Fort William, Ont.—The Fife Hardware Co. are now using the new warehouse which they erected here.

Fort William, Ont.—J. L. Wells and J. T. Emerson, of Wells & Emerson, Port Arthur, left recently for Los Angeles, Cal., to spend the winter. They have an orange grove there, with a manager and a full staff of men.

St. John Notes.

St. John, N.B. — The hardware store of Emerson & Fisher in Germain street was entered this week by a thief or thieves and money stolen from the premises. It is believed that some articles of hardware were also taken.

St. John, N.B.—A new electric lighting system has been installed by T. McAvity & Sons, Ltd., in their Water street plant, replacing the old gas light system in use there for so many years. The new system lights the brass shop, foundry, offices, core rooms, pipe shed, cleaning rooms, pattern shop, and stockroom. The generating plant is situated in the power plant of the brass manufactory, and consists of a 20 kilowatt generator driven by 25 horse-power high speed Leonard engine. It is equipped with a large slate switchboard. There are thirty clusters of four lights each, equipped with lamps of 100 watt, besides the various single lights. The new lighting system is much more efficient than the gas equipment, and will no doubt promote greater satisfaction.

Russell C, Chown, of the Chown Hardware, Ltd., Edmonton, has been appointed superintendent of the stores and works department of the city of Edmonton. Mr. Chown is well known among the hardware trade having been for many years at Belleville, Ont., before going West. He is a past president of the Ontario Retail Hardware and Stove Dealers' Association. Mr. Chown was for three years a member of the Belleville City Council.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

During the past week an improvement in business has been reported in the hardware trade. With the breaking up of winter, the demand for certain lines has been stimulated. Booked orders for spring are now being shipped and will gradually increase in volume for some weeks. In the metal markets a fair volume of business is passing, but mostly of a hand-to-mouth variety. It is expected that conditions will show steady improvement from now on. Paint manufacturers are busy and booking in this line has been very heavy. A number of price changes have occurred during the week. The stove trade is seasonably quiet, although there will soon be a good demand for gas ranges.

MONTREAL.

MONTREAL, March 4.—The market this past week has been a little quieter than during the previous week, but business has been very good. There has not been any change in the quotations, but there is a very firm feeling in several lines.

Brushes.

Owing to the Mexican situation the market for rice root is very firm, and manufacturers in the United States have increased their prices in accordance with the advance in root. The local situation is such that it would lead one to think that the future course of all corn brushes is in an upward direction, and, in fact, there are a number of the local dealers who anticipate an increase in the near future. There are quite a number of the retail trade who seem to be aware of this fact, too, as the orders for brushes have started in already, and they are moving out quite freely, particularly the scrub and horse brushes. The price of bristle brushes is quite stiff. There is not much hope held out for any immediate relief in the rice root situation, as conditions in Mexico are far from on the mend, or at least they appear to be at present.

Egg Crates.

In view of the near approach of Easter, also spring weather, and also the fact that hens will start in to lay now that the cold weather has started to disappear, there has been a much better movement during the past week in crates of all sizes, and apparently the demand has started in around the country.

Maple Tools.

All lines are moving out quite well, and the business is on the increase in this particular department. Sap spouts, bits and pails are in great demand all through the province.

Lumbering Tools.

The demand for lumbering tools at present is leaning toward those tools which are used for driving purposes. The demand for axes has now almost come to a close, and the attention which was given that line has now diverted to cant hooks, boot calks and chain.

Spring House-Cleaning Lines.

The retailers throughout the country seem to be getting in line for the spring demand, for such articles as tacks and oil cloth, binding, etc., are moving out freely at present.

There is also a demand for sweeping powders, mops, etc. The dustless mop is certainly receiving quite a portion of the attention, too.

Spring Deliveries.

There is quite a lot of booking going on at present for such lines as freezers, lawn mowers, green wire cloth and lawn tools, including rollers. Most of these goods are being booked for future delivery.

Valves and Fittings.

The demand at present is showing up much better than that of a week ago. Dealers throughout the country seem to be getting ready for the spring business in this line, also the building trade. As usual there will be quite a demand for repair purposes in order to get the engines, etc., working after the winter lay-up.

Builders' Hardware.

Up till the present time there has been very little movement in this line, but local jobbers believe that when the demand does start it will be quite heavy in view of the fact that retailers are not carrying very heavy stocks at present. A good season in this line is expected.

Dry Batteries.

There has been quite a spirited demand during the past week for these, and it appears as if the retailer was preparing for the spring business, which will come greatly from the autoist.

Ladders.

In anticipation of the spring house-cleaning demand there has been quite a movement in ladders, and quite a number are being shipped out at present.

Screws.

Since the additional discount was allowed last week there has been a better demand from all centres, although this has not been extra heavy.

Bolts and Nuts.

At the present time there is little movement in these lines, but the jobbing trade are confident that it will start in the near future.

Polishes.

The movement in this line has been quite heavy during the past week, and dealers are evidently preparing for the spring trade, which should start in during the next couple of weeks.

There is quite a healthy feeling existing at present, and, although the month of January was not quite up to the same period of the previous year, February showed much better figures, and up to date it can be said that the sales this year have shown an increase over those for the same period of one year ago. The month of March has the appearance of being ahead of last year, al-

PRESENT PRICES ON WOOD SCREWS.

Flat Head, Bright	85-10-7½-10-10% off list.
Oval Head, Bright	80-10-7½-10-10% off list.
Round Head, Bright	80-10-7½-10-10% off list.
Flat Head, Brass	75-10-7½-10% off list.
Oval Head, Brass	70-10-7½-10% off list.
Round Head, Brass	70-10-7½-10% off list.
Flat Head, Bronze	70-10-7½-10% off list.
Oval Head, Bronze	65-10-7½-10% off list.
Round Head, Bronze	65-10-7½-10% off list.

F. O. B. Hamilton, Toronto and Montreal, with freight equalized thereon.

Terms:—2% Cash 30 days, strictly from date of shipment, or 90 days net approved credit.

though it is probably a little early to make any predictions at present. However, if business holds out the way it is at present, there is only one end in view.

As to collections, these are in very good shape at present, and there is no complaints heard locally. Although there are still a few slow accounts on the books, these will be found no matter how prosperous the country is. "Slow but sure" is the way one jobber puts it.

Metals.

In the metal market during the past week there has been little change and prices are much the same as in the previous week.

Tin.

The local situation is unchanged from one week ago, and the same quotations are in effect.

The London market closed steady yesterday. The quotations on that market are £173 5s. for spots and £175 7s. 6d. for futures, which prices show a decline of 10s and 7s 6d respectively from one week ago. The New York market is quoting $38 and $38.20 for spots and futures respectively. Both these markets are reported as being firm, although stocks are said to be accumulating.

Spelter.

Locally the situation has not changed from one week ago, and the same prices are in effect.

The London quotation for this week is £21 7s. 6d., a decrease of 2s. 6d. from one week ago. The New York quotation of $5.30 is showing an increase of 7½ cents. Business is at present rather dull, as the busy season is approaching rapidly and we will then see a heavy movement in this market.

Lead.

The local market is firming up a bit, although there has not been any change in the quotations.

London quotes £19 7s. 6d., which has fallen off 5s. from the quotation of one week ago, but that market is said to be also firming.

New York quotes $3.87½, or an advance of 2½c. That market is also said to be steady, although it is claimed that this is due to manipulation, as the demand from consumers has not been heavy. In fact, it is reported that it has been rather light.

Copper.

The local market is not showing any change from one week ago, and the situation is the same both as regards price and demand.

London quotes £64 2s. 6d. for spots, while £64 12s. 6d. is being asked for futures. The New York quotation is $14.30, which is the same as that of one week ago. It is said that the New York market is taking on a waiting attitude, as both buyers and sellers are following that plan.

Antimony.

There is no change to report in this market, as both the demand and the quotations are the same as those of one week ago.

Iron.

The situation locally is unchanged from one week ago, with the same price in effect, under the same demand, which is light.

The London quotation is the same as that of last week, £2 10s. 4d., and the market is termed quiet, as is also the New York market.

Stove and Heating.

There are some manufacturers who are reporting business as being dull, while others claim that their sales for the present year are in advance of those for the same period of 1913. The gas stove trade has not yet started in, although there is some business passing in this line. About the first of next month will see business at its best for the gas ranges. Local dealers report business as being dull as compared with other months, but this is not unexpected, and, therefore, not a disappointment.

TORONTO.

TORONTO, March 5.—With the gradual breaking up of winter comes a distinct feeling of optimism in the hardware, metal, and paint trade in Toronto. It is true that the volume of business passing for immediate requirements is not large, but nevertheless there is an improvement in conditions. With the advent of March 1st a large number of booked orders began to move. Spring orders for paint, oil, hardware, etc., have been heavy, and indicate that the retail merchants look forward to a good volume of business during the coming spring and summer.

The Metal Markets.

In the metal markets a fair amount of business is passing. It is true that the volume is not large and is from a hand-to-mouth variety, but still there is an improvement, and an authority on matters pertaining to the metal trades states that he believes there will be a steady improvement from now on.

Lead advanced 10 cents per hundred during the week. Copper is unchanged and in good demand. Pig iron, spelter, and tin remain unchanged in price, with fair demand.

Collections are fair, although not as good as desired.

Jobbers Notice Improvement.

Toronto hardware jobbers have experienced a slight improvement in business during the past week. Sorting orders are more numerous. Booked orders for March 1 delivery are being sent out in fairly large numbers, although the bulk of spring goods will be shipped about April 1. Very few price changes have taken place.

Decline in Sash Weights.

Toronto jobbers report a decline in the price of sash weights. Solid weights are now being quoted at $1.50 per 100 lbs. and sections at $2.15 per 100 lbs.

Nails, Screws, Etc.

No change has taken place in the price of wire nails, the ruling price being 2.15 base. Flat, oval, and round head bright screws are still being offered at the reduced prices quoted last week. Present quotations in screws are shown in the accompanying panel.

Quotations in bolts, nuts, etc., are shown in current market quotations.

Cement, Etc.

The demand for cement is rapidly increasing, and with the breaking up of winter will become more pronounced. Toronto quotations are as follows:—Portland cement, $1.55 per barrel f.o.b. cars, and $1.63 per barrel in car lots delivered.

Less than car lots the quotation is $1.85 per barrel delivered.

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c		lb.
Brazing Metal	26c		lb.
Ingot Brass, red	14	to 16c	lb.
Ingot Brass, yellow	13	to 15c	lb.
Wire Solder	27½	to 29½c	lb.
Wiping Solder	25	to 27c	lb.
½ and ½ solder	25	to 27c	lb.
Pattern Aluminum	23	to 24c	lb.
Ingot Aluminum 99% pure	19	to 20c	lb.
Spelter	$5.35	to $5.65	per 100 lbs.
Copper	15¾	to 17¼c	lb.
Tin	41	to 43c	lb.
Lead	$5.65	to $5.85	
Tinkers' Bar Solder	28	to 29c	lb.

The Stove Trade.

Business in the stove line has shown improvement over last week. There is a fair demand for gas ranges, although the demand will be more pronounced a little later on.

One prominent manufacturer whose plant is located in Toronto reports that a large number of orders are being received from the West, and that Vancouver, Calgary, and Winnipeg branches report a nice improvement in business.

Rope and Twine.

Business in rope and twine is seasonably quiet. 1914 quotations on binder twine are still held in abeyance, but will be issued shortly. Rope remains as follows:—

Pure Manila rope	15c.	base
British Manila rope	11c	base
African hemp	11c	base
Sisal	10½c	base
Lath yarn, single	9¾c	lb.
Lath yarn, double	10¼c.	lb.

Cartage Companies.

The cartage companies, which are considered to be the barometers of trade, are doing more business than was expected. The manager of one of the large companies stated that a general increase in business had been experienced, although, as is usual at this time of the year, capacity point had not been attained. "There has been a decided improvement during the past three weeks," said he. "Confidence in the future has been restored, and the end of the month will see the return of normal trade conditions, with a very probable corresponding increase of industrial output during the spring."

The Building Trade.

With the gradual breaking up of winter comes a reawakening of the building trade. Inquiry at the offices of the various big lumbering firms situated in different parts of the city elicited the information that sawmills and planing plants are showing signs of life, while inquiries for prices, etc., are daily increasing in number.

Manufacturers of builders' hardware look forward to a big improvememnt in building operations during the coming building season.

WINNIPEG.

WINNIPEG, March 3.—Business generally has been rather quiet, owing to the fact that so many country dealers have been in town attending the Bonspiel, the winter event which brings them all in. The travelers having nothing to do, turned out to entertain them. It is hoped now that finer weather has arrived that things will pick up. General spring goods are going out fairly well, there being a good demand for garden tools, screen doors, wire netting, fencing, etc.

Price Changes.

Rubber belting is down, the price now being 60 per cent. off. Churns are also down, there being a reduction of 10 per cent. in all the sizes. Flat and round-head bright iron screws are down ten per cent. to meet the eastern reduction.

Paint Markets.

The spring orders for paint are just being rushed out, and after that is over, local manufacturers and agents look for a big business about April, when it is proposed to organize big municipal campaigns all over the West. If such a campaign gets the proper backing from the press and the municipal authorities, it should result in an increased business in paints. The hardwareman must look for his profits this year from the painting and repairing of buildings already up, for few will go up this year. The idea is to get the people to realize that a clean-up of this nature is necessary by united advertising of paints and hardware necessary for repairs. It will be started in Winnipeg shortly in good shape. Thousands of merchants throughout the West are sending for booklets giving color schemes and methods of approaching likely users of paint. Winnipeg dealers are already ordering their requirements for prepared paints, and the majority of the spring business is in and being shipped. Shipments have been heavy for the end of February.

Glass is dull, and business must be worked up in conjunction with the scheme outlined above. There is no end to the number of lines that would have a demand if such a scheme were begun: garden tools, for instance, seeds, wallpaper, etc. There was a meeting of the city glass dealers last week, together with paint and hardwaremen, and it was decided to advance the price of glass 50c on double and 25c a case on single. This is on account of the advance in price in Belgium. The price of window glass is always fluctuating in the West, and it is hard to say whether these new prices will be maintained.

New prices on putty are being prepared, and will be ready next week. It is expected that casks per 100 lbs. will be dropped from $2.90 to $2.75; bladders in barrels, from $3.15 to $3.10, and cases of 100 lbs., from $3.40 to $3.10. These prices are now under consideration. The demand for putty since the New Year has been light.

Linseed oil orders for the spring have been received, and in many cases shipped. Dealers look for increased sales. Turpentine is quoted as follows:

5-gallon cans ..... 85 cents.
Single barrel ..... 80 cents.
Containers extra.

EIGHTY-FIVE PER CENT

(Continued from page 39.)

as against 91.5 per cent. in 1912, 90.9 per cent. in 1911, 91.5 per cent. in 1910, 91.8 per cent. in 1909 and 90.2 per cent. in 1908. If the next highest capital rating is considered with the lowest, it is found that 97.5 per cent. of all failing had less than $20,000. Of those failing in 1913, 56.7 per cent. had less than $5,000 liabilities, as against 58.2 per cent. in 1912, 60.3 per cent. in 1911, 60.9 per cent. in 1910 and 61.2 per cent. in 1909."

The comparative statement of failures in Canada for the past four years is as follows:—

Year.	No. in business.	No. failures.
1913	149,852	1,827
1912	142,583	1,312
1911	130,466	1,401
1910	128,881	1,469

How Capital Was Distributed.

As regards capital the percentage of failures in the two countries with less than $5,000 capital was 91.8, almost the same as the year before. There were 5.7 per cent. between $5,000 and $20,000; 1.6 per cent. from there to $50,000; and .5 from this to $100,000. These percentages have a remarkable similarity to those of previous years.

In a general survey Bradstreets refers to certain unsettling causes operating more across the border than in Canada, floods, tariff changes, etc.

A Brighter Outlook.

It goes on: "To what extent each of these unsettling causes was directly responsible for some curious fluctuations in the failure totals and liabilities cannot, of course, be established, but as time goes on and the outlook, which began to clear late in 1913, is being viewed more favorably, the overmastering importance of the financial element in the entire situation seems to become increasingly clear. Money hoarding abroad because of fears of war found a parallel at home in close handling of bank reserves and a scrutiny and restriction of credit which has found few counterparts in any but years of acute panic strain. The striking ease of money since the outset of 1914 and the stronger tone of securities markets abroad as well as at home fortifies the theory that as the financial stress and its effects were of a world-wide character, so the reaction therefrom is and should necessarily have correspondingly far-reaching effects, making due allowance, of course, for the crop and trade developments of the coming spring and summer.

"The record of 1913 shows 14,551 failures or suspensions, with aggregate

(Continued on page 60.)

Methods of Retailing Paints and Varnishes

Keeping a Record of Paint Sales

Follow-up System Can be Readily Used in Retailing Paints—Used as a Basis for Soliciting and Effecting Further Sales—Results Will be Astonishing.

IN the retailing of paints and varnishes the retail merchants in many instances do not attach enough importance to the first sale, either to a new customer, or of a first item which may lead to other sales.

The possibility of repeat orders depends to a great extent on the quality of the goods sold and the service rendered in the first transaction, but the merchant by adopting a follow-up system can secure many repeat orders.

The Paint and Varnish Record recently drew attention to the opportunity which presents itself to the live merchant who is willing to take advantage of the follow-up system. The article reads in part as follows: There is no line of business that lends itself so readily to this follow-up system as does the retailing of paints, varnishes, and allied lines, because there is no other line in which the individual items are so closely connected. The sale of a paint brush naturally leads to the sale of paint; paint requires fillers, varnishes, stains, and colors; these lead again to more brushes and incidentally bring in putty and window glass; and those dealers handling wall paper and wall finishes are right in line for pushing the sale of those items in connection with the sale of any other items they may sell.

The one beautiful feature underlying the retailing of paints is that if a housekeeper or owner once starts on the very smallest job of painting or varnishing, he or she can be very easily encouraged to go ahead and paint or varnish everything around the place, because, verily one newly painted spot in the home doth make everything else look dingy and sick in comparison.

The time for suggesting additional items is not properly at the time the first sale is made, because usually at that time there is no thought of further work to be done and suggestions, unless very, very mildly made might be unwelcome, to say the least. Much greater results can be obtained if at the time of the first sale, the name and address of the purchaser be secured, automatically if the goods are to be delivered, and if not under the excuse of natural interest in tracing the results of the job. This is a very important item and should be made a necessary part of every sale, even if the supplies are sold to a painter for use on contract work, because it is the only way in which the owner or housekeeper can be reached in the most appealing way.

Then after sufficient time has elapsed for the completion of the original job and for the comparison between the freshly painted work and the old surfaces to have made sufficient impression, a very short letter, a phone call, or a personal remark, asking as to satisfaction with the first job and suggesting other work along the same line will be most effective.

For instance, Bill Jones' wife buys some white enamel for her sink. Two or three days later we offer to furnish her enough material to enamel her whole kitchen for "about" so much, or floor stain for so much, or wall finish for a certain lump sum. Or Bill himself buys a brush and we find he is going to use up some old paint for his reaper. We, in a few days, suggest some more of the same paint for his plow and his mower, because by that time he has had time to see how much better his reaper looks with the fresh paint and to realize how much better it is protected against rust and rot.

And it is always well to make a rough estimate, and so to state it, as to the cost of the entire job, because practically no one but a practical painter, knows or appreciates how little paint it takes to do a certain amount of work, and there would be much more paint used if housekeepers and owners had it shown to them in actual figures.

The opportunities for beneficial work of this kind is absolutely unlimited and it seems almost a crime that they are so grossly neglected. There should never be a sale made over a retail counter but what a record is made of the buyer and the purpose for which intended, and this record used as a basis for soliciting and effecting further sales. If such a system be handled promptly and efficiently its results will be astounding to any who have never before tried it.

EVERYBODY WAS SATISFIED EXCEPT THE MAN WHO DIDN'T ADVERTISE.

Jones was a steady customer at the Cobweb Hardware Co. (a concern who did not believe in advertising), but one night while reading his local paper, a catchy ad. of the Up-to-date Hardware Co. attracted his attention. He read it. Next day a striking poster caught his eye—it was the Up-to-date Hardware again, and later he found himself interestedly looking at a splendid window display of goods he had seen advertised in his favorite magazines—it was the Up-to-date Hardware Store—and so inviting! In he went, and from that day he continued to purchase goods of them. Now, who paid for the advertising? Mr. Jones received good service and full value for his money. The Up-to-date Hardware Co. made a profit on the goods sold; in fact, the only loser was the Cobweb Hardware Co. Who, then, paid for the advertising? Think it over!—Paint Salad.

ANNUAL DRIVE AND SUPPER.

The members of the staff of T. McAvity & Sons, Ltd., St. John, N.B., enjoyed their annual sleigh drive this week, some thirty or more driving to the Clairmont House, where an enjoyable time was spent. A turkey supper was served, and was followed by a round of toasts, speeches, musical and literary numbers. Ronald McAvity occupied the chair and acted as toastmaster, while Clifford McAvity presided at the other end of the table. T. A. Ramsey proposed the toast to the King, which was honored in music.

R. A. and Clifford McAvity replied to the toast to "The Firm," conveying the best wishes of the members to the employees present. W. Belmont Winchester sang his favorite number, "Comin thro' the Rye," after which Walter Coughlan gave an interesting talk on the plumbing branch of the business. This was followed by a piccolo solo by Troop Thorne.

W. F. Coleman spoke on behalf of the engine department, and Roy Evans championed the interests of the tank department. There were speeches by Mr. Cummings and Mr. Kindred, and Mr. Myers responded to the toast to "The Ladies." Bruce Ferguson was heard in a vocal solo; John Trifts danced the Hieland schottische in true Scottish style; Bruce Erb gave a reading; and there were several other equally pleasing numbers. Eli Wolfe dispensed a fine programme of music



Past-Master Painters Will Ask For

Pratt & Lambert Varnishes

Over Sixty Years in varnish-making has developed products that are well known to every painter. Only on their merits have P. & L. varnishes attained the premier position of popularity with painters whose experience has afforded them an opportunity to judge just which of the many varnishes on the market have given the best results. Watch the old painter and you will find that he will choose from

These Well-Known Brands

"61" Floor Varnish for floors.
"38" Preservative Varnish for best interior work.
Spar Finishing Varnish for exposed work.
Alcolac for first coats.
"110" Cabinet Varnish for general interior work.
"Vitralite," the long-life white enamel.

Be a Pratt & Lambert Dealer and stock up to-day with quality goods.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

BERRY BROTHERS' CELEBRATED VARNISHES WALKERVILLE, ONT.

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well-known products:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

MONTREAL, March 4.—The business on the local market is still in full swing, and orders are being received for spring supplies every day. There is a much better feeling throughout the country than was anticipated by all, and it is the general opinion that business will be back where it belongs in a few weeks. The building trade should be a busy one during the coming year, as it was curtailed last season, so that this ought to double up the operations for the coming season. This means larger paint sales.

White Lead.

There is a very satisfactory demand for white lead, and the market is reported as being very firm. Pig lead is quoted at £20 in London, which is an advance over last week. The quotations this week are unchanged from one week ago. Ton lots are selling at $8.05, while less than a ton sells at an advance of 20 cents.

Linseed Oil.

The market this week is very firm, as the demand is keeping up; in fact, there is a slight increase this week on account of the milder weather. The local dealers are united in their quotations this week, and those who were quoting cheaper oil last week are now back at the former figures.

1 to 4 barrels	60c per gal.
5 to 9 barrels	59c per gal.
10 to 25 barrels.....	58c per gal.
Boiled Oil—	
1 to 4 barrels.....	63c per gal.
5 to 9 barrels.....	62c per gal.
10 to 25 barrels.....	61c per gal.

With open prices for carload lots.

Prepared Paints.

Most of the local manufacturers are reporting the largest year in their history, so that it is not difficult to judge the amount of business which is being carried on at present. Spring deliveries are going forward, while orders are coming in every day from all centres for paints of all descriptions.

Glass.

Business is still rather quiet, although there has been a better inquiry lately. Although the cost of manufacturing has increased from one year ago, it does not appear to affect the quotations, as local manufacturers report that there will not be any advance for some time to come. May 1st ought to see this business pick up a little, and from then on it will increase steadily until the busy season commences about August 1st. At present, though, there is not much business passing.

Putty.

There is not a great deal of business passing at the present time, and the same quotations are in effect, which are as follows:—

Bulk, in casks....$2.30 per 100 pounds.
Bulk, in drums... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

The market, which was a little weaker last week, has firmed up, and is not quite steady. The prices quoted this week range from 65 to 68 cents per gallon for one-barrel lots. Cheaper prices are quoted for larger quantities. The demand is very good.

Gasoline.

The demand is picking up a little each week, and will continue to do so from now on, as the roads are getting better, and that means more gasoline. The same prices are in effect.

25½c per gallon in wood, 22½c per gallon in steel and drums, while local tank wagon price is 21c for 100 gallons and over.

Benzine.

The demand is possibly picking up a trifle, although not very heavily. The demand is quite steady at all times, although the spring will see a little freer movement in this line. The following prices are still in effect.

Barrel lots in wood are quoted at 23 cents per gallon, in steel and drums 20 cents, while local tank wagon price is 19 cents per gallon for 100-gallon lots and over.

TORONTO.

TORONTO, Mar. 5.—Paint manufacturers and jobbers report that there has been an improvement in business owing to the apparent breaking up of winter.

Quite a number of orders booked for March 1 delivery have been sent out.

Some dealers who have been rather backward in placing spring orders are now coming forward and making purchases. A large volume of spring business is expected by the trade in general.

Linseed Oil.

Trade in linseed oil is not brisk at present, although a slight improvement in business is reported. Some very low prices have been quoted on linseed oil and turpentine, and dealers should investigate the standing of firms offering oil at ridiculously low prices. The ruling quotations on oil remain as follows:

Raw—

Single barrels	65c.
3 to 5 „	63c.
6 to 9 „	61c.
Boiled—	
Single „	68c.
3 to 5 „	66c.
6 to 9 „	64c.

Oil in less than barrel lots 7 cents per gallon. Cans are charged for—5-gallon, 50 cents each, and 10-gallon, 75 cents.

Turpentine.

The Southern market has advanced considerably, although local quotations remain unchanged. It is expected that higher prices will prevail here before long. The ruling prices are:—

Turpentine—
Single barrels, 67c. imp. gallon.
2 to 4 „ 66c. imp. gallon.
5-gallon lots, 74c. gallon.

White Lead.

White lead is still being booked for delivery until May 15 at the following prices:—

5-ton lots, $7.90 per 100 lbs.
1-ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Glass, Putty, Etc.

There is a seasonable demand for glass and putty. Glass is quoted at 20 per cent. off list prices shown in current market quotations.

Putty quotations are also shown in current market quotations.

Prepared Paints.

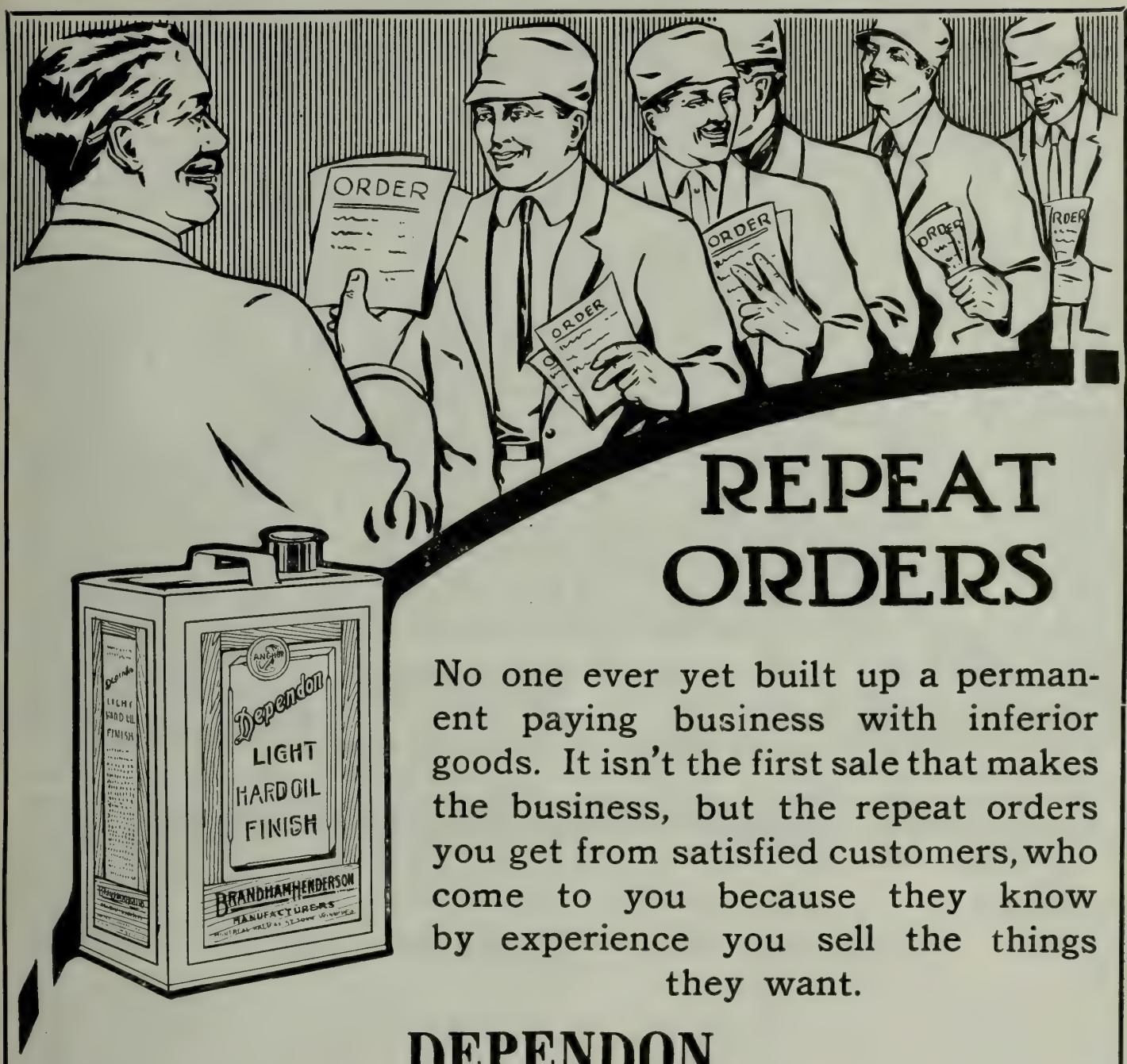
Spring orders are now being shipped, and from now on there should be a steady increase in the demand for ready mixed paints and varnishes.

EIGHTY-FIVE PER CENT.

(Continued from page 57.)

liabilities of $292,347,343 and assets of $159,054,911. There is here shown an increase of 5.3 per cent. over 1912, of 15 per cent. over 1911, or 25.7 per cent. over 1910, and of 3.6 per cent. over 1908, the year of trade depression following the acute financial panic of 1907.

Over 1906, about the best of recent years, the increase in number was 55 per cent., but compared with 1896, and 1893 decreases were shown of 3.5 and 6.1 per cent., respectively. As regards liabilities, 1913 showed an increase of 46 per cent. over 1912, of 55 per cent. over 1910 and 1911, and of 108 per cent. over 1909, but marked a decrease of 1.2 per cent. from 1908 and of 23.5 per cent. from 1907. It was this combination of increased number and enlarged liabilities which made 1913 the third worst year as regards failures and the fourth worst year in liabilities that the country has record of in the past third of a century."



REPEAT ORDERS

No one ever yet built up a permanent paying business with inferior goods. It isn't the first sale that makes the business, but the repeat orders you get from satisfied customers, who come to you because they know by experience you sell the things they want.

DEPENDON
LIGHT HARD OIL FINISH

is a trade-builder because it has precisely the qualities that appeal to practical men—dries hard, rubs to a fine polish, will stand hard wear and is always uniform. It is the most dependable hard oil finish made, therefore the surest to give satisfaction and bring the customers back for more.

IT PAYS to sell **DEPENDON** because the first sale means a steady customer.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paint Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

ALUMINUM.

Ingot, 99% pure, lb.	19½c
Pattern, lb.	23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 5-10 and 2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb.	$9 75	$10 50

ANVILS.

Buckworth, per lb.	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 22c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 16
Ingot, Yellow, lb.	0 13	0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
2 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).

Glass, doz.	3 50
Enamelled, doz., net	3 50

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

1 gal. jacketted, per doz.	2 70
2 gal. jacketted, per doz.	3 60
3 gal. jacketted, per doz.	4 20
5 gal. jacketted, per doz.	4 80
10 gal. jacketted, per doz.	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., delivered		1 63
Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b.		1 55
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton		5 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., per lb.	0 05
25 lb. tins, per doz., per lb.	0 04

CEMENTS (ROOFING).

	Per gal.
Roofing cement (in bbls.)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz in case, case	7 20
17 lb. size1 doz in case, case	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot	16 75	16 75
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb.	0 31½
No. 8, No. 9, No 10, No 12	0 31

(CANADA) PLATES

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo D.	Crown.	Corbals.
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M. L. S. Famous (equal Bradley). Per box.

I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

TWO PROFIT PRODUCING SPECIALTIES

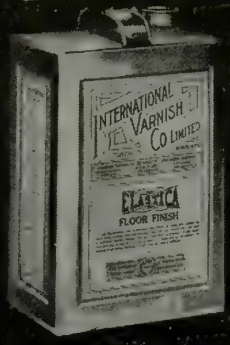
REVIVES & RENEWS OLD FURNITURE & WOODWORK



ENDS ALL FLOOR TROUBLES

TRADE ELASTICA MARK

FLOOR FINISH



Lacquerets

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

MARTIN-SENOUR PAINTS & VARNISHES

Trade-Getting—and Holding

Trade-getting is largely a matter of advertising, while trade-holding is dependent upon the quality of the goods sold.

Our big nation-wide advertising campaign in the Leading Magazines, Farm, Religious and Commercial Publications of Canada, will impress many people right in your town with the merits of Martin-Senour Paints and Varnishes. Attractive Bulletins, Out-door Signs, Effective Mailing Folders, Booklets, Etc., will lead many new customers to the stores of our Dealer-agents, while Window Trims, Cut-out Displays, Store Signs, etc., will focus our big advertising campaign to The Martin-Senour Dealers' Store.

But success isn't made up of orders—it's reorders that count, and back of Martin-Senour advertising — back of all this splendid cooperative dealers' selling helps is the supreme quality of the goods, producing such splendid results, and giving such entire satisfaction to the user that each sale widens the way for more sales to follow.

If continuous profits interest you—write.

THE MARTIN-SENOUR CO.

LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.

Yarmouth Double Fill.	
29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½
Standard Single Fill.	
29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¼
29-inch, 15 oz.	0 32

E

EAVETROUGHS.
10 inch, in 10 ft. lengths.... 3 30
12 inch, in 10 ft. lengths 3 88
15 inch, in 10 ft. lengths.... 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American..	75
Kearney and Foot, Arcade.	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain, 50 per cent.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35
3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.	
20 quart, each	12 80
25 quart, each	16 75

Fly-wheels for same, 2 qt., 75c;

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 23c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb..	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb..	0 17½	0 19
25-lb. drums, lb..	0 17¾	0 19¼
1-lb. pack., lb....	0 19¾	0 21¼
½-lb. pack., lb...	0 21¾	0 23¼
1-lb. tins, lb.....	0 20¾	0 22¼
½-lb. tins, lb.....	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).
Jute Rope, ⅜-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ⅝-in., per gross 13 50
Leather, 1-in., per doz..... 4 00
Leather, 1½-in., per doz.. 5 20
Web 2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1.....	$13 13
Samson shingle, No. 2.....	14 20
Samson claw, No. 1.....	15 10
Samson claw, No. 2.....	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb....	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.....	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller. $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft.... 0 13½
Corrugated, ¾ in., ft.... 0 16
500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.
Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set.... 2 75

	Special.	
Stearns wood track		9 00
Zenith	....	9 00
Atlas, steel covered..	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 90
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers ...	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel..	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel ...	0 15	0 15
Shoe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 08
High speed	0 65	0 65
Capital tool steel..	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel...	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch ..	....	0 05½
1 7-16 to 3 inch....	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts handles, japanned, per gross	9 00
Common, plain	5 00
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and 20c	ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft. .... 3 90 48 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz...	7 00
Japanned cold blast, doz...	7 50
Brass, well japanned, doz..	9 25
All brass, doz.	24 00
Cold blast globes, doz.....	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail) ..	5 40	5 45
100 lbs.	5 40	5 45
Imported pig, per 100 lbs.	....	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.
Russia snap, per gross.... 33 00
Indian snap, per gross 27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
L. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton. Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MALLETS.
Tinsmiths' 2½ x 5½ in., per doz. ... 1 65
Carpenters', round hickory, 6 in., per doz. ... 1 95
Lignum Vitae, round, 5 in., per doz. ... 2 40
Caulking, No. 8, oak, per doz. ... 15 00

MATS.
Wire door mats, standard, 16 x 24. doz. ... 9 00

MOPS.
Mops, O-Cedar, doz. ... $12 00
S. W. Mops, doz. ... 3 25

MOWERS (LAWN).
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90. 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.
Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.
Cut nails — Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh.—
NET PRICES ON SMALL SIZES POULTRY NETTING.
½-in. x 22 ga. x 12-in., roll.. $3 00
½-in. x 22 ga. x 18-in., roll.. 4 30
½-in. x 22 ga. x 24-in., roll.. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. v 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll... 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 55 p.c.

O

OAKUM.
Best (American), per 100 lbs. ... 7 75
U. S. Navy (American), per 100 lbs. ... 7 75
Plumbers (spun), 50-lb. bales ... 3 50
Plumbers (spun), 500-lb. lots ... 3 25
Ton lots less 5%.

OIL.

Can. prime white petrol ...	....	0 15½
Royalite ...	0 17	0 16
Palacine ...	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine ...	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).
Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch..	0 09
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll ...	0 50
Plain Fibre, No. 2, p. 400 ft. roll ...	0 35
Tarred Fibre, No. 1, 400 ft. roll ...	0 62
Tarred Fibre, No. 2, 400 ft. roll ...	0 43
Tarred Fibre, Cyclone, 25 lbs., roll ...	0 62
Dry Cyclone, 15 lbs. ...	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt. ...	3 25
Heavy Straw, plain and tarred, per ton ...	36 00
Carpet felt, per cwt. ...	2 60
Tarred wool roofing felt, cwt. ...	2 00
Pitch, Boston of Sydney.. 100 lbs. ...	0 85
Pitch, Scotch, per 100 lbs..	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs ...	2 00
2 Ply Ready Roofing, p. sq.	0 75
3 Ply Ready Roofing, p. sq.	0 95
2 Ply Ready Roofing, p. roll	1 15
3 Ply complete, per roll....	1 35
Liquid Roofing Cement, bbls., per gallon ...	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl...	5 00
Shingle Varnish, per bbl...	5 00
Caps, per lb ...	0 05
Nails, per lb. ...	0 05
Mop Cotton, per lb. ...	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll.....	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise) ...	0 40
Blue R-S sheathing ...	0 42
Tarred fibre No. 1. ...	0 62
Tarred fibre No. 2 ...	0 43
Dry fibre No. 1 ...	0 50
Dry fibre No. 2 ...	0 35
O.K. carpet felt ...	1 40
	Per 100 lbs.
Heavy dry straw ...	1 80
Heavy tarred straw ...	1 80
Spruce sheathing ...	3 00
Carpet felt, 16 oz. ...	2 60
Carpet felt, 20 oz. ...	2 60

PITCH
Fine, per bbl., f.o.b. Toronto 4 00

PIPE.
Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Size.	Buttwelded. Black	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch ...	2 64	3 57
¾ inch ...	3 05	4 20
1 inch ...	4 51	6 21
1¼ inch ...	6 10	8 40
1½ inch ...	7 29	10 04
2 inch ...	9 81	13 51
2½ inch ...	15 80	21 65
3 inch ...	20 66	28 31
3½ inch ...	24 84	34 04
4 inch ...	29 43	40 33
	Lapweld.	
2 inch ...	11 29	14 99
2½ inch ...	16 38	22 23
3 inch ...	21 42	29 07
3½ inch ...	25 76	34 96
4 inch ...	30 52	41 42
4½ inch ...	34 29	46 99
5 inch ...	39 96	54 76
6 inch ...	51 84	71 04
7 inch ...	77 35	103 50
8 inch ...	93 60	125 30
9 inch ...	117 30	156 70
10 inch ...	133 90	179 20
12 inch ...	172 40	233 20

PIPE (LEAD)
Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).
2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

COTTER PINS.
Cotter pins, 90 p.c. discount.

CLOTHES PINS.
Common, 5 gross in box, per box ... 0 80
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.
Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs. ...	2 40	2 50
Heads, per 100 lbs...	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.
Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. ... 6 50

PICKS (CLAY).
5 to 6 lbs., doz. ... 4 15
7 lbs., doz. ... 4 40
7 to 8 lbs., doz. ... 4 75
8 lbs., doz. ... 5 00

PLUGS (METAL).
Painted wall plugs, per 1,000 ... $20 00
Galv. wall plugs, per 1,000. 23 00

R

RAZORS.

	Per doz.
Boker's ...	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's ...	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz. ...	9 00

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

	Per roll
Tarred felt (7 oz.) ...	$2 10
Tarred felt (10 oz.) ...	2 10
Tarred felt (16 oz.) ...	2 10
2 ply R.R. ...	0 75
3 ply R.R. ...	0 95
Samson 1-ply, roll...	$ 1 45
Samson 2-ply, roll...	1 90
Samson 3-ply, roll...	2 30
Amatite roofing, per sq....	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt....	2 10

ROPE.

Pure Manila ...	0 15
British Manila ...	0 11
African hemp ...	0 11
Sisal rope ...	0 10½
Russia Deep Sea line, 7-16 and larger ...	0 20
Jute 7-16 and upwards...	0 11
Lath yarn, single ...	0 09¾
Lath yarn, double ...	0 10¼
Cotton rope, 3-16 and larger ...	0 25
30 ft., per doz. ...	0 45
40 ft., per doz. ...	0 60
Sisal bed cord, 48 feet, per doz. ...	0 72
Sisal bed cord, 60 feet, per doz. ...	0 90
Sisal bed cord, 72 feet, per doz. ...	1 08
3 Ply Cord.	
100 ft., per doz. ...	1 50
6 Ply Cord.	
40 ft., per doz. ...	0 95
48 ft., per doz. ...	1 15
60 ft., per doz. ...	1 45
72 ft., per doz. ...	1 75
100 ft., per doz. ...	2 40
Russia deep sea line....	0 20
Russia tarred boat rope.	0 17½
Russia tarred ratline ...	0 15
Jute rope ...	0 11

For 7-16-inch diam. and larger.

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.
Net Prices on Champion Scales. Shurley & Dietrich, 35 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10% 10% off list.	
Wood F.H., brass 75 10 7½	10
Wood R.H., brass. 70 10 7½	10
Wood F.H., bronze 70 10 5	10
Wood R.H., bronze 65 10 5	10
Drive screws 65 10 5	10
Set, case hardened 60 10	
Square cap ...	50 and 05
Hexagon cap	45
Bench, wood, per doz.....	$5 00
Bench, iron, per doz.....	4 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge ...	2 70	2 70
12 gauge ...	2 75	2 75
14 gauge ...	2 60	2 55
16 gauge ...	2 50	2 65
18 gauge ...	2 50	2 65
20 gauge ...	2 60	2 65
22 gauge ...	2 65	2 75
24 gauge ...	2 65	2 75
26 gauge ...	2 75	2 85
28 gauge ...	2 85	3 00

SHEETS (Corrugated, Galvanized).
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand— Montreal Toronto
24 gauge, American 3 75 3 70
26 gauge, American 3 95 3 90
28 gauge (26 Eng. lish) ... 4 30 4 20
10¾ oz., equal to 28 English ... 4 50 4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels ...	60	55 and 2½	45
Draining tools	60	60	
Scoops ...	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

Letter received from our Maritime Distributers

Benj. Moore & Co., Ltd.,
West Toronto, Ont.

Gentlemen:—

We have just landed the car of Moore's House Colors and Muresco shipped on the 29th and are glad to report it has opened up most satisfactorily.

This is the sixth year which we have been handling your lines, and it gives us pleasure to report that our sales each year have shown a very good increase, and that each year we find it a more satisfactory and easy line to sell. Everywhere in the territory which we cover, we find that it is becoming more popular all the time, and we look for steadily increasing sales.

Wishing you a prosperous year's business, we remain,

Yours very truly,
EMERSON & FISHER, Limited,
H. W. Emerson.

BENJAMIN MOORE & CO., LIMITED

2, 4, 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND

Hints to Dealers on

Paint Up, Clean Up, Campaign

Many dealers have assumed a pessimistic attitude towards 1914 business. It's a bad way to begin the year. There may be a general falling off of business in certain lines, but this loss can be compensated by gain in other lines. Paints and Varnish can be pushed to the front, through the above-mentioned campaign, as can trade in Garden Tools, Garbage Cans, Brushes, Brooms, Etc.

Make it a civic movement. Get your Mayor, Council, Board of Trade, School Board and Churches interested in it as a Civic Crusade against dirt, flies, etc., as a civic advertising campaign to interest intending investors, as a matter of pride in your town.

Let all dealers join hands, get in touch with your opposition—make it a municipal movement, and let no petty jealousies interfere in the general plan. You go after the business in open competition and you'll get your share. Write us for further particulars.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers.

WINNIPEG **Branch at Calgary**

Jamieson's

PURE PREPARED PAINTS

are all that the name implies. What's more, they are good profit-makers, as we can abundantly prove to you.

R. C. Jamieson & Co.

Established 1858 **LIMITED**

MONTREAL

Owning and operating P. D. DODS & CO., Limited

Be ready for the Spring Paint Trade with the best weapons: Jamieson's Pure Prepared Paints

12

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades. $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb....	0 27	
Electrotypers solder, lb	0 30	
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs..	6 25	5 45

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000.....	6 00
Eureka tinned steel, hooks, per 1,000	8 00

STAPLES.

Poultry netting, 100 lbs...	6 70
Red, 100 lbs., No. 14.....	6 75
Blind, per lb.	6 12

Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea...	1 10
Metallic, No. 603, 50 ft., ea..	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., each	5 00
Reliable Jr., No. 103, 50 ft., each	2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).

650 ft., per lb. .....
600 ft., per lb. .....
550 ft., per lb. .....
500 ft., per lb. .....
1914 quotations on binder twine not yet issued.
5 ton lots, ½ lb. allowance.
10 ton lots, ¼c lb. allowance.

TWINE.

Wrapping cotton, 3-ply..	0 24½
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

Boiler Tubes.		
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

TIES (METAL).

Galv. wall ties, per 1,000....$5 00	
Painted wall ties, per 1,000. 5 00	

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.

Can. wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist ..	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands,

24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

MONEY IN THE METAL CEILING BUSINESS

For use in new buildings or for renovating and modernizing old buildings

PEDLAR'S PERFECT METAL CEILINGS

look well, wear well, and are easily erected.
A little extra effort on your part will result in a big increase in your metal ceiling business.
Get out after the business offering. We are willing and anxious to co-operate with you in pushing sales.

WRITE FOR NEW CEILING CATALOGUE "H.M."

The Pedlar People, Limited

OSHAWA **ONTARIO**
Established 1861 (13-A)

Montreal, Ottawa, London, Toronto, Chatham, Winnipeg



MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



Write for New Catalog to

Thomas W. Kirby
75 Yonge St. Arcade
TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG.



BLUE BARRELS

BADEN

Linseed Oil

Produces

QUALITY WORK

Every Brand Guaranteed

If your jobber does not handle them write direct to

The Dominion Linseed Oil Co. Limited

BADEN—TORONTO—MONTREAL

Paints, Oils, Varnishes, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.00.

BEESWAX.
Per lb., 40c.

BRONZE.
75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs	0 09
Burnt Umber, 100 lb. kegs	0 07
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 10
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 04
Vermilion, 100 lb. kegs	0 20
Carmine red	0 50
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

DRIERS.
Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake	0 10 0 13
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Less 20 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.
Under 26	3 40
26 to 40	3 60
41 to 50	4 00
51 to 60	4 25
61 to 70	4 50
71 to 80	....
81 to 85	....
86 to 90	....
91 to 95	....

Double Diamond.

Size United Inches.	
Under 26	5 00
26 to 40	5 45
41 to 50	6 25
51 to 60	6 75
61 to 70	7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

GLASS, PLATE.
40 and 5 p.c. off list, f.o.b. Ontario and Quebec.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.
(White Ground in Oil.)

Ton lots, per 100 lbs.	Montreal	Toronto
Elephant, Genuine	8 55	8 70
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
White, H.S.	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt	6 15	6 12½
Genuine, 100-pound kegs, per cwt	6 40	6 38
No. 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 59	0 65
3 to 5 bbls.	0 56	0 63
6 to 9 bbls.	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.	0 59	0 66
6 to 9 bbls.	0 58	0 64

PAINTS (PREPARED).

	Per Gallon	in qt. tins.
Sherwin-Williams paints, base		1 85
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 45
Moore's house colors, per gallon		1 75
Brandram-Henderson's "English		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.)		....
Jamieson's Crown and Anchor brand		1 60
High Standard		1 90

PARIS GREEN.
(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbs.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard	
	Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

TAXITE.
1 gal. cans $2.10.

SHELLAC.
Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	
Pure, single bbls.	0 64	0 67
2 to 4 bbls.	0 63	0 66

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 75
Light oil finish	1 35
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 91
Bakeing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 50
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 07
Dark colored	0 05½

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



"The passer-by judges the character of a store from the character of its windows."

A letter from a firm who have been selling paint for over fifty years

THE firm of J. W. Paton was established in 1869. About ten years ago we took on the Sherwin-Williams line. Previous to that time we had handled a cheaper line of prepared paint, and in addition we installed a special equipment of tubs for mixing lead and oil in large quantities for our customers.

"Since taking on the Sherwin-Williams Agency our sales have largely increased year after year owing to the fact that the quality of every Sherwin-Williams product always pleased the customers and brought them back for more of the same kind. In addition to this, the aggressive advertising of the Sherwin-Williams Paints and Varnishes created a steady and growing demand and has helped us in our advertising plans.

"We, ourselves, have always been aggressive advertisers: we know that good advertising helps to build the business. One of the most successful features has been a large poster showing an illustration of a painter on a swing stage, and this has given us good general publicity. We have also found special circular work very helpful at the particular time of the year when the people are interested in paints and painting. We have covered the city thoroughly. In preparing the circulars we have found the Sherwin-Williams advertising electrotypes and special cuts very helpful.

"Then we are firm believers in attractive windows, and we give a great deal of time and attention and go to a great deal of expense in order to make our windows unique. The passer-by judges the character of a store from the character of its windows, and so we always want our windows unusually attractive, and we continue this plan from one year's end to the other.

"We have endeavored to back up this first favorable impression given by our windows by keeping our store bright, neat and clean, and by rendering quick and efficient service to our customers. Our staff are men who are well posted in the paint business, so that they can assist the property owner with capable advice and information as to painting problems.

"Our motto is:

'QUALITY, QUANTITY AND DISPATCH.'

It means the best goods carried in sufficient quantities to allow us to give our customers exactly what they want when they want it."

Yours very truly,
JAMES F. PATON, Manager.

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c; anvil and vise combined, Diamond, $3.85 each.

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BELTING.
Rubber—50 p.c. off the list.
Leather.
Agricultural leather belting. 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each; No. 5, $10.00.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 37½c per lb. Tinned, 30c.

DRY COLORS.
White lead in ton lots, decorators' pure, $8.60; decorators' special, $8.10; in small lots advance price 25 cents per cwt.; yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.
White lead, $8.35 to $9.15 per 100 lbs.; red lead, kegs, $8.50.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

GLASS, WINDOW.
Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Dougle glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.75; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

GALVANIZED IRON

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng ..	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng....	4 10	4 45
22 Am. and Eng....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

SAD IRONS.
Common Sad Irons, 8lbs. and Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7¼c per lb

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00
Asbestos Sad Irons.	
No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Canewell, per box of 25 lbs., No. 3, $16.03; No. 4, $7.48; No. 4¼, $6.41; No. 5, $3.42; No. 6, $3.21; No. 7, $3.00; No. 8, 3.00; No. 9 and larger, $2.78.

CUT NAILS.
$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PITCH.
Pine, $6.50 per bbl.; less than bbl. lots, 4c per lb.; roofing pitch, $1.00 per 100 lbs.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.
6 inch riveted, per 100 ft... $8 50
7 inch riveted, per 100 ft... 9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.75; 8 inch, $4.50.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.
$8.35.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50 60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11½c; Pure Manila, 16½c; British Manila, 12½c; lath yarn, 10¾c.

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 and 5 per cent.; flat head, 85, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES.
10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $5.00; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg, Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent.; net extra N.P., $3.00 per doz.; net extra galvanized, $3.00; net extra coppered, $3.00; net extra blued, $3.50.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

TIN AND TIN PLATE.
Black tin, 58c per lb.

	Per Box.
20 x 28, I.C.	9 70
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $2.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

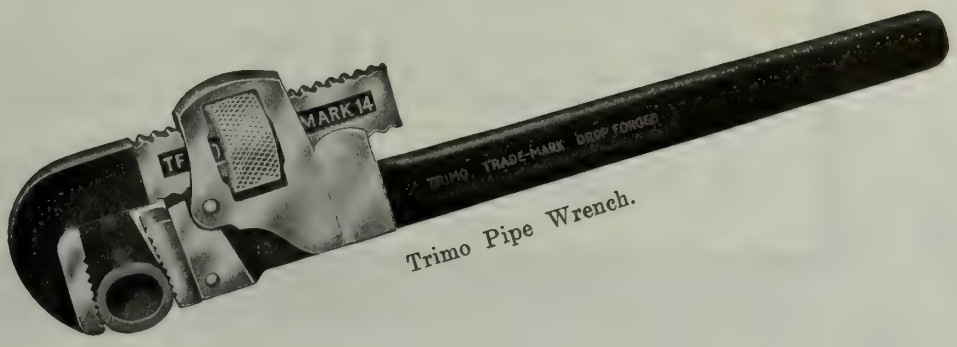
BLACK WIRE CLOTH.
$1.60 per 100 square feet.

THE PREMIUMS WE OFFER

To the Purchasers of Trimo Tools Are

STRENGTH ***ECONOMY*** ***DURABILITY***

One-Quarter of a Century of Wrench Production Is Behind Us.



Trimo Pipe Wrench.

MANUFACTURED BY

THE TRIMONT MFG. CO., 55-71 Amory St., Roxbury (Boston), Mass.

SEND FOR CATALOG No. 150

YOUR particular CUSTOMERS SPECIFY

GENUINE DIAMOND BRAND

JENKINS BROS.' VALVES

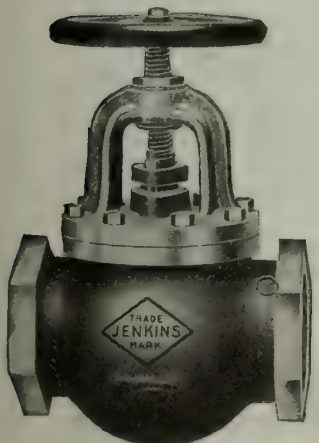


FIG. 141
STANDARD PATTERN IRON BODY GLOBE VALVE SCREWED WITH YOKE.

simply because they are aware of the fact that these are the ONLY valves from which they get the results necessary to keep up the efficiency of their plant.

There's a JENKINS BROS. VALVE for every service.

ORDER A COMPLETE STOCK TO-DAY.

JENKINS BROS., Limited

103 ST. REMI STREET MONTREAL



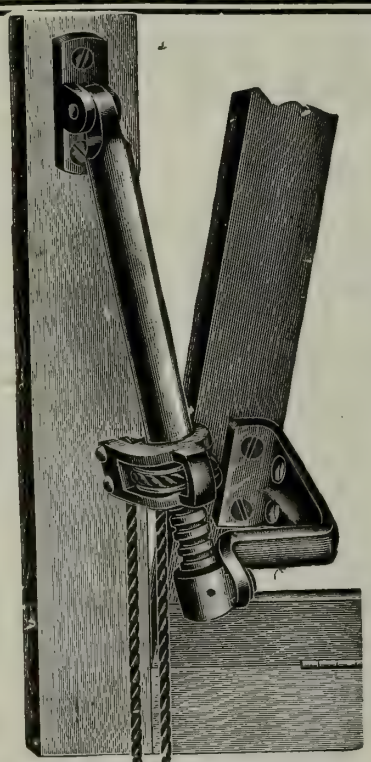
The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

RAMSAY'S PAINT

A. RAMSAY & SON CO., MONTREAL



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

LTD 1809 **EVERED** & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

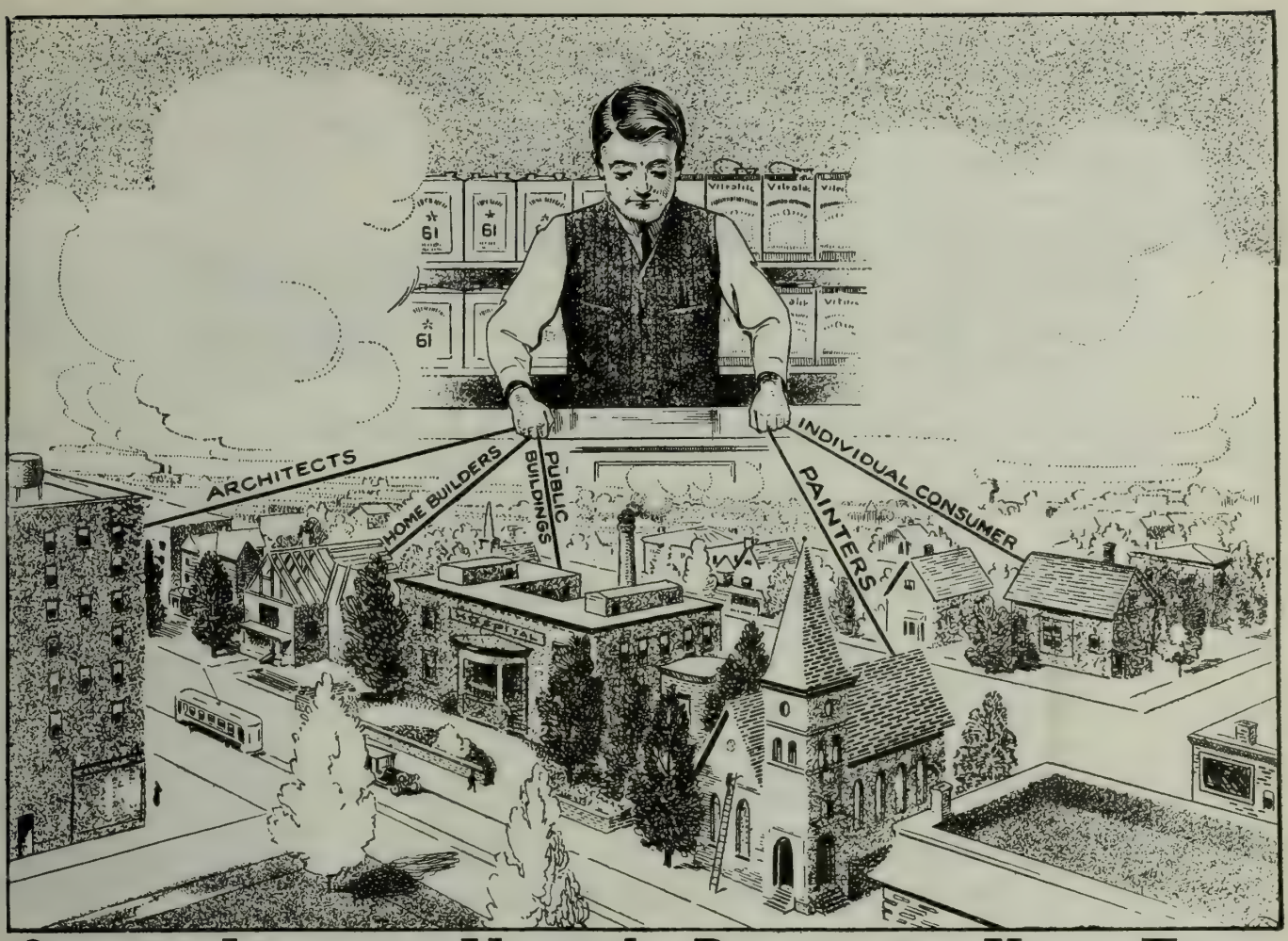
BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



Get a Line on Varnish Buyers in Your Town

BE a Pratt & Lambert dealer and enlist the aid of forces that will enable you to get the varnish trade from every conceivable trade channel in your town. You'll have the most effective and extensive magazine advertising campaign in the varnish industry working for you—reaching all those in your town who can afford to buy high-grade varnishes.

Varnish Talks, The Pratt & Lambert Painters' Magazine, and painters' trade paper advertising will enable you to get the painter trade. The Pratt & Lambert letter and booklet campaign, reaching everyone who is building, will assist you to land these good size, highly profitable orders.

Personal letters on specific jobs, personal calls, specifications and advertising in architects reference books and papers, costly sample panels and helpful literature furnished without charge, will get the good will of architects and contractors for Pratt & Lambert Varnishes for you.

Attractive Aqua-Types in many colors of the same designs as are appearing in the great national magazines, other store and window display matter of all kinds, framed panels, newspaper electros, bill posters, motion picture slides, etc. are additional selling helps for you.

If you're ambitious to get the cream of the varnish selling business in your town, write for Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc. 24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets,
Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man



Quick Sales—Quick Profits

It's important for you to handle a line of paints that do not lean on you for all the selling work. The time you and your clerks take selling paints of unknown reputation is making a great big hole in your profits.

Lowe Bros.' High Standard Paints have a 50-year-old reputation for quality. On top of that we come along with advertising and co-operation that any Lowe Bros. dealer will frankly admit he never saw the equal of. We're entitled to the business on a quality basis, and we're going to get it and we'll make money for the man who works with us. Maybe we need you in your town.

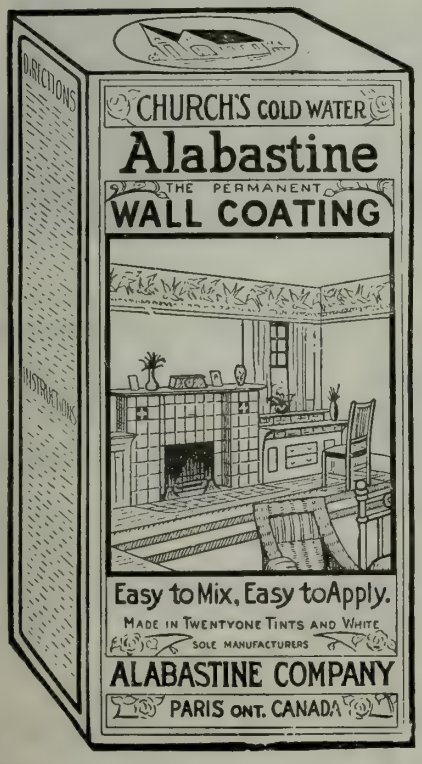
To-day is the day to write us.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

Made in Canada for 28 years



Advertised in 36 best Canadian newspapers and journals; all leading United States magazines.

New window trim this year, large attractive, free.

Send for it.

New book of Alabastine designs, stencil decorations and color schemes free to your customers.

New window trim this year, large, attractive, free.

Liberal discounts and terms to Hardware Dealers.

Get in line with a well-assorted stock of tints.

The Alabastine Company
Paris, Canada

LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

He Sniffed Banking

And Finance From the Cradle

Herr Von Gwinner, German, born in that great International money centre—Frankfort-on-the-Main, presiding genius of that twin of the German Empire, the Deutsche Bank, with its capital of $50.000.000, and now leading a project in monumental finance to break the Standard Oil Monopoly, is epigrammatically described in the March "MacLean's" by Frederic W. Wile.

The Berlin correspondent of the London Daily Mail has made a big hit with these character studies of the makers of Modern Germany. In none has he equalled his powers as he has in this account of the big financier.

"We borrow too little. The thing is to borrow right. Talent is necessary for everything but borrowing requires genius."

"It was from Konia that Cicero, banished, wrote to a Roman friend that there were more asses in the country than men."

Such is his terse, interesting style. Every business man cannot afford to miss this sketch.

And more, the Coburn covers begin in the March MacLean's. They are a distinctly Canadian triumph in Magazine Art This whole issue is crammed with interest and attractiveness.

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TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

SHEET ZINC

Stock and Import

We Solicit Your Enquiries

B. & S. H. THOMPSON & CO.
LIMITED

MONTREAL TORONTO WINNIPEG

Canadian Selling Agents for:
Verband Deutscher Zinkwalzwerke



Trade Mark

Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,
G.m.b.H.
Manufacturers of Safety Blades
SCHRAMBERG WURTEMBERG GERMANY

Friedr. Baurmann & Sons, Solingen, Germany

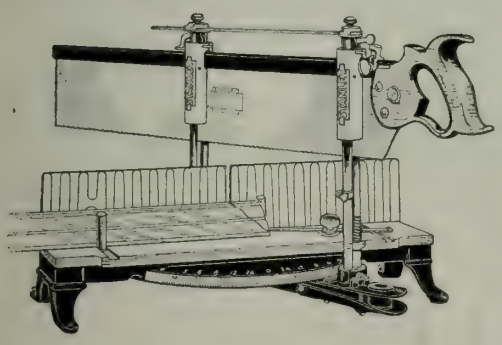
Manufacturers of High-Grade Razors and Safety Razors



"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand-forged and hand-ground—very carefully tempered by special secret process, ensuring highest results.

Write for our Catalogue.



Stanley Tools

STANLEY MITRE BOXES are compact, strong and durable, are quickly and easily put together or taken apart for ease in carrying, have the greatest strength with the least weight, and will do the widest range of work of any Mitre Box made.

No.	Saw	Capacity Right Angle	Capacity Mitre (45 deg.)	Capacity at 80 deg. without Stock Guide	List Each
240	20 x 4 in.	8¼ in.	5½ in.	3½ in.	$10.50
242	22 x 4 "	8¼ "	5½ "	3½ "	10.75
244	24 x 4 "	8¼ "	5½ "	3½ "	11.00
246	26 x 4 "	8¼ "	5½ "	3½ "	11.25
346	26 x 4 "	9½ "	6½ "	4⅛ "	12.25
358	28 x 5 "	9½ "	6½ "	4⅛ "	13.00
460	30 x 6 "	11 "	7½ "	6 1-6 "	16.00

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

'Eliminate the Failure and the Professional Idler.'

¶ No man or woman should be permitted to grow to manhood or womanhood without being able to do something intelligently that the world wants done; without being sufficiently skilled to earn a respectable living and enjoy the better and finer things of life.

¶ No man or woman should be permitted to grow up into middle life without an occupation, without a trade, without a training along a certain line, or without a profession. This is a problem that should be handled by the state and the nation working in conjunction; and training schools should be established and factories should be erected for the purpose of bringing about this end.

¶ This is a very simple proposition and to any of us who have an inquiring mind the idea occurs logically and naturally. It is so simple, in fact, and so evident, that no one can possibly walk around the proposition or walk away from it.

¶ The average money paid for unskilled labor is $1.50 a day. This labor is unintelligent, untrained, misdirected and represents less than one-tenth of individual efficiency. It is the labor of those who have developed neither brain nor hand; of those who have never been trained, and who have never trained themselves to do anything intelligently that the world wants done. And just here we may say that no man can develop his hand without developing his brain.

¶ The training of boys and girls, of young men and young women is the most ignorantly handled of anything connected with our modern civilization, and this ignorance is responsible for the greater part of our poverty; for the suffering and sickness that usually come from poverty and is responsible, in a very great degree, for the unhappiness and the misery that exist throughout the human family.

¶ As a nation we are supporting a vast number of battleships and along with the navy we are sup porting thousands of idle men who become, by the nature of their environment, professional "do-nothings." Young men who select the navy as a vocation are not only dependent on someone else for the food they eat and for the clothes they wear, but the nature of their calling is such that they are almost entirely unfitted for any useful vocation in life.

¶ As a nation we are supporting an army of men who do not work and who do not study—an army of professional idlers. And this is, without doubt, the greatest travesty in our modern civilization—that the Government should keep an army of men either on land or sea, that produces nothing, that does nothing but consume and destroy, is the greatest mystery of our time. The policy has been handed down to us from a semi-civilized period of the world when the soldier and the priest were a burden on the peasant who toiled in the field and suffered under taxes to support them.

¶ Our battleships are out of date almost as quickly as the style of woman's dress and ready for the junk-heap. Every year millions of dollars are spent to build these steel monstrosities of idleness, and every year millions of dollars are spent to feed and clothe and transport an army of idlers. Instead of having an army of a few hundred thousand young men, we should have an army of ten million young men, and each of these men should be trained and educated by the Government to earn a living; to be useful to the Government while they are working for the Government, and at the same time fit themselves to do skilfully and intelligently something the world wants done when they grow up to manhood.

¶ A half hour each day is enough time to devote to the routine of military training. That a young man should be paid by the Government to parade around covered with brass buttons and braid instead of producing something useful for the Government and for himself is a crime against taxpayers; against the man who is lured into this life of idleness.

¶ How long will it be, I wonder, until we develop a race of thinking men and women—a race of individuals intelligent enough to do away with this organized "Army of Parasites?"

Efficiency

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To HARDWARE-MEN

who have a

Sanitary and Heating Department

as well as a

Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

Because

1. **Its Advertisers**—are those who sell the best goods at the right price.
2. **Its Question Box** "is practical."
3. **Its Articles**—are of vital interest to those engaged in the craft.
4. Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that this course was worth over $25.00 alone.
5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

Published by

The MacLean Pub. Co., Ltd.

143 University Ave., TORONTO

$1.00 per annum

Write for sample copy. Fill in and mail this slip before you overlook it.

MacLean Pub. Co.,
143 University Ave.,
Toronto.

Please send me (free) sample copy of Sanitary Engineer, postpaid.

....
....
....

Bissell's 1914 Spring-Easter Offer

NOW IN FORCE

In order that our customers might be able to order Bissell sweepers to the very best advantage at the outset of their Spring business, we brought out our Spring-Easter offer this year nearly a month earlier than usual, and inasmuch as it will expire correspondingly earlier, we would suggest that you place your order for your Spring requirements now.

The interest shown by our customers in the past has prompted us to repeat our offer of one nickel-trimmed

"GRAND RAPIDS" SWEEPER FREE

in consideration of a very nominal amount of local advertising and window display as heretofore. We will be glad to mail you a copy of our Spring-Easter announcement, with proof sheet of free co-operative newspaper cuts.

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

BRANCHES:

New York City (Salesrooms and Export Departments), 25 Warren St.
Niagara Falls, Ont. (Factory).
Paris, France.
London, England (Agency).

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA

TORONTO

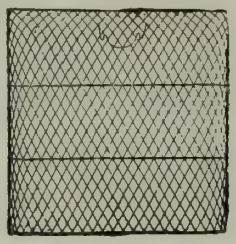
When writing advertiser kindly mention this paper.

We are headquarters for

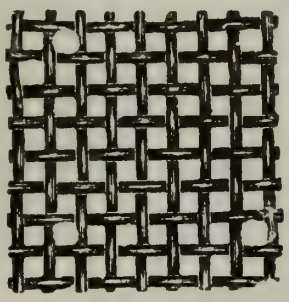
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.





Send for illustrated price list



Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

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Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

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Limited

TORONTO - - - CANADA

TRADE CASCO MARK

WEATHER PROOF

"PRODUCTS"

Structural Waterproofing

Engineers and Contractors

Roofing, Waterproofing and Insulating Material

Pumps that Carry Good Will

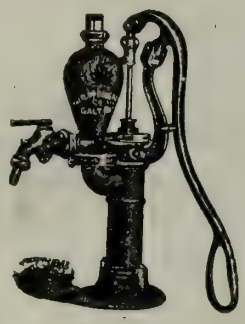
Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The

R. McDougall Co., Limited

GALT, CANADA

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

Winnipeg, Man. Hamilton, Ont.



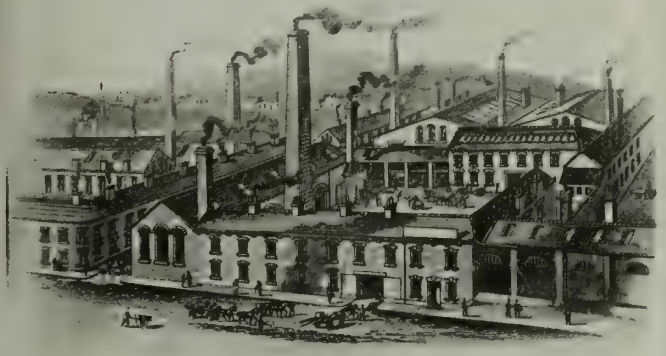
WILLIAM ATKINS & CO., LIMITED

Reliance Steel and File Works
SHEFFIELD, ENGLAND

Makers of the well-known

"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools

Files, Twist Drills, Saws, Hammers, etc.



TRADE MARKS WACO TURTLE BRAND

Any information can be obtained at our Canadian Office

Agent

GEO. A. MARSHALL
70 Lombard Street, TORONTO

Old Standard Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

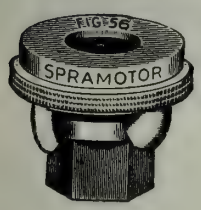
Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

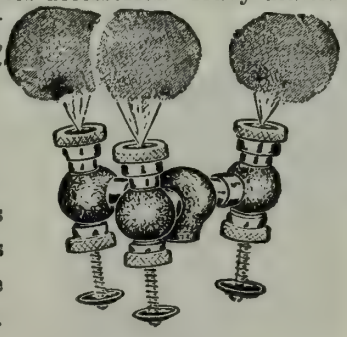
ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A
ESTABLISHED 1849

How About Handling This Money-Making Line



Do you know that many hardware dealers who carried **Spramotor** accessories made good profits last year? Our line of parts is the best made and completely standardized. Over 16 years on the market and never approached for excellence in materials and workmanship. There is a good, steady demand from the best class of trade for **Spramotor** accessories. Many dealers sell complete spraying outfits for us, and add handsomely to their profits.



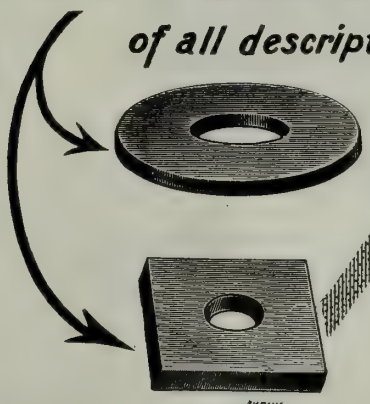
Get in touch with us to-day and ask us how you can make money with our line.

SPRAMOTOR WORKS

2001 King St. LONDON, CAN.
501 Erie St. BUFFALO, N.Y.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

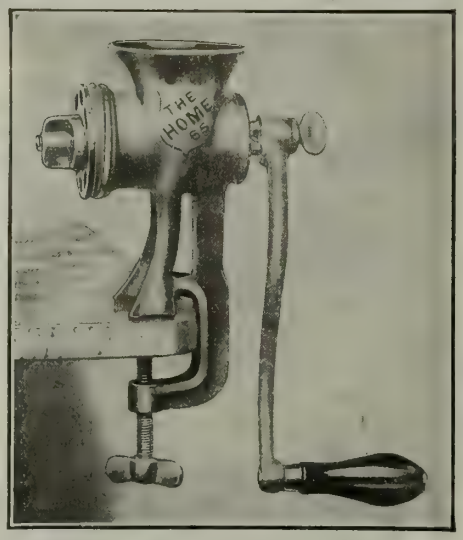
Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

You will find this
MAXWELL "HOME 65"
FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

DAVID MAXWELL & SONS, St. Mary's, Ont.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**

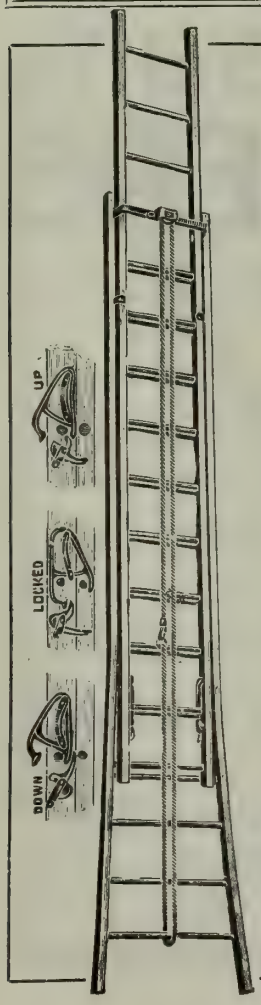


The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

Dept. A. RENFREW, PA.



A Profitable Investment

because the demand for it is year long—because it has never yet failed to make satisfied customers—because it is needed, in town and on the farm—because it brings you a good profit and the selling of it is easy.

Such is the **Stratford Rope Extension Ladder.** It is made of clear yellow pine, with rock elm rounds, secured so as to prevent any springing or strain, and may be had in all lengths from 20 to 60 ft.

A profitable investment—truly! But the proof of the pudding is in the eating.

Write for particulars.

THE STRATFORD MFG. CO.
Limited
STRATFORD, - ONTARIO

REPRESENTED BY: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—The J. H. Hanson Co., Ltd., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

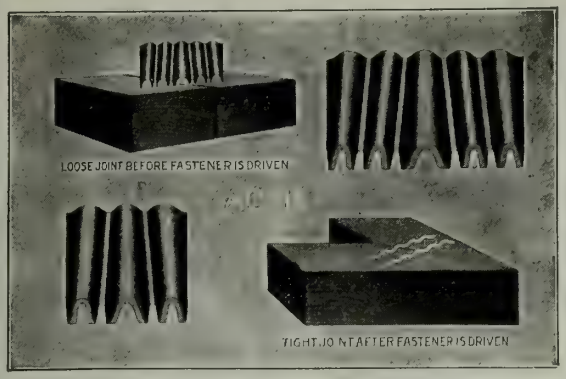
The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.



ACME **Corrugated Fasteners**

For nailing door frames and picture frames,

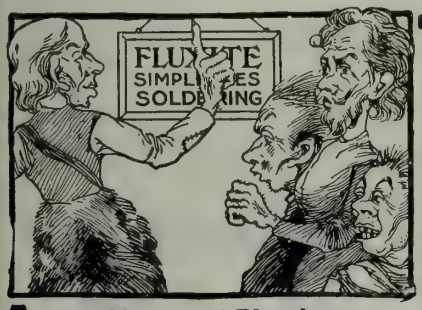
and for all general household purposes.
Packed 100 in a carton—100 cartons in a case called **"Handy Assortment."**
Assortment consists of 10 cartons ¼-in. x 5—30 cartons ⅜-in. x 5—30 cartons ½-in. x 5—30 cartons ⅝-in. x 5.
Write Canadian Representatives for **Prices and Samples,** or direct to us.

Makes work easy and strong, tight joints

ACME STEEL GOODS CO., CHICAGO ILLINOIS

CABLE ADDRESS: "AFCCO—NEW YORK"

Canadian Representatives:
J. E. BEAUCHAMP & CO., 133 Coristine Building, MONTREAL



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

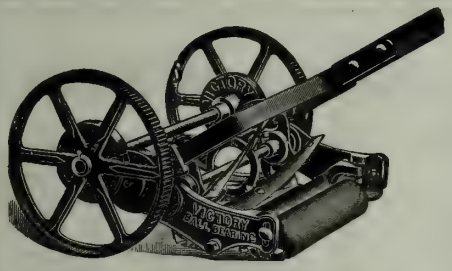
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

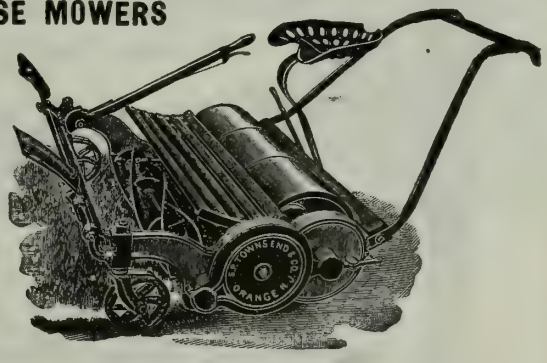


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

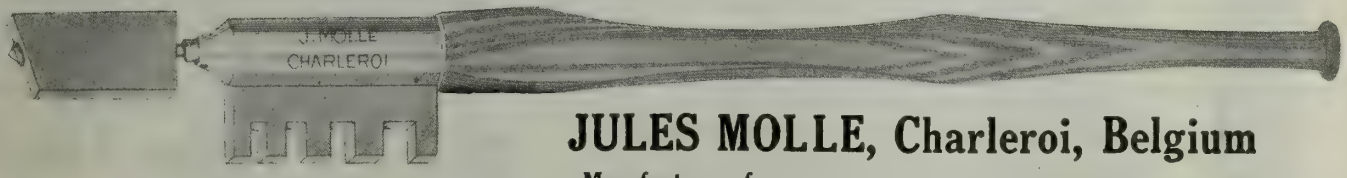


Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium



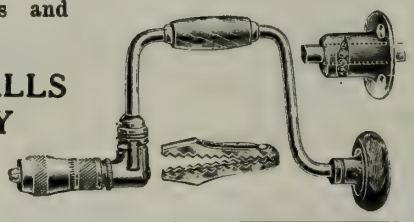
Mechanics with years of experience who used the

BARBER RATCHET BRACE

when they were young, are still using the same tool because of its many good qualities.

Our latest pattern, Nos. 30 to 34, includes every feature that can in any way add to convenience and durability. It is free acting and non-splitting; has ball thrust, forged steel jaws and will outlast the average brace two to one.

Send for details and complete catalog.



MILLERS FALLS COMPANY

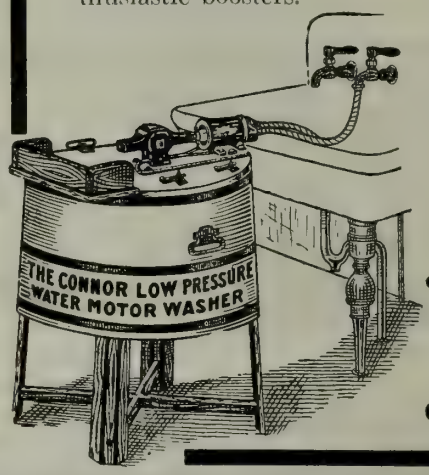
28 Warren Street
NEW YORK

Pressure Doubts

Doubts as to whether a washer would run efficiently during periods of low pressure kept many from buying a water-power-driven machine. Now here is the

CONNOR LOW PRESSURE Water Motor Washer

which disposes of these doubts and turns "doubtful prospects" into buyers and enthusiastic boosters.



Dealers not handling this machine should write at once for our proposition. Booklets and full details free.

J. H. Connor & Son
Limited
OTTAWA, ONT.



Practically all the Manual Training Schools in Canada Use Our

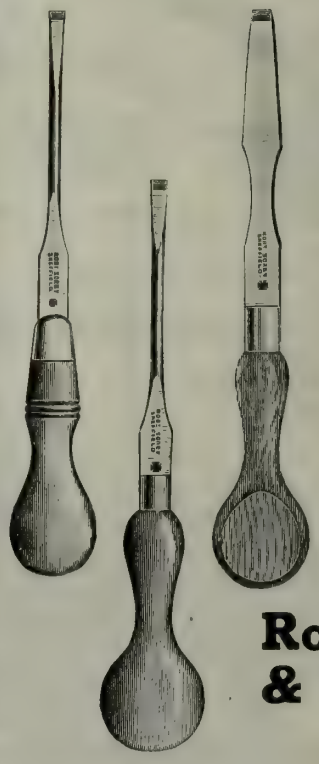
High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS
Millbury, Mass., U.S.A.



Turnscrews

We make over 45 kinds of turnscrews and believe there are none better in the world. Our timber is well seasoned and we make through-tanged or riveted blades—our blades are hand forged and tempered. We sell from 2-in. to 30-in. Prices from 4c to $4.

We commend these beautifully-made goods to you as large profit-makers.

Robt. Sorby & Sons, Ltd.
SHEFFIELD

Geo. H. Saywell Co., Winnipeg and Montreal

Amatite ROOFING

The Roofing that Needs No Painting

WHEN your roof is covered with Amatite, there is an end to the roof painting nuisance.

Amatite has a real mineral surface and needs no painting.

The mineral surface makes painting unnecessary and it will stand rain and hail and wind and snow, for years, without attention.

When you paint the old-fashioned roofings you are practically trying to keep them from getting wet. Amatite is made to get wet, for water won't hurt it a bit. Next time your old-fashioned roofs need painting, cover them with Amatite instead.

A sample of Amatite and booklet about it will be sent on request. Address nearest office.



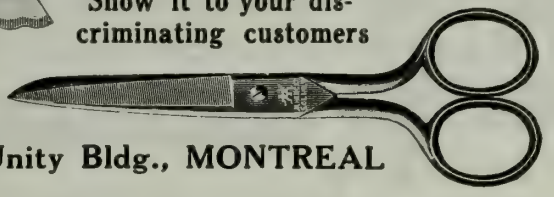
The Paterson Mfg. Co.,
LIMITED

Montreal, Toronto, Winnipeg, Vancouver,
St. John, N. B., Halifax, N. S., Sydney, N. S.

Be Sure Your Stock of
HENCKELS TWINWORKS CUTLERY
IS COMPLETE



Show it to your discriminating customers

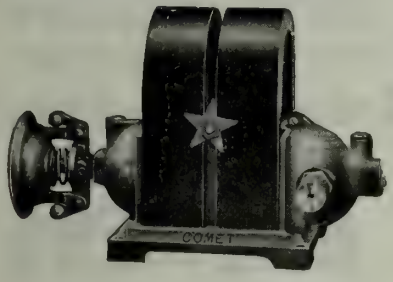


Sole Agents For Canada:

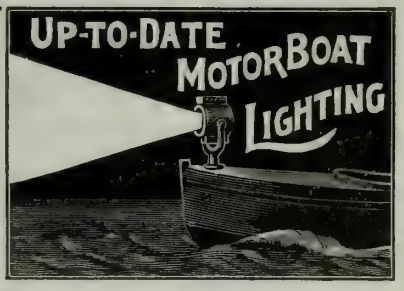
F. W. Lamplough & Co., Unity Bldg., MONTREAL

HENRICKS' Magnetos and Lighting Outfits

Will make money for you. Over 50,000 in use



Sell them on the engines you sell, and to go on all the engines in your territory. Sell lighting outfits for motor boats and automobiles.

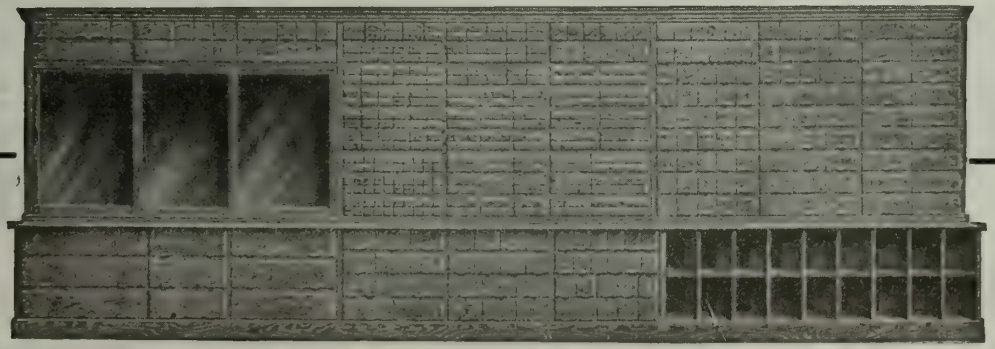


Note This:

For every one of these magnetos you sell, you will make as **large a profit** as you would from selling 200 dry cells and your customers will be better satisfied.

Fully guaranteed. Write for particulars.

Henricks Novelty Co., 1539 St. Paul St., Indianapolis, Ind.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

DIRECTORY OF MANUFACTURERS

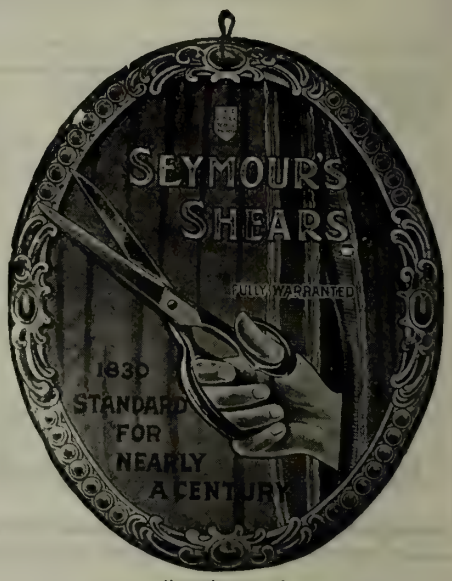
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

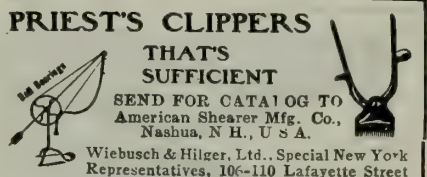
SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

NUMBERS

PRIEST'S CLIPPERS



THAT'S SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags

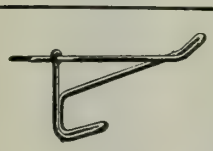
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

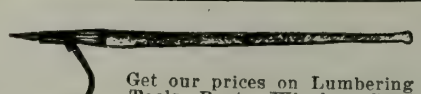
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**



ONCE USED, ALWAYS USED.



Unequalled as Nail Pullers, Fast Nailers and Life Protectors

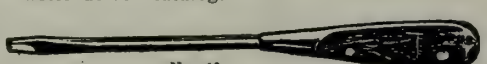
SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y

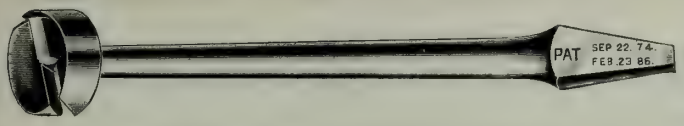
Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
Limited

Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
5½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.



OAKEY'S

The original and only Genuine Preparation for cleaning cutlery.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

PUMPS

MYERS

ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and service-ability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds

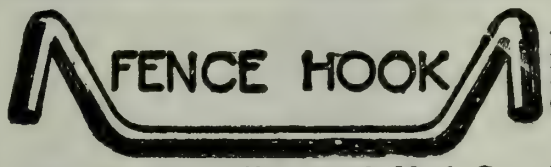
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

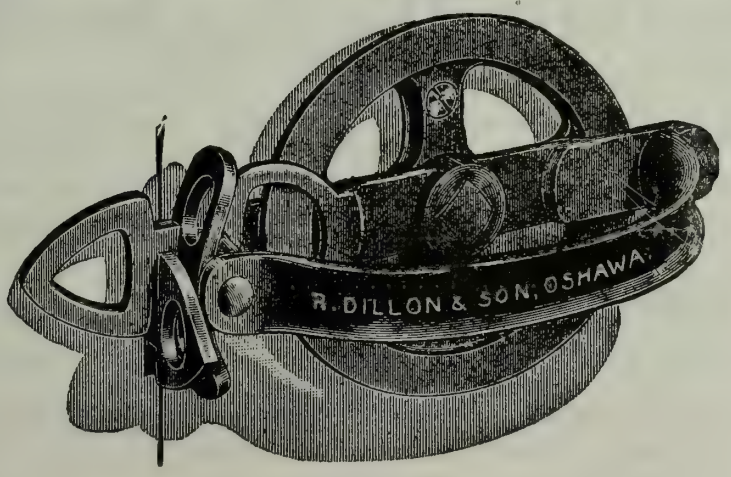
The Western Wire and Nail Co., Limited, London, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Slam or Slide

Right or Left

No Springs

All Malleable Iron

DILLON'S "UNIVERSAL" BARN-DOOR LATCH
FROM YOUR JOBBER OR DIRECT FROM

R. DILLON & SON, OSHAWA, ONT.

We also manufacture the Genuine Whiting and Conqueror Saw Sets and Champion Saw Jointers

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—LIVE HARDWARE BUSINESS in good Western Ontario town, the centre of the largest and most prosperous farming country between Guelph and Owen Sound. Box 86, Hardware and Metal, Toronto. (11)

SPLENDID HARDWARE AND PLUMBING business in Western Ontario. Stock and fixtures, seven thousand. Owner retiring, good terms to right party. Box 84, Hardware and Metal, Toronto. (11)

PLUMBER AND STEAMFITTER. SPLENDID chance for ambitious man with about $500.00 cash or security. Well-established business just outside Toronto. Good reasons for selling. Apply 118 King Street East, upstairs. (10)

WANTED

TINSMITH WITH SOME KNOWLEDGE OF plumbing, accustomed to village and country work. Married man preferred. Box 83, Hardware & Metal, Toronto.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED, — EXPERIENCED TINSMITH capable of installing furnaces, etc., and one who, if required, can act as hardware salesman. Steady job to capable man. Married man preferred. State salary expected. J. W. Rork, Norwood, Ont. (10)

SALESMEN WANTED. — SALESMEN ON commission (side line) for a very high-class line of cutlery, to call on retail Hardware trade from Saskatchewan to the Maritime Provinces. Line introduced in most territories. Give full particulars, age, territory covered, and how often, commission expected, lines handled at present and references. Address Box 88, Hardware and Metal, Toronto. (13)

SIDE LINES WANTED

YOUNG MAN, EXPERIENCED AND PROgressive, with splendid connection, desires to represent manufacturers of staple lines of goods, selling to the wholesalers and jobbers here. If you have good line and desire representative, address HART, Room 2, Roy Building, Halifax, Nova Scotia. (11)

HARDWARE TRAVELLER WITH EXCELlent connection of many years' standing, in Middle and Northern Ontario, desires side lines. Apply Box 87, Hardware and Metal, Toronto.

SITUATIONS WANTED

POSITION WANTED AS TRAVELLER, April 1st, by young man who knows retail hardware trade in Ontario. Is at present covering this territory. Will consider good line on commission. Box 85, Hardware and Metal, Toronto. (10)

YOUNG MARRIED MAN WITH 14 YEARS' experience in general hardware, including 4 years as manager, desires position with responsible wholesale or retail Western firm. References A1. Box 79, Hardware & Metal, Toronto. (11)

MISCELLANEOUS

PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

FIRE INSURANCE—INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.)

.....

.....

.....

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Signed ..... Street Number or Box .....

Town ..... Province .....

(Each figure counts as one word. Box Number when required, 5c per insertion.)

Don't Merely Order Cordage—

ORDER

Consumers Cordage

And Get What You Pay For—

There are some inferior offerings which will cost as much or more, but they will not give the satisfaction or the service that Consumers established brands give.



Manila,
Sisal,
Italian,
Russia, Jute

Clothes Lines
Marline, Packings
Twines, Tarred
Goods, Plow Lines,
Halters

Order the

LION

TRADE MARK.

BRAND

Lion Brand

Everything in Cordage

Different Grades Each the best obtainable

Consumers Cordage Co., Limited

Factories: Montreal, Que., and Dartmouth, N. S.
Branches: Toronto, Ont., and St. John, N. B.

F. H. ANDREWS & SON, Quebec McGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton

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Carborundum Co., Niagara Falls, N.Y.

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Binder Twine.
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Deforest Sheet & Tinplate Co. Niles, O.

Black Sheets.
Deforest Sheet & Tinplate Co. Niles, O.

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The Steel Co. of Canada, Ltd., Hamilton.

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Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
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Bolts.
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Bolts, Expansion.
Star Expansion Bolt Co., New York.

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Snell Mfg. Co., Fiskdale, Mass.

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The Stanley Works, New Britain, Conn.

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Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Kinsinger Bruce & Co. Niagara Falls.
Tallman Brass & Metal Co. Hamilton.

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Tallman Brass & Metal Co. Hamilton.

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Clayton & Lambert Mfg. Co., Detroit.

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Landers, Frary & Clark, New Britain.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

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Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
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Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

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Cowan & Britton, Ltd., Gananoque.
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Lewis Bros., Ltd., Montreal.
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Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

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Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
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The Stanley Works, New Britain, Conn.
Watrous Mfg. Co., Des Moines, I.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Pedlar People, Ltd., Oshawa.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.

Butts.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.
Cowan & Britton, Ltd., Gananoque.
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J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
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Jas. Smart Mfg. Co., Brockville.
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L. S. Starrett Co., Athol, Mass.

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McClary Mfg. Co., Toronto.
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McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

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Pedlar People, Ltd., Oshawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co. Montreal

Cement Working Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

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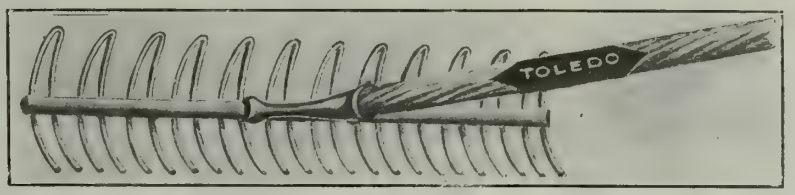
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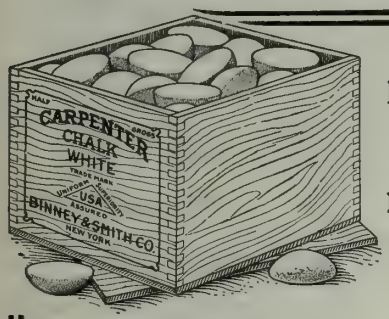
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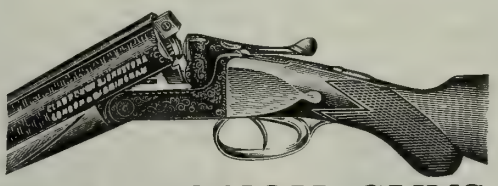
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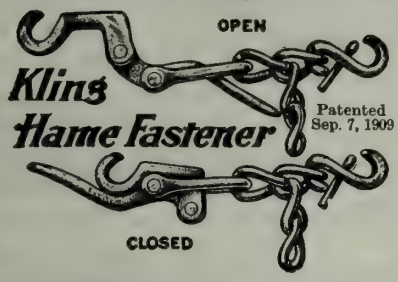


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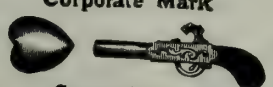
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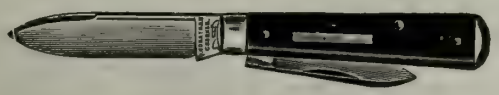
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Trimont Mfg. Co., Roxbury, Mass.

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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

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Buck Bros., Milbury, Mass.

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Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Power Grinders.
The Adamite Wheel & Mfg. Co., Hamilton.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

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Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.

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Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

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Abbey & Imbrie, New York.

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McClary's, London.

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Dominion Register Co., Toronto.

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Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney N.S.

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Parmenter & Bulloch Co., Gananoque.

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General Roofing Co., Winnipeg, Man.
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Pedlar People, Ltd., Oshawa.
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Parker, Whyte, Ltd., Winnipeg.

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Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Aylmer Pump & Scale Co., Aylmer.

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Jas. Smart Mfg. Co., Brockville.

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Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Ltd., Hamilton.

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The Carborundum Co., Niagara Falls, New York.

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G. F. Stephens & Co., Winnipeg.

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Berry Bros., Walkerville, Ont.

Ship Augers.
Snell Mfg. Co., Fiskdale, Mass.

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Hoyt Metal Co., Toronto.

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Cavers Bros., Galt, Ont.

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Glidden Varnish Co., Toronto.
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Wire Door Guards.
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P. L. Robertson Co., Milton.

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B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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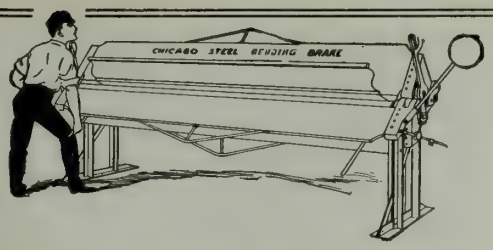
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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Richard Wilcox Can. Co., London, Ont.

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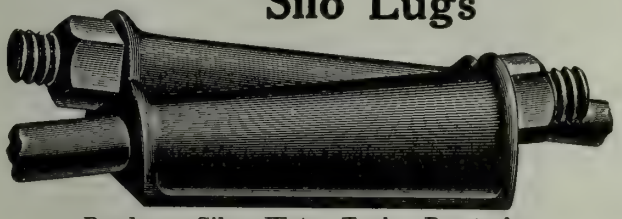
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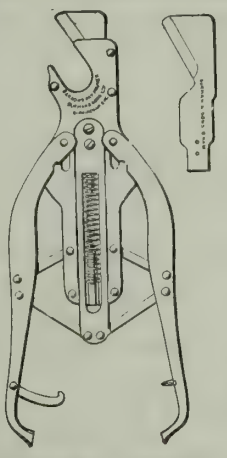
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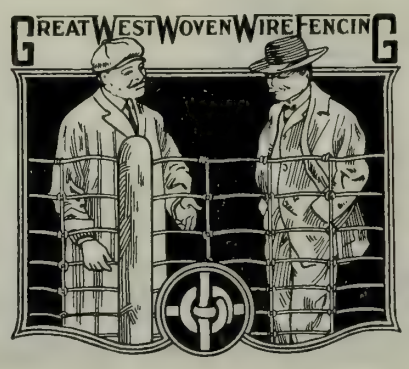
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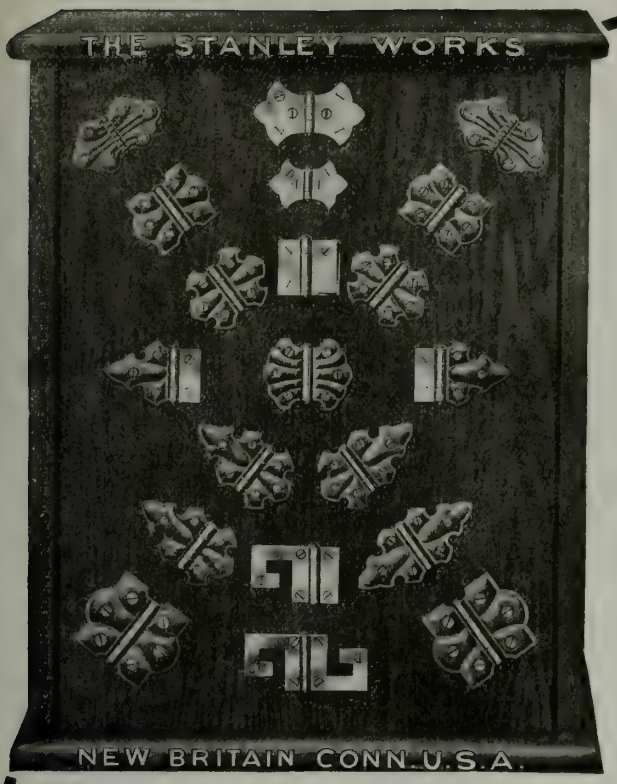
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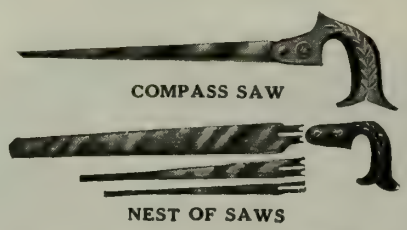
New York **Chicago**

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS

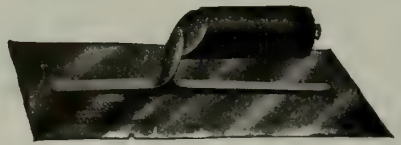


COMPASS SAW

NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

If you are not satisfied with the money you are now making on Saws—then write to us.

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

Babbitt Metal,

Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin and Antimony.

The Quality means maximum efficiency, quick turnover and a larger business.

Hoyt Metal Co., Toronto, Ont.

New York, N.Y.; London, Eng.; St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO LUFKIN MEASURING TAPES

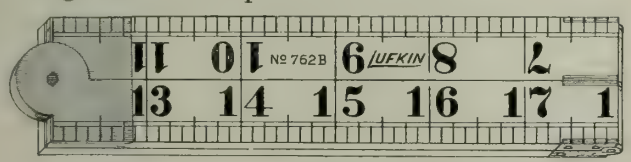
"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

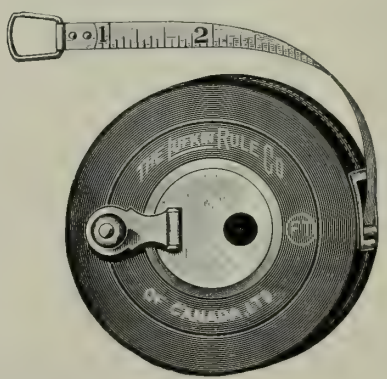
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





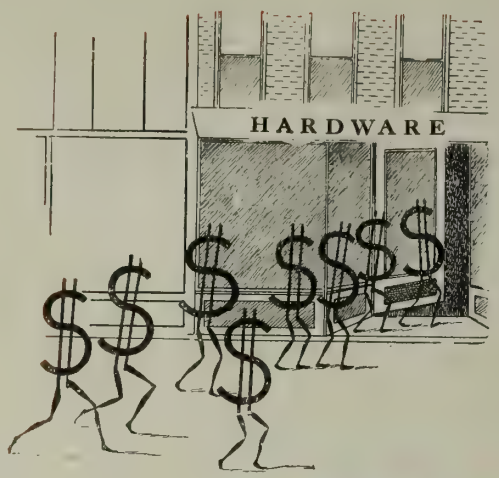
BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK. BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



Dollars come in faster

to all hardwaremen who are agents for

ROGERS'

PORTLAND CEMENT

This is cement that can be depended upon to give maximum service in any kind of construction work.

It is ground and screened carefully to give large covering power, speed and uniformity of set and great strength.

It has a good record of service, and is well and favorably known by leading builders and contractors.

Much cement will be used right in your vicinity this Spring. If you make it known that you're an agent for Rogers' Portland Cement you'll sell most of the cement that is required.

Rogers' Agents need not carry a large stock, for in case the amount they have on hand does not meet a demand we will ship immediately from our large reserve stock.

Let us put you on our list of representatives NOW.

Alfred Rogers Limited

28 West King St., TORONTO

N. J. DINNEN & CO., Western Sales Managers, WINNIPEG

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 11

March 14, 1914



The "GOOD CHEER" PYRAMID

The Feature of The Exhibition, Canadian Hardware Mfrs. Ass'n, Ottawa, February 1914.

With this line your sales will pyramid just as handsomely.

But one stove to demonstrate, yet made in sizes sufficient to meet anyone's requirements.

The James Stewart Mfg. Co., Limited

WOODSTOCK, ONT.

Western Warehouse: 156 Lombard St., Winnipeg, Man.

Making Jigs in a Precision Shop. Every Tool a Starrett !

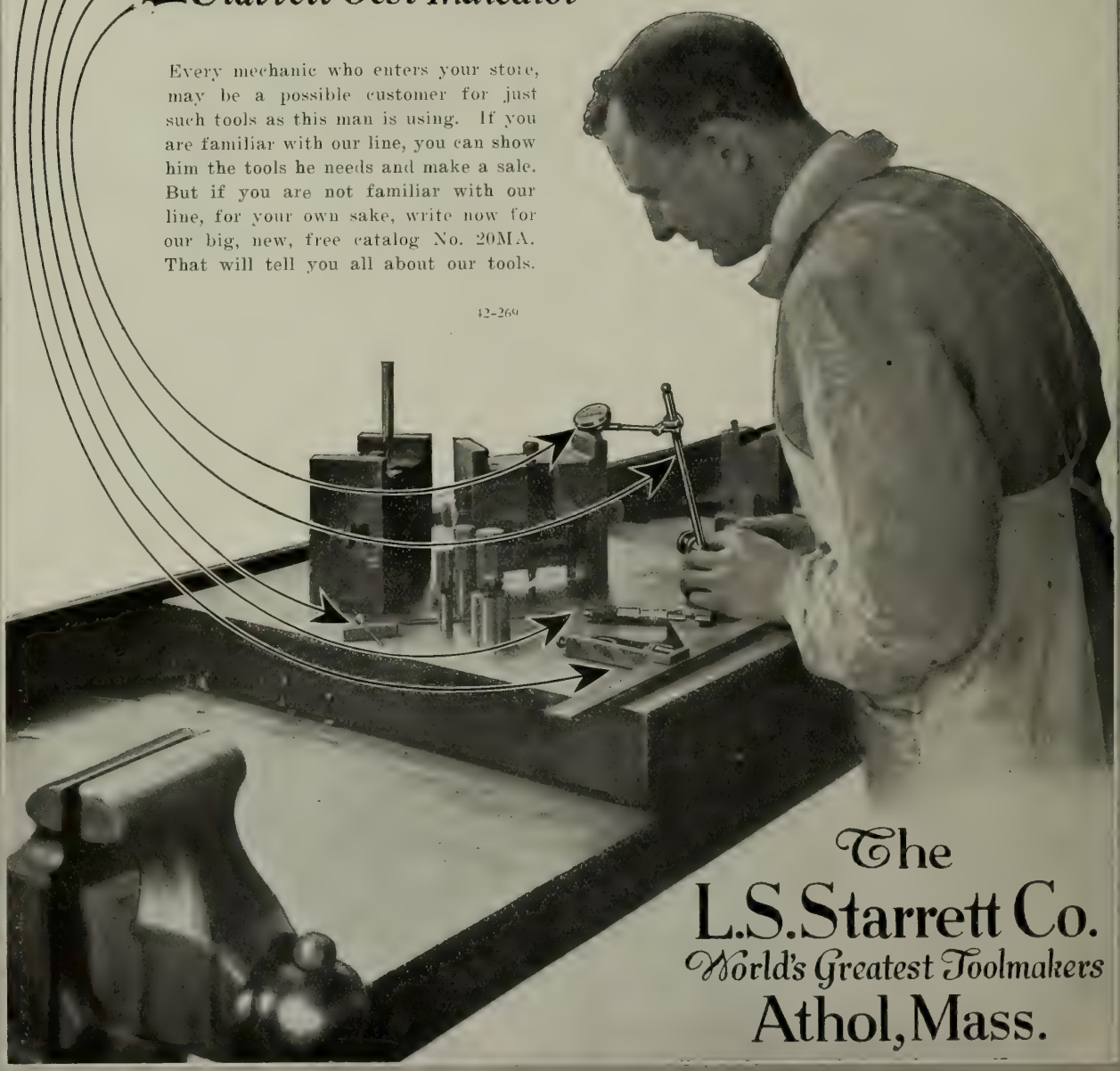
Here is a good illustration of what we mean when we speak of the tremendous sales possibilities for Starrett tools. This actual photograph of a jig maker in one of the finest precision shops in Boston shows the tools which he uses on his work. These tools made profitable sales for someone—but please notice that they are all Starretts.

Starrett Combination Set
Starrett Micrometer
Starrett Depth Gage
Starrett Surface Gage
Starrett Test Indicator

The reliance placed on Starrett tools by the best tool makers, jig makers, and machinists proves our claims for accuracy and service. By service we mean, not only lengths of usefulness but convenience and scope.

Every mechanic who enters your store, may be a possible customer for just such tools as this man is using. If you are familiar with our line, you can show him the tools he needs and make a sale. But if you are not familiar with our line, for your own sake, write now for our big, new, free catalog No. 20MA. That will tell you all about our tools.

42-269



The
L.S.Starrett Co.
World's Greatest Toolmakers
Athol, Mass.

Corrosion—

What Havoc It Plays With Sheet Metal!

One large Railroad System estimates that it loses 18 tons of metal daily due solely to corrosion. Think of it—6,570 tons per year!

What a criminal waste! Can you imagine the amount of money wasted by other users who cannot afford it as well as the railway company?

How Can This Waste Be Reduced?

When we are troubled with bodily ills we secure permanent relief only by determining and treating the cause of our illness. A headache powder may cure your headache temporarily, but it does not eliminate the cause. This brings us to our subject.

To reduce corrosion of iron and steel we must get down to the base—the metal itself. Protective coating alone is only a headache powder—a temporary relief.

The use of a sheet metal that will resist corrosion is the logical method of reducing the corrosion of iron or steel.

But is it possible to produce such a sheet metal and still have the price within reach of the average consumer? Fortunately it is more than a possibility—it is a reality.

We are prepared to furnish actual service tested material, not an experiment—

TONCAN METAL

Corrosion-Resisting Sheets

Are the Solution to the Problem

Toncan Metal is Corrosion Resisting because of its purity, homogeneity and care used in its production. There is no more durable sheet metal made from iron ore than Toncan Metal. This fact has been proven by actual service tests covering many years.

Toncan Metal is moderate in price; in fact, lower than charcoal iron and only a trifle higher than steel. It can be secured in the flat sheet form and various styles of Roofing, Eaves Trough, Conductor Pipe, Culverts, Etc.

Mr. Dealer:

Lay in a stock of Toncan Metal Sheets and Products before your competitor does. Write for prices.

For complete data and proof cut this out and mail it to us to-day.

CANADIAN DISTRIBUTERS:

The Pedlar People Limited

OSHAWA TORONTO MONTREAL WINNIPEG

The Stark Rolling Mill Company, Canton, Ohio

Sole Manufacturers H

The Pedlar People, Limited,
Oshawa, Ontario
Canadian Distributers.

Send me without cost and without obligating me in any way, a copy of your

"Text Book on Corrosion."

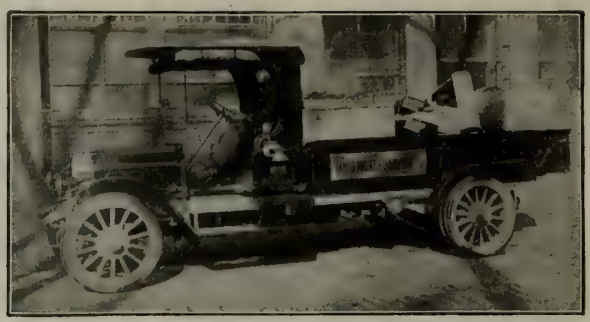
Name .....

Address .....

Town .....

Firm .....

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver



IXXXX—Straight Pattern Double-Seamed Bottoms, Anti-Rust.

Nos.	14	16
Bundle Lots, doz.	1	1

S. M. P.

Dairy Pails

EXTRA HEAVY

These pails are made from extra heavy material. They are wired at the top, the edge being counter-sunk, which makes a strong and durable pail. This is the pail for the farm, the dairy and any trade where they receive hard usage.

Serviceable — Saleable — Sanitary

Prices on application.



XX—Straight or Flaring Patterns Extra Heavy Roll-Rim Bottoms.

No.	14
Bundle Lots, doz.	1

THE SHEET METAL PRODUCTS CO.

OF CANADA **LIMITED**

SUCCESSORS TO
KEMP MANUFACTURING CO.
TORONTO

MONTREAL **WINNIPEG**

COMFORT

combined with

ELEGANCE and ECONOMY

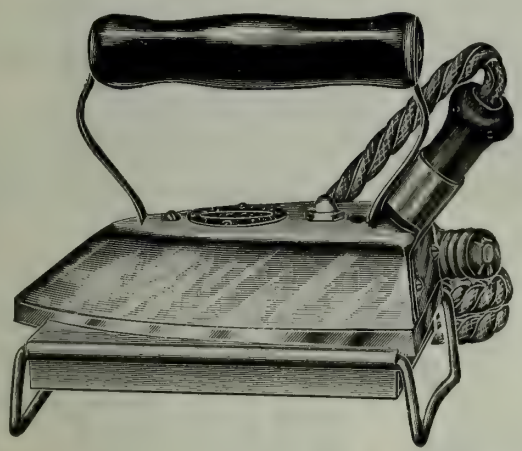
This expression is most appropriately applied to our

GOLD COIN Full Nickel-Plated { ELECTRIC SAD IRON / ELECTRIC TOASTER

For Convenience, Economy, Neatness and Efficiency there is none which will appeal more quickly to the housewife.

They attract and command attention wherever displayed and are ready and steady sellers.

One *Gold Coin* Sad Iron or Toaster sold in a neighborhood will, through a simple law of Nature—the desire to possess as good things as others have—sell many more to women who appreciate economy in labor as well as in the expenditure and saving of money.



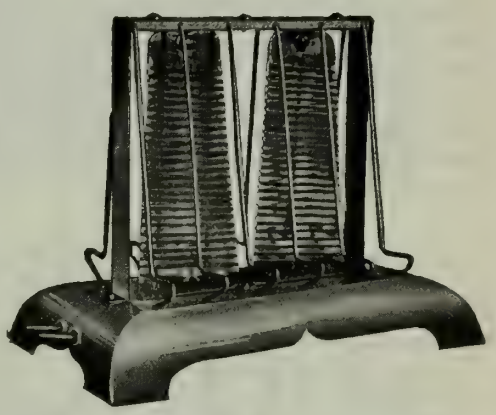
No. GC 6½ Sad Iron.

The Lowest-Priced Guaranteed Iron Made.

HOW MANY CAN YOU BUY?

The More You Buy the Cheaper the Price.

No. GC6. **Nickel-Plated.** Weight 6½ lbs. Complete with Socket, Plug and 6 ft. Insulated Cord. Catalogue List **$5.60**



No. GC. Table Toasters.

Makes toast just as wanted, right on the table. Cost of operation is about 1 ct. to make Toast for five or six people.

No. GC. **Nickel-Plated,** 110 Volts, 500 Watts, 5.5 Amperes. Complete with Plug, Socket and 6 ft. of Wire. Catalog List **$6.80**

These Two Articles Will Add to Your Prestige as Well as Your Profit.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The Steel Company of Canada, Limited
Hamilton, Ont.

STEEL

Angle
Band
Concrete Bars
Channel
Machinery
Mild
Plow Beams
Rivet
Merchant
Harrow Tooth

RIVETS & BURRS

Boiler
Bridge
Belt
Iron, Brass and Copper
Flat, Round Cone and Truss Heads

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

NOW

is the **Time** to send in your specifications for **Spring Delivery** covering

Wire, Wire Nails

Tiger  **Brand**

White **Lead**

100% **Pure**

Putty

Wrought Iron Pipe

Horse Shoes and Horse-Shoe Nails

Pole Line Hardware

Cotter Pins, Escutcheon Pins, Cut Nails,
Cable, Carriage Top Material,
Spikes, Cross-Arm Braces,
Wire Hoops, Lead Pipe, Stove Scrapers.

BOLTS & NUTS

Stove
Tire
Carriage
Bridge
Machine
Track
Elevator
Plow
Shaft
Coach Screws
Special, Etc.

STAPLES

Fence
Blind
Electricians'
Bed
Poultry Netting
Nutted

TACKS

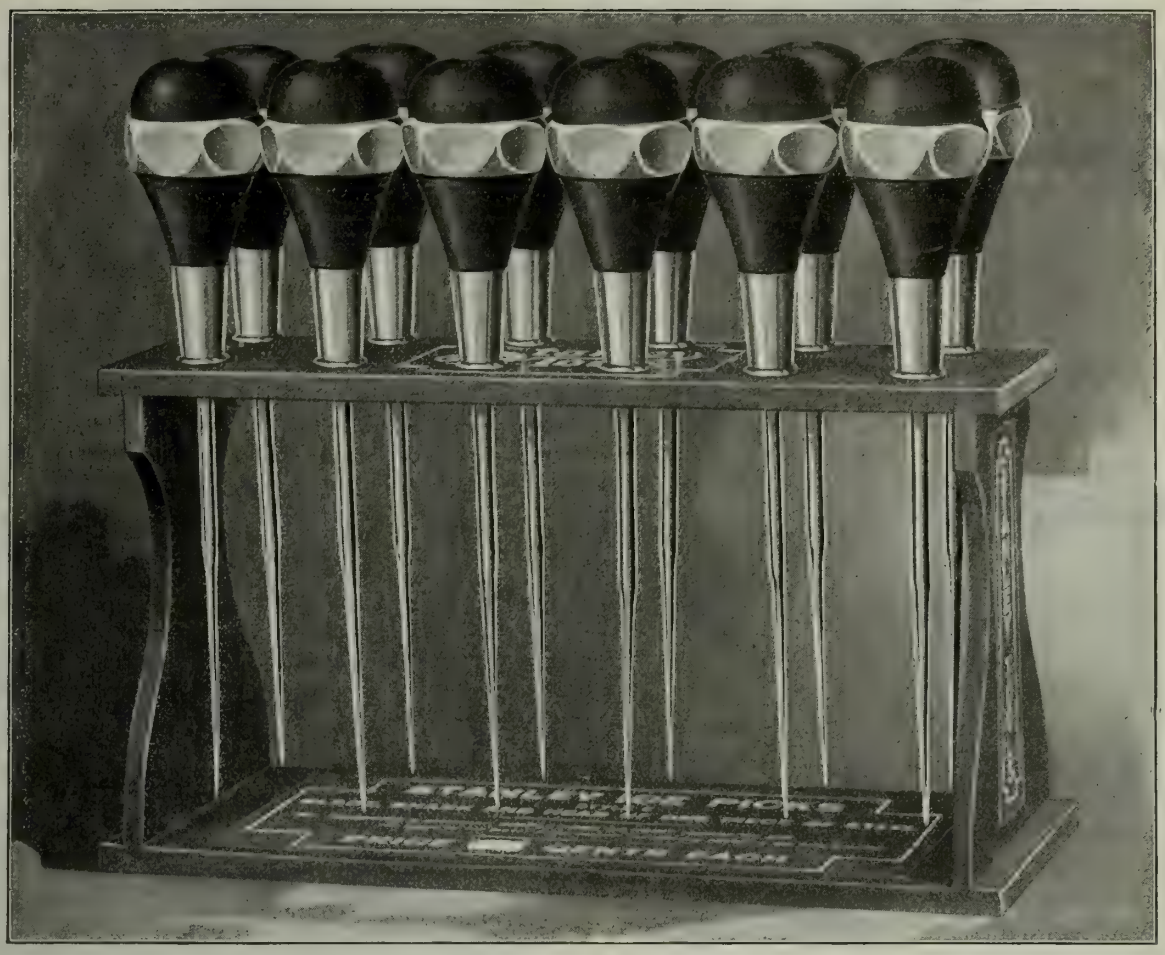
all kinds, including:—
Basket
Carpet
Cut
Clout Nails
Upholsterers'
Trunk Nails
Saddle Nails
Glazier Points
Copper
Cheese-box,
Etc.

BRIGHT WIRE GOODS.

Jack Chain
Wire Door Pulls
Kitchen Hooks
Gate Hooks
Screw Hooks and Screw Eyes.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX



Stanley Tools

Stanley "Hurwood" Ice Picks

STYLE "E"

Strongest, Sharpest and Handiest Ever Manufactured

Similar in Construction to the Celebrated

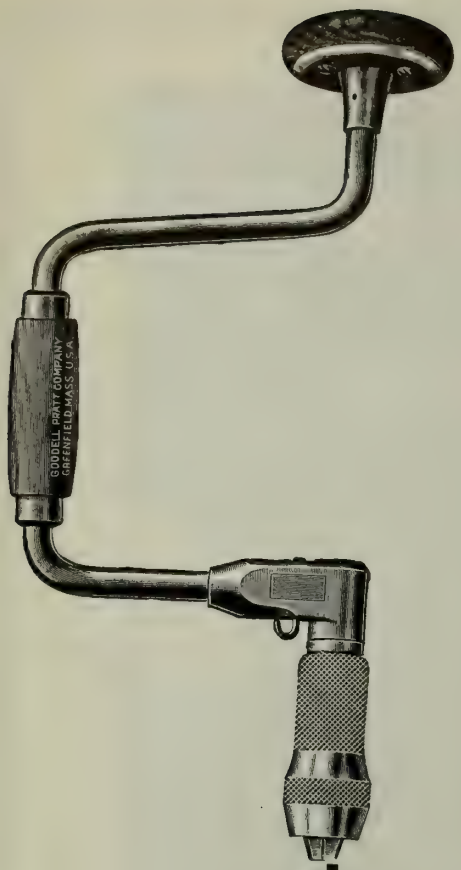
Stanley "Hurwood" Screw-Drivers

They have a number of distinctive features that cannot help but attract attention. An attractive DISPLAY STAND furnished with each dozen ice picks. It will pay you to investigate this proposition.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



Goodell-Pratt's

Ratchet Braces

are the best that you can buy

Steel-Clad Heads

Smooth Right-Angular Bends

Full Polished and Nickel-Plated

Strong and Positive Ratchet

Malleable Iron Chuck

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

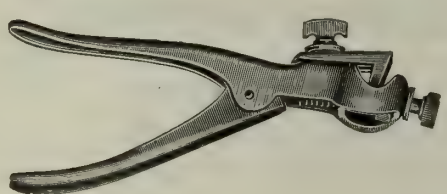
Four Red Devil Best Sellers



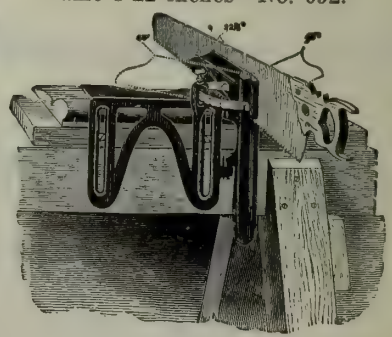
Hand and Power Blades—Flexible and All Hard—No. 238.



Nickel-Plated Extension Hacksaw, Frame 8-12 inches—No. 092.



Morrill Pattern Saw Set—No. 482.

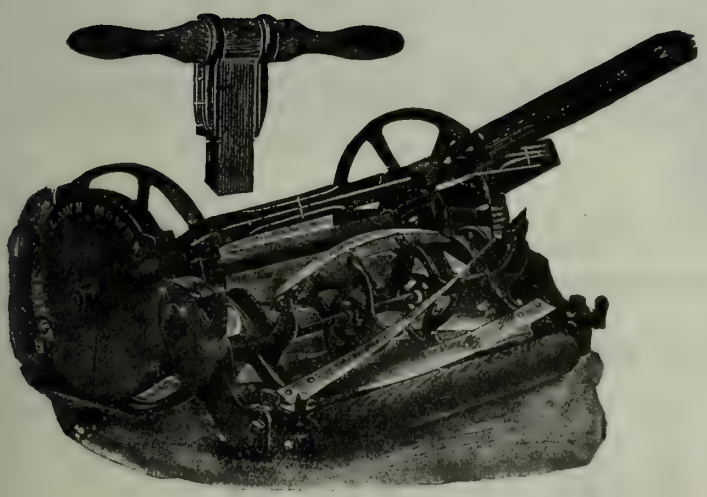


Genuine Seavey Mitre-Box. Sells on Sight—No. 159.

Smith & Hemenway Company

150-152 Chambers Street, New York.

Taylor-Forbes Lawn Mowers



Unconditionally Guaranteed

If for any reason, at any time, within one year from time of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with his purchase, we **insist** on giving him a new mower or refunding his money. Taylor-Forbes mowers have stood the test for 40 years and we can truthfully say that we make mowers that are without an equal in value, quality, finish, distinctive mechanical features and efficiency.

Our line includes **Empress, Woodyatt, Star, Philadelphia, Adanac, Ontario, Mayflower and Daisy.**

Write for our illustrated catalog showing 1914 line.

THIS IS A VERY PROFITABLE AS WELL AS A RELIABLE LINE.

TAYLOR-FORBES CO., LIMITED

Taylor-Forbes Co., 246 Craig St., Montreal
H. G. Rogers, 53½ Dock St., St. John, N.B.
Canadian United Mfrs. Agency. London, Eng.

Head Office and Works:
GUELPH, ONT.

H. F. Moulden & Son, Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



No. 165 BUTTS

Our New Half-Mortise Bevelled-Edge Butts make enthusiastic boosters out of every hardware dealer who handles them.

They have a loose pin, ball tips, with a reversible tip that is threaded and screws into either end of the Butt.

ORDER NOW.

Canada Steel Goods Co., Ltd.
HAMILTON, ONT.



Style F.

Now is the time to Push Churns

and the Churn to Push is the

LEADER

Made in 2 styles, 6 sizes

It's a name familiar to the Butter-Makers of both Hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter-Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball-bearings, are easily drained and conveniently detachable for cleaning.



Style E.

ALL-STEEL FRAMES

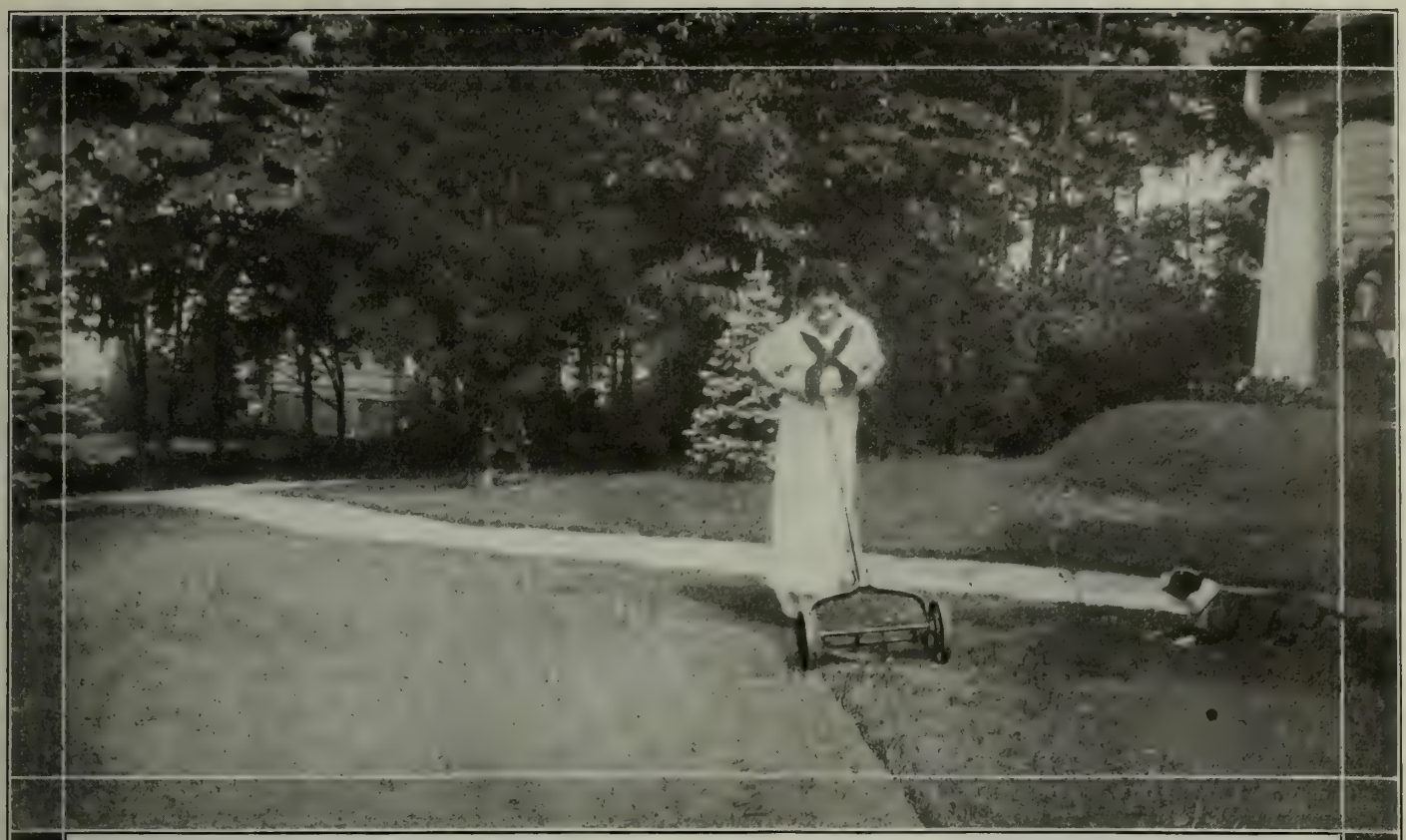
Combination Hand and Foot Drive. Fitted to run by Power if Required.

Made by

Cummer-Dowswell, Limited

HAMILTON, CANADA

Agents: W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg.



EASY-RUNNING—LONG WEAR

Lawn Mower buyers nowadays insist on quality, as well as price. You give them the best of materials and workmanship in

COLDWELL
Lawn Mowers

BY INVITATION MEMBER OF

NEW YORK U.S.A.

The Coldwell line is complete. It includes the patent demountable-cutter feature for horse and putting green mowers, the combination roller and motor mower for parks and golf links, and hand mowers in 150 styles and sizes.



Write for our illustrated catalogue describing the Coldwell line, also our monthly magazine "THE LONG GREEN." They will help you to increase your sales. Free, post-paid, on request.

Coldwell Lawn Mower Company

Philadelphia **NEWBURGH, N.Y.** **Chicago**

COLDWELL LAWN MOWERS



It will probably be hot this Summer—

very hot, the sort of weather that makes people eat a lot of ice-cream. And a great many of them will be away—out of town—on lake shore, in Summer cottage or camp, where ice-cream parlors do not abound, where a freezer is a necessity.

Here's your chance for some big business.

Those people will be going away about the middle of May. Put in a stock of Dana Peerless Freezers now, and start suggesting that they take one with them.

Show them the Peerless—explain its operation to them. Point out, that the very tall, slender can makes for quick freezing, that the dasher removes the frozen cream from the sides, as fast as it becomes solid. Let them try the Peerless, and find that it is as easy to grind as a watch is to wind—and you will be sending us reorders before the Summer is through.

Sounds pretty good, doesn't it?

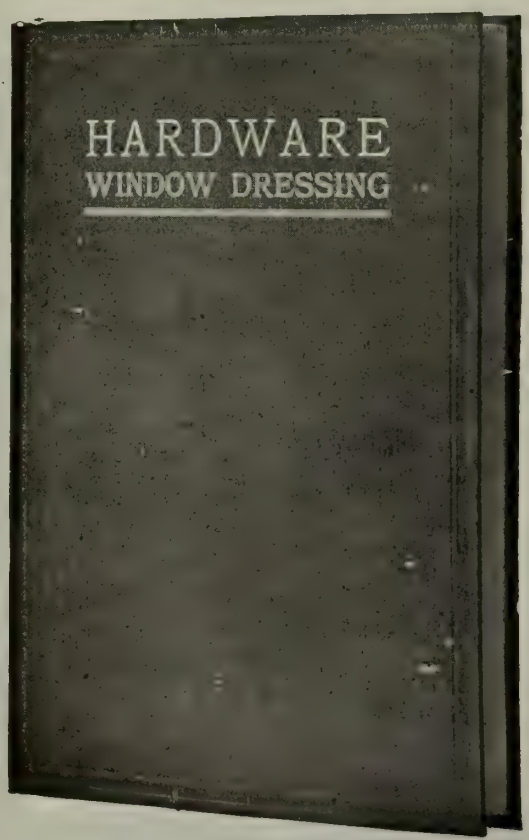
It is good, and if you'll write us, we'll tell you just how profitable it is too.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSES OF DANA CO., CINCINNATI



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

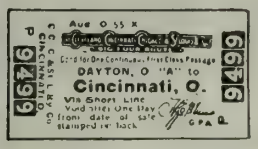
Technical Books, 143-149 University Ave., Toronto

Whenever You Pay Out Money You Should Get a Receipt



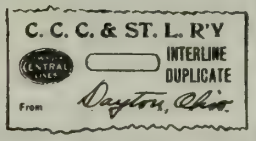
Conductor collecting tickets on railway train.

A Railroad Ticket is a Receipt



It shows that the holder has paid his fare and is entitled to ride on the train.

A Baggage Check is a Receipt



It shows that the holder has paid his railroad fare and is entitled to send his baggage along free of charge.



Checking baggage to destination at railroad depot.



Conductor giving passenger transfer on street car.

A Street Car Transfer is a Receipt



It shows that the holder has paid for a ride and is entitled to continue his journey on another line.

An Express Company Gives a Receipt



It is a guarantee that a package, received by the company, will be delivered to the person to whom it is addressed.

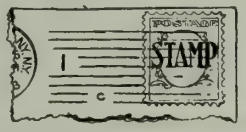


Express clerk writing receipt for parcel.



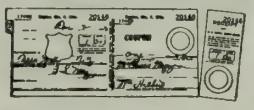
Placing letter in mail box.

A Postage Stamp is a Receipt



It is proof to the Government that the carrying charges on letters, parcels, etc., have been paid.

A Money Order is a Receipt



It shows that money has been deposited with the postal department and will be paid upon presentation of the order.



Buying money order at a United States post office.



Buying tickets at a theatre.

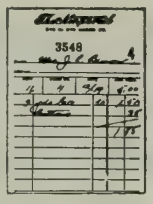
A Theatre Ticket is a Receipt



It is evidence that the bearer has paid for a seat at a certain performance.

An Ordinary Sales-Slip is a Receipt

It may satisfy the customer, but it does not enforce duplicate records for the proprietor. It takes time to write, and can be changed.



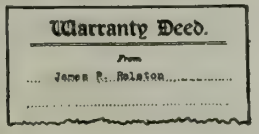


Customer receiving an ordinary sales-slip with goods.



Registering warranty deed to show record of transfer of property.

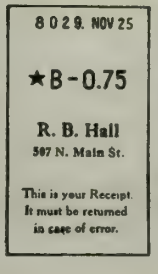
A Warranty Deed is a Receipt



It is evidence of ownership of a certain piece of property.

Of All Receipts in the World the National Cash Register Receipt is the Best.

It is printed and issued in less than a second, and is the only receipt which enforces an accurate, unchangeable record of every transaction.





Customer making a purchase in store and receiving receipt, printed by National Cash Register, from clerk.

They are a necessity wherever money transactions take place.

The National Cash Register Company

285 Yonge Street, Toronto — **Canadian Factory, Toronto, Canada**

Jobbers and Dealers

For an all-around satisfactory Proposition Sell

SIMONDS SAWS



Carpenters favor this saw. It is covered by an absolute money-back guarantee. It is the neatest looking saw, and it has a resale price so regulated that a legitimate and fair profit goes to both Jobber and Dealer, at the same time giving good saw value to the consumer.

For particulars, address

SIMONDS CANADA SAW COMPANY, LIMITED

St. Remi St. and Acorn Ave.

Vancouver, B.C. MONTREAL, QUE. St. John, N. B.

—and concrete is the material

Go, take a walk around your town.

Look at the great buildings that, mushroom-like, are springing up all around. Note how the framework is made of concrete—or if of steel, note how men are busy, encasing the steel members in a concrete jacket—the fire-proofing.

Or take a peep at the little bungalows that are being built. Here again you notice the wooden forms in place, ready to receive the poured walls—of concrete.

What does this all mean?

It means that you have been watching construction in the material that distinguishes this 20th century—and that concrete is that material.

Rogers Portland Cement

because of its recognized standard quality, because its uniformity and great strength have made it the favorite of engineers and architects, the country through, is well adapted for making concrete,—for the skyscraper or the cottage.

And if you handle Rogers', you can make big profits from this great growing business, because you can supply contractors who are building near to your store,—easier than they can be supplied from the big dealers.

Moreover, under our co-operative plan, you are not required to carry large stocks. We are ready to ship to the job, as quickly, and in as large quantities, as you tell us to.

Write us to-day and be appointed our recognized dealer.

ALFRED ROGERS LIMITED, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

NICHOLSON made FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-made-FILES**—you give them files that you know are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - made - FILE,** you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"— and take your liberal margin per sale.

NICHOLSON-Made-FILES

Brands:
Kearney & Foot
Great Western
American
Arcade
Globe

At Your Jobber

NICHOLSON FILE COMPANY
PORT HOPE, ONT.

"File Filosophy"—A 50 years' education on files in an hour— sent FREE on request.



Trinidad Asphalt Lake

Staying quality is what counts in roofing

Be sure the roofing you sell is no boomerang.

Good looks isn't all. If appearance is not backed up by *natural* asphalt the roofing is apt to be short-lived and "come back at you" in the wrath of a dissatisfied customer.

The roofing you can bank on to give lasting service is

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

This roofing retains the *natural oils* of the asphalt, which give it life and resistance to sun, rain, wind, snow, heat, cold, fire, alkalis, and acids.

Genasco is roofing of real endurance. And *that* makes it economical.

The Kant-leak Kleet makes seams watertight without cement.

Order Genasco of your jobber. Write us for full information and samples.

The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg, Man.
Lewis Bros., Ltd., Montreal, Ottawa, Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.





WE WOULD RECOMMEND

That You Place Your Orders for

Reece's New Screw Plates, Taps, Dies and Reamers NOW

Notwithstanding our greatly increased facilities, our factory is taxed to keep up with our sales. Avoid possible delays by ordering now.

Butterfield's Tools on your shelves or in your show cases mean **Gold Dollars** in your **Till.**

BUTTERFIELD & CO.

ROCK ISLAND, QUE.

The Brush also counts!



Don't think that because you sell a man paint you know to be absolutely dependable that you have cinched him as a steady customer. Remember that he must use a brush to apply the paint with and that nine times out of ten he is going to buy the brush from you.

And remember, too, that if he finds the brush worthless, if he finds that the bristles come out, that they curl at the ends, and become useless for doing fine work with—it is going to offset any good opinion he may have formed about you, on account of the excellence of the paint.

Now ask yourself: Can you afford to risk your reputation as a dealer of the best paint—just because you sell unreliable brushes?

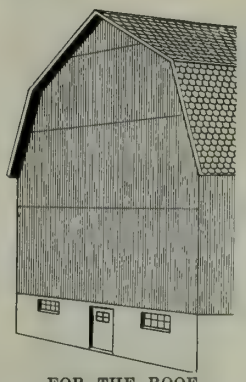
Of course you cannot. And—as the reliable Meakins kind doesn't cost any more than the inferior sort—you'll be very short-sighted if you do.

Our brushes are made in a way that ensures their guarding your reputation, in a way that makes them back up, splendidly, the good-will creating-power of your paint sales.

You need never have any fear of their letting you down, of their failing to be your very best representative.

Write and let us tell you how profitable is sales-making—the Meakins way.

Meakins & Sons, Limited, Hamilton, Ont.



FOR THE ROOF.
"Eastlake" Steel Shingles.
Anyone can roof a building with "Eastlake" Steel Shingles. Less work, less trouble, less time, and practically everlasting.
FOR THE SIDES.
Corrugated Iron, "Metallic"! Made staunch as armor plate.
FOR THE LIGHT.
Acheson Barn Roof Lights let all the light in and ventilate as well.
FOR VENTILATION.
The Halitus Ventilator caps them all.
FOR THE HOME.
"Metallic" Ceilings and Walls, beautiful, durable and fire retardant.
"Metallic" Brick, Stone or Metal Siding.

Sell the Farmers in your vicinity "METALLIC" Barn-Covering Materials—

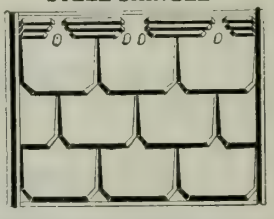
Make these discerning men have cause to be thankful that they dealt with you

We have spent our whole business life—1884 to 1914—in making quality goods only. No inferior Materials have ever left the "Metallic" factory. We state this positively, because we have never allowed "Metallic" quality to deteriorate.

The patented features of "Eastlake" Steel Shingles are the counter-sunk cleat and the full length telescopic side lock and gutter. If quality alone had not put "Eastlake" Steel Shingles in the lead, these fine features would have accomplished almost as great a success.

We will enable you to give the greatest value for each Dollar invested in a Barn or House.

THE "EASTLAKE" STEEL SHINGLE



The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Write for Literature and terms at once—take advantage of the season.

WE ARE NOT AFRAID TO HAVE THE SEARCHLIGHT ON



AS EACH ONE IS MADE SCIENTIFICALLY EXACT & THOROUGHLY TESTED BEFORE BEING SENT OUT.

MANUFACTURED BY WILLIAM NEWMAN & SONS LTD., BIRMINGHAM.

Cut the Yearly Cost of Reamers



You know what your present reamer bills amount to — try "W & B" Reamers, then watch the increased efficiency and reduced cost.

Our highly developed manufacturing processes and minute testing of raw material and inspection of finished tools has made "W & B" Reamers foremost in reamer quality. They give absolute satisfaction every moment of their use.

Jobbers and Dealers everywhere will furnish. If you are delayed in having your orders filled, write us and we will see that you are supplied.

Ask for Machinists' Supply Catalog No. 82 P showing our full line of Carbon and High-Speed Reamers.



W&B

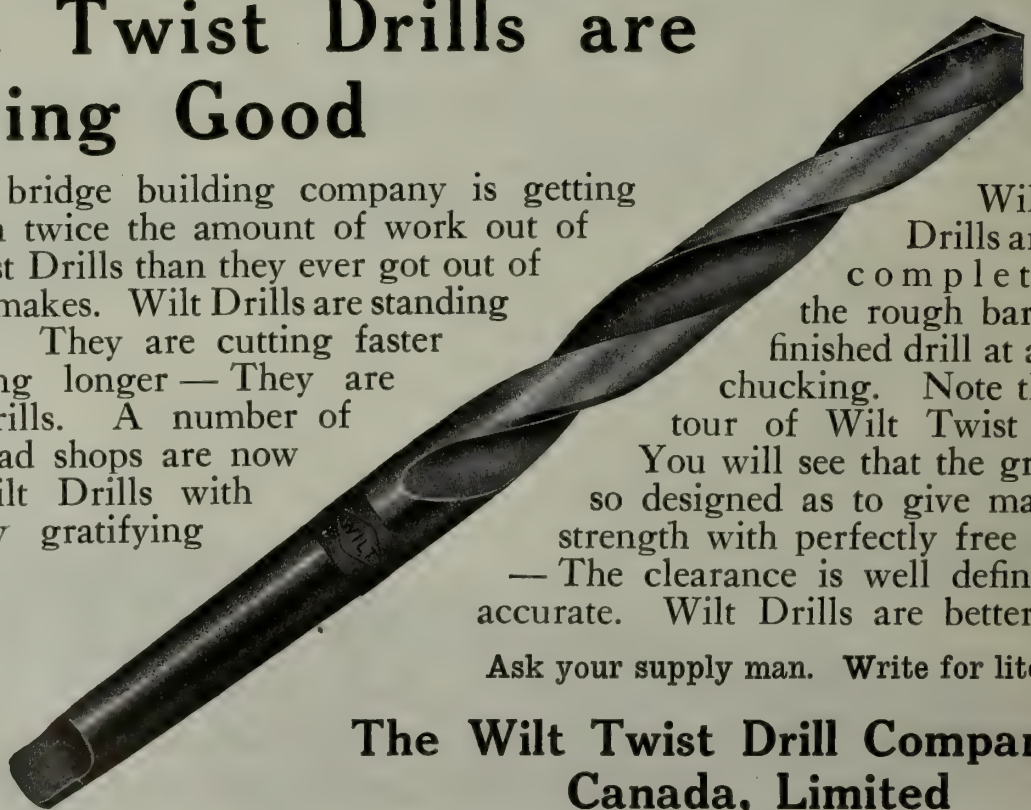
The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Office and Factory: St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**

Wilt Twist Drills are Making Good

One big bridge building company is getting more than twice the amount of work out of Wilt Twist Drills than they ever got out of any other makes. Wilt Drills are standing up better. They are cutting faster and lasting longer — They are better Drills. A number of big railroad shops are now using Wilt Drills with equally gratifying results.



Wilt Twist Drills are made complete from the rough bar to the finished drill at a single chucking. Note the contour of Wilt Twist Drills. You will see that the groove is so designed as to give maximum strength with perfectly free cutting — The clearance is well defined and accurate. Wilt Drills are better drills.

Ask your supply man. Write for literature.

The Wilt Twist Drill Company of Canada, Limited

WALKERVILLE **ONTARIO**

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto







North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

Now is the time to place your order for shipment later.

Your jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or **Loader** handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

Spring is Here

Your Big Profit-Making Time in Shingles and Roofs

Right now is the time to push and push hard.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

It is not a hard matter to sell our goods. They are in a class by themselves. While your prospect knows this, yet you must get out and go after him.

Every customer is a repeater for you once you sell him an order for our goods. We are giving you the best that's going, and your trade will increase.



Will you get him and keep him? If you go after him now you will. We are brimful of helpful ideas to assist you get this business and help you to bigger and more profits.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

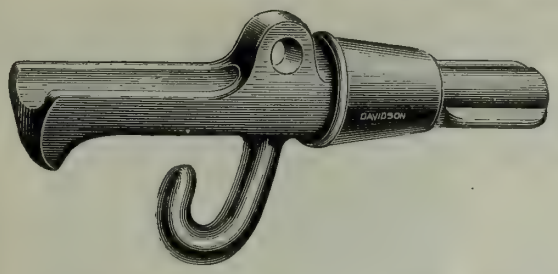
THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL, TORONTO, WINNIPEG, SASKATOON, Calgary

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY, Company, Limited
TORONTO and WINNIPEG

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the **"EMPIRE" SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL **TORONTO** **WINNIPEG**

During rush hours—



When your whole sales-staff is put to it to render efficient service in the store; when members of your family have been drafted in to help out; when some of your customers are paying cash, others want the goods changed, still a third lot wish you to send things C. O. D., and some fellow—a good friend of yours—tells you he'll drop around to-morrow and settle for the things he's just bought—that's when mistakes occur, through which leak so many of your profits.

You probably look after your cash sales, but can you keep an absolutely dead-accurate check on all the credit transactions as well?

Can you hand your credit customer an invoice of the goods just bought, which is, at the same time, a statement of his **total** standing at your store, a gentle reminder that his account is getting larger; a mild but effective incentive to pay it off before it gets too big? Can you do this in a moment, just as quick as you can fill out the ordinary sales slip?

Can you, during your most busy moments, automatically prepare statements for your driver, showing on which goods he is to collect C. O. D., and retain in your office duplicates of all C. O. D. transactions, by which you can check up the money he brings in? And this without any more effort than making a cash sale! Can you keep a tab on the fellow who'll drop in to-morrow, to pay for what he bought to-day, so that everybody in the store may know the amount owing if he calls—and you may remember, if he forgets?

If you have a **McCaskey System** in your store you are already doing all these things—doing them well, keeping everybody satisfied, and saving money.

If you have not—you had better write for our book, "John Ashley." It will open your eyes to the real state of your credit department, maybe!

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World.

UNIVERSAL SATISFACTION

Can Be Obtained By Using

APOLLO-KEYSTONE COPPER-BEARING GALVANIZED SHEETS

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

KEYSTONE

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

Just Hand Your Customers The "Bayard" Baby Automatic Pistol, That's All

The Safest And Most Popular Pistol

Caliber .32 The Little Giant

Length of Pistol .....4¾ inch
Height of Pistol .....3⅜ inch
Thickness of Pistol ..... ⅝ inch

Penetration at 10 yards: Four ¾-inch Pine boards placed 2 inches apart.



Caliber 7.65 M/M A Midget Automatic

Weight of Pistol Magazine empty ....15¾ ozs.
Weight of Pistol Magazine filled ....17 ozs.
Initial velocity of bullet ..837 feet
Penetration 100 yards: Three inch Pine boards placed 2 inches apart.

Your customers will certainly be pleased when you sell them a "Bayard" Baby Automatic Pistol. Just the size that fits the pocket. The safety can only be actuated when the pistol is cocked. Therefore, there is no fear of an accidental discharge. Highest quality workmanship—all parts are interchangeable. Its size is that of a .25 Cal. pistol, although it shoots the powerful .32 Cal. cartridge. You cannot shoot it until it is properly closed, making accidents impossible.

Write for our descriptive booklet.

McGill Cutlery Co., Reg'd., P.O. Box 580, Montreal, Can.



Counter Cabinet Style—Closed

SPECIAL NOTICE: The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There are not and never have been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement, as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.
(Signed) Barr Registers, Ltd.

You need a Barr Account Register—and good reasons why

The Barr Account Register is helping many a live merchant to overcome trouble and worry in the handling of his credit accounts.
The Barr Account Register will pay for itself over and over again in the collecting of accounts which you may have transferred to the "no good" list.
The Barr Account Register will pay for itself in the saving of time and labor and in retaining the good-will of your customers—remember that satisfied customers are likely to be constant customers.

Take the big step forward to-day. It means money to you.

Write us for full information about the Barr Account Register and learn of the time and labor-saving features that it contains, and which are not found in other account registers.

BARR REGISTERS, Limited
TRENTON, ONTARIO

Great Britain: Head Office, Dacre House, 5 Arundel St., Strand, London, W.C. Factory, Birmingham.

Planet Jr.



No. 4

Combined Seeders and Single Wheel Hoes



No. 11

Double Wheel Hoes

INCREASE YOUR PROFITS SELL PLANET JR. TOOLS

PLANET JR. Implements are the most popular and the best-selling farm and garden tools manufactured. Why not increase your sales this season by carrying these tools in stock? Two million crop growers in all parts of the world are using PLANET JR. Implements and finding them the most useful ever invented. Why? Because PLANET JRS. were invented by a practical farmer and manufacturer with over 40 years' experience, who knows exactly what your customers need and want. 55 tools, fully guaranteed. Increase your profits now! Become a PLANET JR. dealer.

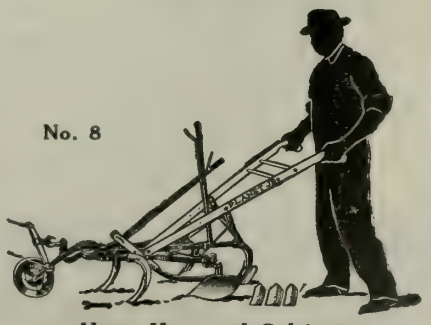
Write TO-DAY for Catalogue and Prices.

S. L. ALLEN & CO.,
Box C 711, Philadelphia, Pa.



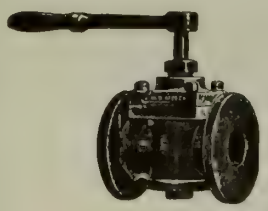
No. 16

Single Wheel Hoes

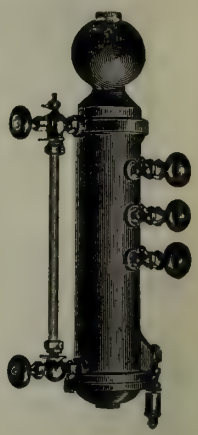


No. 8

Horse Hoes and Cultivators



FOR THE ENGINEER



The Morrison line of Power House Accessories and Engineers' Supplies is known from Coast to Coast by the Stationary and Marine Engineers. There is scarcely an accessory of the power plant which we do not manufacture, from Ammonia Gauges and Fittings to Binnacles.

You can handle Morrison Goods with full assurance of giving complete satisfaction to your customer. If Steam and Brass goods have a call you should have our catalogue.

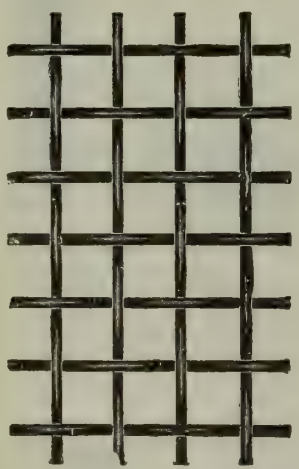




The James Morrison Brass Manufacturing Company, Limited

93-97 Adelaide Street West, Toronto

WIRE CLOTH

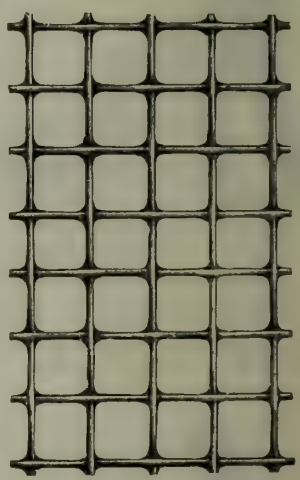


Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of Wire Cloth and Wire Work

Wire Rope

Wire Rope Fittings



Manufactured by

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

Wrico ANTI-RUST Galvanized Wash Tubs

(Registered Trade-Mark)

Striped with Blue Bands. Heavy wood-lined Wringer Supports. These Tubs are the right shape, the right price, and the WRIGHT QUALITY.

Large varnished Rigid Handles, giving a good solid grip. Edge wired with heavy iron rod.

Wrico Wash Tubs will not bend or buckle. No home laundry is completely equipped without a **WRICO TUB.**

WRICO Galvanized Ware represents the **art of galvanizing** in its **highest form.**

WRICO Galvanized Ware is noted for its **smooth, even, perfectly crystalized coating.**

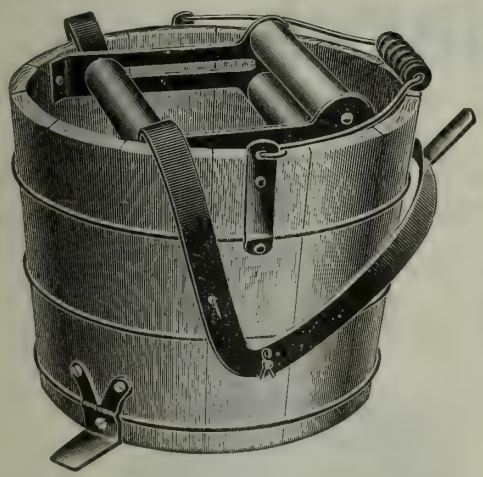
WRICO Galvanized Ware is **perfectly rust-proof,** and **lasts** in spite of the hardest usage and neglect.



E.T. Wright Co. Limited, Hamilton, Canada

WRICO MAKERS

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

A SPLENDID AUXILIARY to EVERY HEATING SYSTEM



Every dealer knows the value of stocking a widely advertised article, and none more so than the McClary dealer with

NEW FAMOUS OIL HEATERS

Their exclusive features have proved an unusual success and their popularity has resulted in quick returns and good profits for our dealers, during the changing weather conditions.

The one-piece Copper Oil Tank—the only one of its kind manufactured —is guaranteed to successfully resist the corrosive action of the oil.

The easy, simple method of replacing the wick finally removes the inconvenience and annoyances hitherto associated with this operation.

The automatic locking device keeps the wick at its proper height — a notable feature.

The improved oil indicator saves a good deal of worry as to amount of oil in tank.

Finished in Nickelled or Black Enamel.

To-day is your opportunity to snap the Spring business.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY WINNIPEG
VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

KIR-BEN BASE TALK

A series of Kir-Ben talks will appear in this paper weekly—watch for them.



The Kir-Ben Main Bottom and Ring is a solid one-piece casting, deeply flanged to give unusual strength and rigidity. It differs entirely from the common practice of making the bottom in several parts, which prevent the furnace being installed in a level position, and frequently result in faulty installation of casings, and the trapping of flow of warm air.

A further very important feature of the Kir-Ben Main Bottom is the fact that it is the same diameter or size as the upper part of the casing, thus allowing for the proper circulation of cold air, and permitting necessary pipe connections to be made without crowding.

Another new feature consists of the ash-pit being bolted to the bottom, adding to the strength and rigidity of the base. The joint is made with a deep flange, giving ample room for cement and making an airtight and dustproof joint.

In the larger sizes the main bottom casting is made in two pieces, securely bolted in a rigid manner and with dustproof joints as above. This is to lessen breakage in shipping and make handling more convenient.

KIR-BEN LIMITED, -:- ALMONTE, ONT.

Send for catalogue—now ready.

Let quality goods make success certain

Their influence on your customers is one that creates the "security feeling," the object of your endeavors to a bigger business. Once accomplished further business is assured and retained.

The Gas Range trade will soon be demanding your attention and it will be only good foresight on your part to see you get your stock in early.

Our leader is our

Champion Interchangeable Range

Its exclusive selling point—the only interchangeable range manufactured. An entire coal range and an entire Gas Range when desired.

Made of highest grade blue steel and our famous duplex nickel.

The double service, the saving of space, and only one Range to operate, clean and pay for, are telling selling features.

We claim there is no Range to equal its all-round efficiency and service and that it is the only perfect solution to the two-in-one problem.

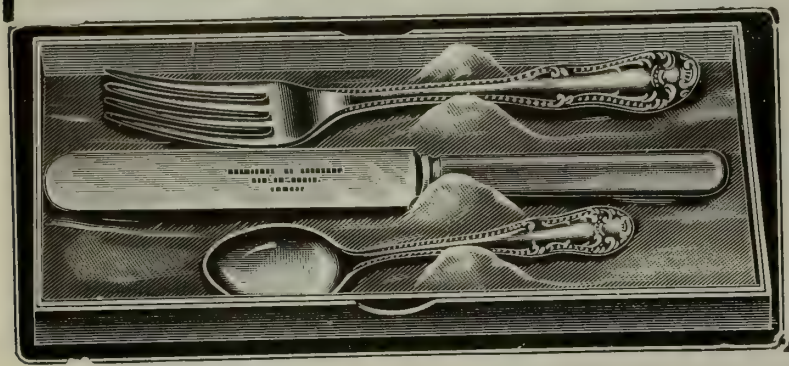
Get in communication with our nearest Branch for Spring prospects.

McCLARY'S SHIP QUICK

MONTREAL LONDON TORONTO HAMILTON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN, N.B. EDMONTON SASKATOON

High-Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



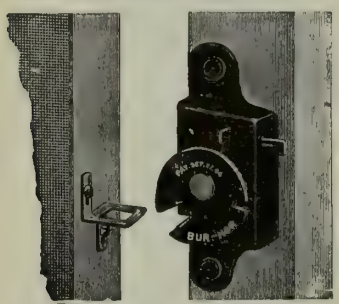
This Child's Set Will Make a Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit, and are guaranteed to give perfect satisfaction.

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:
J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.



No. 3-A—Open

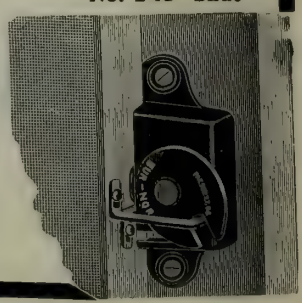
Bur-Nor Screen Door Catches

Will add materially to your profits during the spring and summer seasons, if you give them a chance.

They prevent sagging, warping or rattling. Made in two styles, plain and with positive locking attachment. Has adjustable staples, simple to attach, positive in action.

We will gladly send you prices and circulars.

No. 2-A—Shut



BURGESS-NORTON MANUFACTURING CO.
GENEVA, ILLINOIS, U. S. A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



A combination you can't beat!

Here's one that will attract the right sort of patronage to your store and bring it back to you.

This handy and strong little three-foot step-ladder or useful kitchen chair, appeals to the housewife, because it's never got to be poked out of the way. It's always in use.

Our line of woodenware, willow-ware, brooms, brushes, etc., is very profitable. **Write for catalog.**



Walter Woods & Co.
Hamilton and Winnipeg



GURNEY-OXFORD

LIVE WIRES and the OVAL TRADE-MARK

WE make best stoves, devise modern methods of business-getting and look for **live wires** to use the combination.

We back up the efforts of these "live wires" by "service" from the repair department to the window-dressing man.

YOU are looking for these things, and if you don't know the value of our agency, perhaps it isn't our fault. If you drop a postcard to-day for particulars, perhaps you'll catch a glimpse of new stove department opportunities.

A live wire would drop us a card, saying, "Send catalog, prices and what you'll do to help us."

The Gurney Foundry Co., Limited

HEAD OFFICE **TORONTO**

The Jobbing Trade can now be assured of prompt deliveries from our extensive flat-ware stock at

Winnipeg, Hammond Building, Albert St.

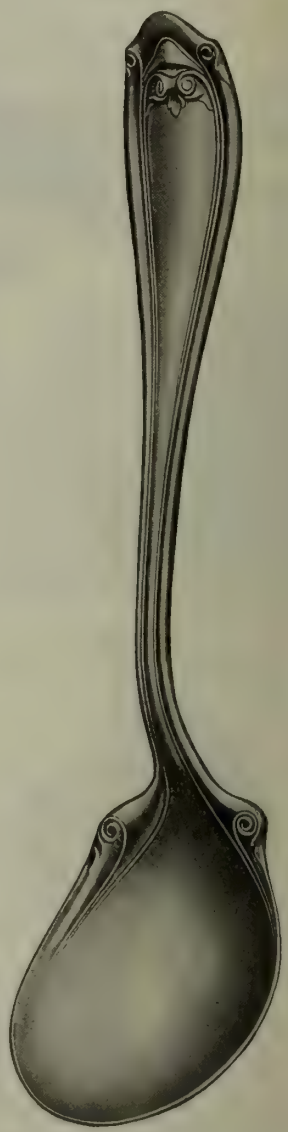
or

Vancouver, Fairfield Building, Granville St.

as well as from our

Toronto Sales Rooms.

ABINGTON



Note.—The Wm. A. Rogers S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price.—Why?—It is plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MARCH 14, 1914 No. 11

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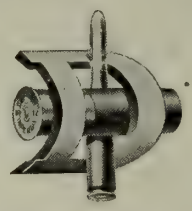
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Only the widely-known and thoroughly-tried powders are used in

DOMINION SMOKELESS SHOT SHELLS

Only Double-Chilled Shot is Loaded in

DOMINION SMOKELESS SHOT SHELLS

Only the very best felt wads of carefully-selected material are found in

DOMINION SMOKELESS SHOT SHELLS

IMPERIAL REGAL SOVEREIGN

LOOK AT THE TOP WADS AND THEN CUT OPEN THE SHELLS

Bright
Clean Appearance
of

FLEUR DE LIS

FLEUR DE LIS Galvanized Iron

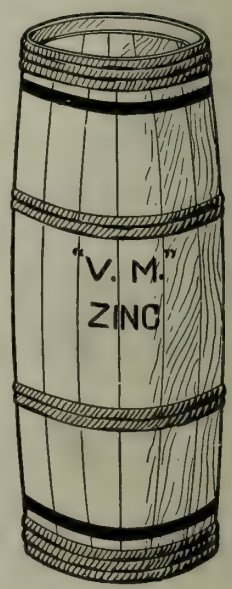
Adds to the value of the job.

Free from streaks and dull bare spots.

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Sheet Zinc "V. M." Brand



Genuine "V.M." Sheets at no higher prices than ordinary brands.

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MONTREAL

HARDWARE AND METAL

Vol. XXVI. MARCH 14, 1914 No. 11

The Valuable Asset of a Loyal Sales Staff

Loyalty Leads to Bigger Business — No Merchant With An Enthusiastic Staff to Co-operate With Him Can Fail to Make a Success—An Anecdote With a Moral.

IT was at a meeting of credit men and the conversation had been turning on the very pertinent question of assets. For several minutes discussion centered on the case of a retail merchant known to all present who had struggled through countless discouragements and several periods of semi-insolvency to a position of financial soundness.

"There was a time," said one, "when he had no assets worth speaking of. I wonder that his creditors didn't wind him up then and there."

"There was never a time," said another member of the party," when Bennett didn't possess big assets. It all depends on what you consider assets. I'll tell you what Bennett had from the start, and has yet. He was honest as the day is long, he had an indomitable will and he had a loyal staff. Ever consider loyalty as an asset? It's one of the best a merchant can have."

The writer, who happened to make one of the party, pondered the last remark over very carefully. Is staff loyalty an asset? Most decidedly; one of the most invaluable and essential assets in the carrying on of a successful retail business. But is it always regarded as such?

It may seem at the outset superfluous to argue that staff loyalty is an asset to the merchant. It is asknowledged by all. But on the other hand it is equally true that there are a great many merchants who handle their staff as though they had no realization of the fact.

They pay their employees so much per week and make it their business to see that they get value to the fullest extent from them. That is the sole basis on which the relationship between employer and employee is maintained. In the course of a recent address, A. F. Sheldon summed up very concisely the mental attitude of the parties to such a relationship. "How much can I get out of my staff for the wages paid?" is the thought of the employer. "How little can I do for what I am getting?" is the idea that runs in the mind of the employee.

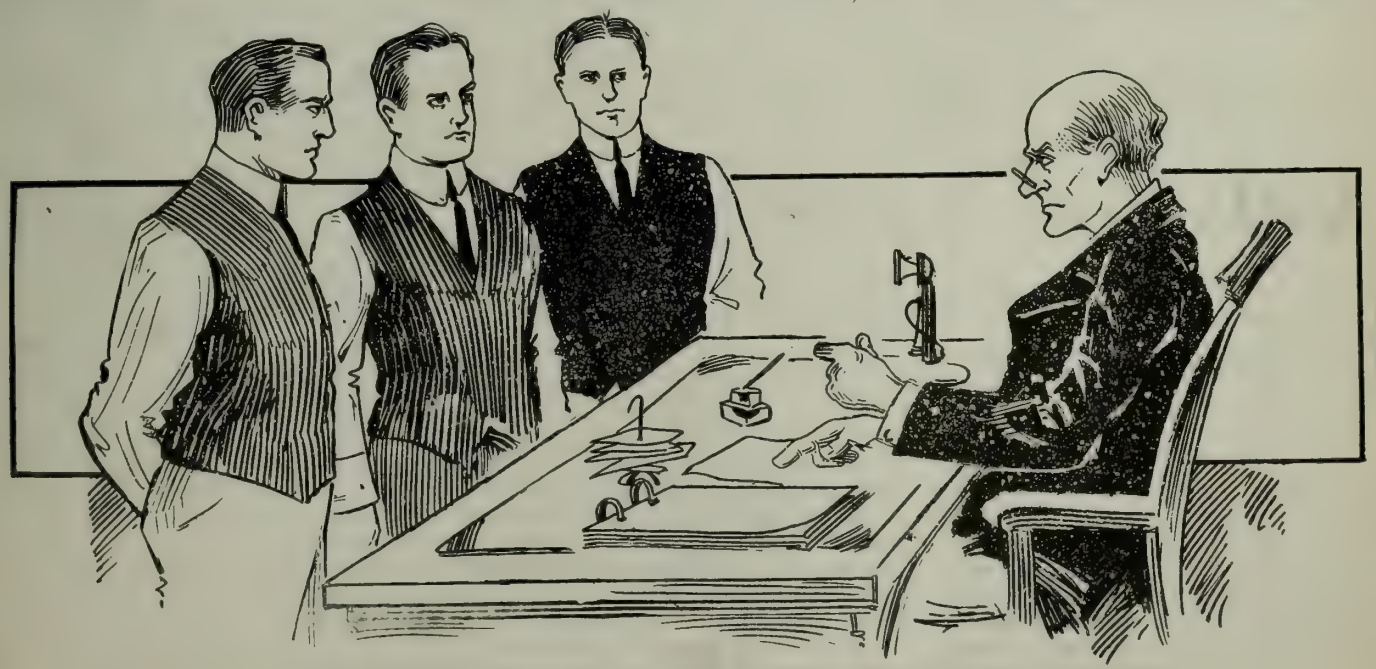
Mutual liking and interest and loyalty; are they possible under the circumstances? An automatic adherence to duty, a cut-and-dried basis of minimum efficiency is the result.

What is staff loyalty? The loyal salesman can be described as one who is really interested in the business, who takes the trouble to think about it, who strives to please customers. The most complete degree of loyalty consists not only in loyal service during store hours but in loyal thought. The salesman who does his best to please customers and to make his sales large but who does not give any thought to how the business can be improved or to the changing of conditions which he knows to be wrong and detrimental, who, in fact, does not bring whatever share of initiative and resource he may possess to the furthering of the interests of the business; this salesman, valuable though he may be, is not in the fullest sense loyal.

With this definition of loyalty before one, the immense advantage of a loyal staff becomes at once apparent, "Give me the services of a thoroughly loyal staff and I can win through any difficulties," said the head of one of the largest retail establishments in the world.

Lack of loyalty is the hardest handicap under which any business can be placed. It spells inefficient service, prefunctory performance of duty, machine-like manipulation of all branches of store work.

The attitude of the staff decides to



The next morning he called his staff down to the office.

no inconsiderable extent the growth of a business. It is the merchant who enlists the hearty and loyal co-operation of his staff who builds his business up to large proportions. Where the bond between employer and employee is one of dollars and cents—only that and nothing more—the growth of the business will not be spontaneous.

A case comes to mind of a hardwareman who had been in business in an Ontario city for a full quarter of a century. He had a good trade, being the oldest established merchant in the town. At one time he had been "the" hardware merchant of the district but this supremacy had passed from him fifteen years or more back. Two of his competitors had left him on the back stretch. Their trade had increased very considerably and both had graduated from modest stores on side streets to large, modern-front, handsomely-equipped emporiums. Both had motor trucks for delivery purposes. The former leader, we will call him Smith, had never moved from the store he had first occupied—a spacious but rather dingy looking stand on the main street.

The writer had often visited the store and knew the whole staff from the crabbed old proprietor down. The establishment always left the impression somehow that it lacked something. The store was large and well stocked. The fixtures though old were adequate and had not yet reached the stage of dilapidation. Manufacturers' lithographs were used to good advantage—show cards were to be seen. But there was nevertheless, a distinct something lacking about the place.

After several visits the writer concluded that the trouble consisted in a total lack of originality and action. The clerks performed their work well but they did not seem to be actuated with more than an average share of ginger. There was no evidence of enthusiasm anywhere. New stunts never greeted the eye at Smith's. The window displays were always on the same lines. The store service was good enough in a limited way but one would never need to expect a favor at Smith's. To sum it up, the whole staff seemed to be willing to let well enough alone and to earn their so-much per week,—and not give an additional cent's worth of service.

And their attitude did not seem strange after one became acquainted with the head of the business. Smith was a morose, snarling old fellow with a positive genius for economy in details. He watched the lighting and heating bills with piercing scrutiny. Disbursements were checked and rechecked and put under the microscope of ruthless economy. Needless to state Smith did not believe in liberal salaries. Pay a man as small a wage as possible and keep after him to see that he did his work—such was the policy of Hiram Smith.

Just when his change of heart was effected, or how, is not certain. Probably, however, it dated from the time that he had occasion to visit another city and dropped around to see an acquaintance in the hardware business.

During the course of the conversation, the friend alluded to the fact that he had just closed a nice contract with a builder to supply the hardware and the heating for a row of dwellings that the latter was putting up.

"We got in on the ground floor," he explained. "One of my boys heard that the houses were to be built and he hustled around and buttonholed the builder. We had figures in the builder's hand before another dealer in town knew anything about it. And we got the contract."

"Do your clerks get business for you that way often?" asked Smith.

"You bet they do," affirmed the friend. "I've the greatest little bunch of live wires ever collected together. Why, those boys of mine are fairly bubbling over with sales ideas."

"If an idea got into my store by any mistake," said Smith, morosely, "they'd shoot it out. Wouldn't know what it was, in fact. There isn't a man in my store that has had an idea for ten years."

"Then get a new staff," advised the friend. "Or perhaps you need a few new ideas yourself. Think it over."

When Smith returned, he created somewhat of a sensation by shaking hands with each member of the staff. He seemed in a more amiable mood than any of the clerks had ever seen him in before.

The next morning he called his staff down to the office and gave them a long talk, outlining a plan he had evolved of basing salary increases on the increase in the turnover in the business. The salesmen listened in wonder and with a faint show of growing enthusiasm. It was the first time in the recollection of them all that the boss had ever voluntarily mentioned the odious word increase.

"And now it's up to you, boys," he concluded. "I want you to show an interest in the business. If you can increase our sales, your salaries will go up accordingly."

The change in the attitude of the staff was rapid and complete. They began to take a real interest in the store. Innovations were introduced here and there and seldom a day passed but some suggestion was given to the boss. A new snap was noticeable everywhere. Bright ideas were used to improve the window display.

"I hardly know the place," said Smith to himself one day.

And as for the staff, they hardly knew Smith, so complete had he made the change in himself. His attitude invited co-operation instead of repelling it. It was an effort for him sometimes to maintain this new front, but he succeeded.

The result was felt in a largely increased turnover. Business started to steadily increase—and kept on increasing. The improvement was so marked that each member of the sales staff got a substantial advance on the strength of the promise which had been made.

The change can easily be accounted for. Smith had acquired a new asset, one that his business had sadly lacked before— the loyalty of his staff.

THE ADVERTISING VALUE OF COURTESY.

"Persistent advertising combined with attractive window display produce a strong, business-creating force," says a successful Ontario merchant, "but the effect of these important essentials will be greatly reduced without the salesmanship of courtesy."

Customers are human beings, with human feelings, and are as susceptible to the influence of courtesy in business dealings as in social affairs.

Take for instance the merchant offering accommodation to the public as a means of attracting people to his store. He should see to it they are given in a spirit that will make them bear good fruit. A directory carelessly flipped on the counter; a postage stamp sold with a look of annoyance a "five-spot" changed with a tired, weary expression —these things done by an unthinking clerk may kill the effect of a liberal store policy.

Salesmanship may be a difficult science, but surely the "salesmanship of courtesy" may easily be put into practice even by the junior clerk.

If the merchant will get into closer contact with his clerks he will get into closer contact with his business. Some merchants have adopted the monthly dinner plan of getting together. After a good feed the ball is started rolling and affairs are discussed pro and con. The merchant comes in for his share of the "knocks," and, like a sensible man, goes behind them to find the cause of them. When he finds he has been in fault he quickly rectifies his mistake and benefits by doing so.

A Novel Daily Bulletin Will Attract Trade

Easy to Make and Easy to Operate—Useful for Featuring New Goods—Announcement of Seasonable Goods—Special Sales—New Goods, Etc.

EFFECTIVENESS and simplicity are combined in this novel method of advertising by means of a daily bulletin. One of these home-made printing presses may be used advantageously for window or interior dis-

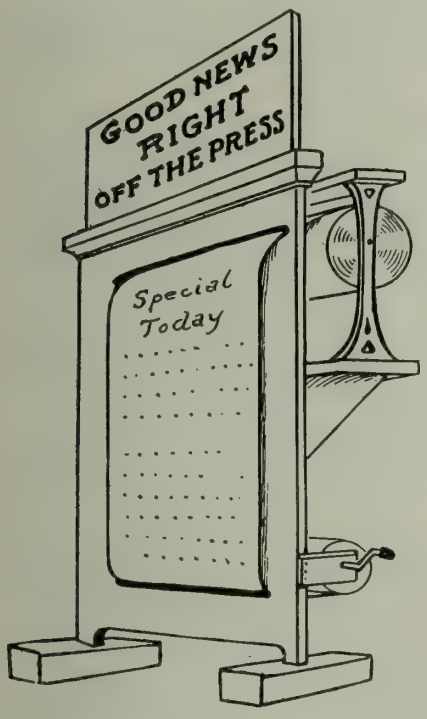


Figure 1.

play or as an outside bulletin to catch the eye of the passer-by.

The upright style shown in Diagram 1 is best for outside use, since it would take up much less space on the sidewalk. The wooden frame can easily be constructed in spare time, and all that is needed is a roll of manila wrapping paper in its holder at the top and a small wooden roller with crank attached at the foot. If desired the sides and back may be closed in so as to protect it from the weather.

The printing press idea is best carried out in diagrams 2 and 3, the first illustrating the skeleton of the press and the second the way it looks when finished.

First of all a couple of packing boxes are secured and on top is placed the roll of wrapping paper. Two scantlings are used for the lower frame and two short pieces for legs. The roller is made to fit into the end of the long scantlings and the crank through the end as shown. If a board is placed behind to support the bulletin, diagram 2 may be used as shown if desired. It is not complete, however, until finished up as shown in diagram 3. This looks rather complicated at first, but the effect is easy to secure. The sides are first boarded in with planed boards, leaving the ends of the upper roll of wrapping paper exposed by cutting the boards in circular manner around it. If the "printing press" is not for outside use and is not likely to be damaged, a covering of cardboard or straw-board may be used instead of wood. The frame should be given a coat of metal grey (dry scenic color) as a background, and the mechanism can be painted in with an ordinary half-inch brush, using black for the outlines over grey. This will give the effect of machinery and will make the sign on the top, "Good News Right Off the Press," seem altogether appropriate.

This is a good practical feature and if changed daily and good, live "copy" used customers will soon look for it just as they would a newspaper bulletin.

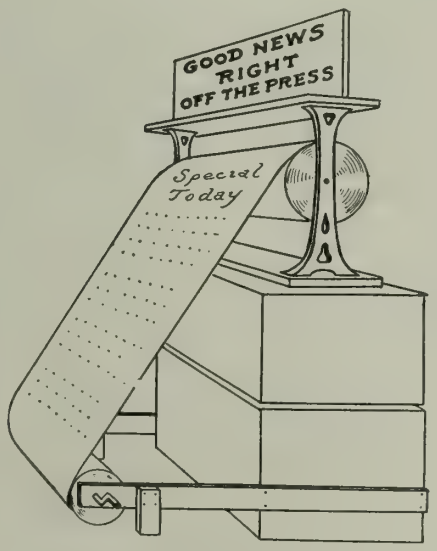


Figure 2.

Make your bulletins timely—seasonable. It is important also to vary your subjects so that all lines will be covered in the course of time. The bulletins can be made much more attractive if illustrated in colors. A few colored crayons and a little practice will enable you to make very fair cartoons. Or, if pictures of the goods featured can be secured and pasted on and the bulletin written around the illustrations, an excellent effect will be secured.



Figure 3.

CANVASSING FOR STOVE SALES.

Have you ever given any thought to this method of securing business in your district? If not, is it not worth while considering?

When one considers to what extent this is being done in all lines of business, and, further, when we see the efforts being made by mail order houses, who make such attractive appeals through their catalogue, it is worth while considering whether more aggressive methods, on the part of the local dealer, are not necessary in order to offset this.

Personally, we believe that a great deal of business can be secured and many more sales made by more aggressive methods and by bringing to the attention of the customers the advantages you have to offer. Many who have been thinking of buying a new stove, but have put it off (buying something else instead), can be made immediate buyers. Consider how many times you yourself have purchased goods solely because you were canvassed by an energetic salesman.

Again, many ranges are sold by peddlers at very high prices, and the goods, as a rule, are quite inferior; but from the fact that peddlers can sell inferior stoves at their high prices is very conclusive evidence that there are a lot of people ready to buy through personal solicitation.—Enterprise News.

HARDWARE AND METAL

VOL. XXVI. No. 11 Toronto, Canada, March 14, 1914 Two Dollars per Year

The Business Situation

THERE has been a big improvement in business with hardware jobbers during the past ten days. Since the first of the month when Spring shipping commenced, business has been picking up nicely.

In the metal markets, business is rather slow, and the number of orders is not large. Conditions appear sound and there is good reason to believe that before long there will be an improvement. Buyers are still cautious and are not buying heavily. Paint manufacturers are busy handling the Spring rush, and orders are plentiful, especially from the smaller towns and cities. With the opening of Spring there will be a resumption of building operations, in fact in many centres a large amount of building is now under way. Retail hardwaremen are looking forward to a large volume of Spring business, and although there has been much talk of hard times the Spring booking of the retail hardwaremen has been very heavy. Business in some lines is rather quiet at the present time, but there is every reason to believe that as far as the hardware trade is concerned there will be a big improvement during the next few weeks. The Financial Post commenting on the business outlook says in part:—

It is somewhat unfortunate that important questions left for Parliament to determine have been deferred to so late a date in the year. It would be much better for business generally if Parliament concluded its sittings by the end of February. Canada's commerce has assumed large, and will very soon attain still greater dimensions, out of which arises matters which have to be dealt with to a greater or less extent by Parliament. It would be much better, therefore, if all questions as to tariff and as to aiding work of development were settled early in the year, so that plans could be laid to commence work as soon as Spring opens up.

In the West shipments of grain are improving, and reports as to collections are not at all discouraging. Apparently all classes, not even excluding those engaged in rural pursuits, are still liquidating liability. This process cannot but have eventually very desirable results.

Some inquiries made amongst bankers elicited the information that loans were being applied for on an extensive scale to facilitate stock-raising and other forms of mixed farming. This policy in the course of a year or two will have good results.

In the face of steadily declining earnings of railways, contraction of bank clearings, Customs receipts and other indices of depression, it would be difficult for the average business men to view the future other than cautiously. Our factory plant as a whole is not working much more than 90 per cent. of capacity, and there was no immediate indications of demand requiring them to employ a larger proportion of their plant. This condition tends to money ease. Banks under prevailing conditions deem it better to pursue a very conservative policy. There will, however, be a tendency to be generous in so far as accommodation for the actual producer is concerned.

In London our loans are not being received as well as anticipated, and there are a good many, aggregating large figures, which are overhanging the market. This is no doubt due to several causes, the chief of which is the extent of our recent borrowings, and the next is the railway situation in Canada. So much has been said respecting waste of money on railway building as to give cause for the investor abroad to hesitate in making further advances. The attitude of our Government to railways and their construction will have to be defined by definite action before the clouds on the financial horizon of Canada will disperse.

Our Annual Spring Number

THE Annual Spring Special Number of Hardware and Metal will be published next week. It will be the largest number of Hardware and Metal ever issued, and readers who remember the remarkable numbers of Hardware and Metal which have been issued in the past, will have some conception of the amount of work involved in the publication. In view of the fact that our mechanical department will be rushed with special work on this number it is possible that the number may be a day late and will be mailed on Saturday instead of Friday. The indulgence of readers is requested, in case it is not found possible to mail out the special number right on time. The special numbers of Hardware and Metal represent earnest efforts and research of many weeks. Ideas are gleaned from all parts of Canada to make the editorial contents practical and valuable. In the number to be issued next week we believe we have excelled ourselves.

Parcel Post Limit Extended

PARCELS Post limit is now eleven pounds and dealers who have been taking advantage of the six-pound limit will now be able to send parcels weighing up to eleven pounds in weight. The eleven-pound limit was put into effect sooner than expected. It was first announced that the six-pound limit would be in force until May 1, after which the limit would be increased. It has been hinted that the reason for making the change before the time specified was on account of business not being as brisk as expected. The general opinion is that up-to-date Parcels Post has not been used to any great extent, at least not to the extent expected by the postal authorities. Another change and one of more or less importance is the eliminating of the local additional rate of five cents per parcel. This is an improvement as far as the local zone is concerned.

So far the express companies have not made any change in rates as a result of the inauguration of Parcels Post.

There are many retail hardwaremen who are inclined to think that Parcels Post will be of considerable benefit to them. A large number of advertisements of retail hardware merchants are now featuring Parcels Post and are urging farmers to make use of the new system. The mail order houses have lost no time in making Parcels Post work for them and there is nothing to prevent the retail merchant from doing likewise. The local merchant has an advantage on the mail order house in the shape of the local 20-mile zone.

Newspapers and Co-Operatives

NEWSPAPERS would practically have to go out of business if the individual trader were supplanted by "co-operative" socities. The latter do no newspaper advertising of any account—in fact it might be said that they do none whatever—yet newspapers publish for nothing glowing accounts of what the promoters say will be accomplished by these socities, and at the same time live off the proceeds derived from the advertisements of private traders.

This is a point that might well be taken up by associations.. Where there is a branch organization, the secretary or someone else should be delegated to watch local newspapers which occasionally give free advertisments to "co-operative" societies, and have all such discussed at the regular meetings or forwarded to the central office of the parent organization.

No doubt a great many daily newspapers, in their anxiety to get news, give undue prominence to and colored notices of these so-called co-operative institutions without careful consideration, and if their attention were drawn to the matter they would be more careful.

The retail trade should ever remember that if it wants anything it must go after it. Few blessings come to the man who waits.

Push Collections Now

ALTHOUGH the merchant who conducts his business on a credit basis must push collections vigorously at all seasons of the year, there are certain times when it is advisable to make an extra special effort.

At the present time there is good reason for the retail hardwareman to push collections. Within a few weeks the retailer will be busily engaged with the Spring rush of business, and his time will be so occupied that he will be inclined to neglect collections to a certain extent.

Just now the average merchant has plenty of time to push collections, and this is a particularly favorable time when we consider that money is easier and more plentiful than it has been for some time. Owing to the tightness of money the public have been inclined to hold off from paying accounts as much as possible, and the result is that many of the retailers are carrying a large amount in their books. The merchant who pushes collections now will in all probability be able to take the cash discounts allowed for prompt payment on his Spring stocks. The merchant who does not push collections now may find when payments on his Spring goods come due that he will have to seek assistance. The merchant who keeps his accounts collected will not find it necessary to get accommodation at the bank and therefore will not leave himself open to inconvenience. Push collections now and push them hard. Cash in the bank will be very useful in meeting your obligations during the next few months.

Editorial Briefs

PUSH COLLECTIONS now.

* * *

IT'S FAR better to lose a sale than a customer.

* * *

WHEN MONEY is tight the merchant who can finance his business without assistance is indeed fortunate.

* * *

MONEY IS easier, if you are carrying credit customers who have not been paying up regularly, push them for payments.

* * *

PARCELS POST limit has been increased to 11 pounds. Many retail hardwaremen are making Parcels Post work for them. Are you?

* * *

TIME TO start the ball rolling in your Spring paint campaign. All things come to those who go after them. The same rule applies when selling paint.

LOYALTY LEADS to bigger business.

* * *

ARE YOU securing your share of the wire fence business?

* * *

A SALESMAN'S worth to his firm is often based on more than the total of his sales book.

* * *

KEEP AN eye on the markets. Prices are changing and you need to buy in the best markets. Buy right and you can sell right.

* * *

IF THERE is any such thing as luck in business—and we doubt it—it certainly does not come the way of the man who waits for it.

* * *

OUR ANNUAL Spring Number which will be issued next week will be the biggest and best in the history of Hardware and Metal. Watch for it.

Present Parcel Post Conditions to Last Five Years

Government, It Is Stated, Has Given This Assurance—Weight Limit Now Up to the 11 Pounds and 5 Cent Extra Delivery Charge Eliminated.

ELEVEN pounds is now the parcel post weight limit. It was the original intention of Postmaster-General Pelletier to hold the limit down to six pounds until first of May so as to prevent a tie-up of the system at the outset. However, trade, as the merchant would say, "has not been rushing," so we have the eleven-pound limit thrust upon us two months sooner. Dealers who have been taking advantage of the six-pound limit will, therefore, now be able to send parcels by post to their customers, weighing 11 pounds or less at parcel post rates.

Extra Five Cents Off.

Another change, and one that is of more or less interest and importance to many dealers is that the local additional rate of five cents per parcel has been eliminated. This means that in future all parcels posted within the 20-mile zone will be delivered to any place in the city at the ordinary rate.

City merchants, therefore, who have customers in distant parts of the same municipality will now be able to send parcels to them without paying or charging up the extra five cents. This places the system in its regular running order and it remains to be seen of what advantage it is going to be to the country in general.

For Light Expensive Goods.

Retailers, and particularly general merchants who handle comparatively light, and at the same time, expensive goods, should go fully into the advantages of parcel post before rejecting it entirely. Dress goods, boots and shoes, books, many hardware lines such as tools, etc., and the lighter groceries can be sent within the twenty-mile zone at a fairly low rate. A fifty-dollar dress for instance weighing a pound or so could be mailed for 5 or 10 cents; a pair of boots weighing two or three pounds may also be mailed at little extra cost, and a cost which, considering the price of boots, would not be excessive. Same applies to expensive tools, etc. With groceries, however, every dealer should aim to have the order going out as large as possible, and still have it remain within the eleven-pound limit, container included. Eleven pounds can be mailed for 22 cents.

TO LAST FOR FIVE YEARS.

This paper has received information on good authority that the present parcel post rates and weight limits will hold good for at least five years. A scale company which is putting a parcel post scale on the market claims that when it was making provision for its "ready-reckoner" weighing device, the question was taken up with the government, and the advice received that the present conditions governing the system would prevail for five years anyway.

There is, of course, always the possibility of a change of government, and it is a difficult matter to say what a new postmaster-general would do. Nevertheless, it looks as if the present government has given its pledge as above stated, and whether there is a change of officials or not it is pretty certain that the pledge will be maintained. The trade should, therefore, make a note of February, 1919, and see that it has a say as to whether alterations should or should not then be made.

Mail Order Houses Active.

While the twenty-mile zone from each post office was made to protect the retail trade yet the mail order houses are not only taking advantage of the system to get after trade in the first zone, but beyond it as well. The following clipped from a city daily paper partially owned by a mail order house will be of interest:

"At some of the larger stores, the parcel post has been used to great advantage, and thousands of parcels are being sent out each day, and the expectation is that the increased maximum will lead to a very marked increase.

"The present time is an off season, the special winter sales are practically over, and there has been no great rush as yet for the spring goods, but when that comes the number of parcels will be decidedly increased.

"Many of these parcels have hitherto been sent by the express companies, as the old postal rate was practically prohibitive, and, it was remarked, that the companies are bound to feel the competition very severely."

This shows pretty well which way the wind is blowing and emphasizes why the retail merchants should get out of parcel post for themselves everything there is in it.

What of the Express Companies?

The question has been raised as to what course the express companies will pursue if they see their trade slipping away. Possibly their rates may be lowered, but whether they are or not the fact must not be overlooked that the three largest express companies in Canada are subsidiary to the three largest railways which have already been granted an increased government subsidy of $1,000,000 for carrying the extra mails under parcel post. To one of us at least, a million is a lot of money.

Complete Postal Rates for Parcel Post

	1st lb.	2nd lb.	3rd lb.	4th lb.	5th lb.	6th lb.	7th lb.	8th lb.	9th lb.	10th lb.	11th lb.
Within 20-mile zone of any post office	.05	.06	.07	.08	.10	.12	.14	.16	.18	.20	.22
Within each provincial zone	.10	.14	.18	.22	.26	.30	.34	.38	.42	.46	.50
Ontario rate to Quebec or Manitoba	.10	.16	.22	.28	.34	.40	.46	.52	.58	.64	.70
Ontario rate to Saskatchewan or Maritime Provinces	.12	.20	.28	.36	.44	.52	.60	.68	.76	.84	.92
Ontario rate to Alberta	.12	.24	.34	.44	.54	.64	.74	.84	.94	1.04	1.14
Ontario rate to British Columbia	.12	.24	.36	.48	.60	.72	.84	.96	1.08	1.20	1.32

Law effective Feb. 10, 1914.
Weight limit, 11 pounds.
Size limit, 2 feet 6 in. long; 12 in. wide or deep.

Above table now represents the complete parcel post rates. Merchants will find it convenient to place it on file for future use.

Mail Order Houses and the Newspapers

Editorial Arouses a Great Deal of Discussion on Subject of Vital Importance to the Retail Merchant—Metropolitan Newspapers Circulated at Low Rate Carry Mail Order Advertising—A Word For the Trade Press.

SOME time ago an editorial appeared in this paper in which the statement was made that mail order interests held stock in certain metropolitan newspapers.

The editorial pointed out that the newspapers carried the advertising of the mail order houses to all section of the country and went on to say:

"The trade of these houses has grown enormously in these cities where these dailies circulate, but in the other cities and smaller places where there are good local newspapers, they have not made the same gains, because the local newspapers are well edited and are loyal to their local merchants and refuse to carry the advertising of the big city store. The only way in which the big dailies can make headway is by cutting their prices. They get $3 to $5 a year in Montreal, Toronto and Winnipeg, but sell in other cities at 50c. to $1 a year. This does not pay for the white paper on which these newspapers are printed, but the heavy deficits are made up by subsidies through big advertising contracts and in other ways, and by the low postal rates. The merchants and newspapers outside of these three big centres should get together and insist that no newspaper should have the privilege of the mails which has a lower subscription price outside than in the centre in which it is published or which sells at less than the cost of the paper used."

This editorial created a wide degree of interest. Not only have many retail merchants realized for the first time that the mail order menace has been fostered in this way, but the newspaper press of the country has become aroused. The newspaper published in the smaller city or town, with a circulation largely local, has a double interest in this matter. The invasion of the cut-rate metropolitan daily threatens the circulation of the local newspaper. But it does more than that. It carries mail order advertising broadcast and thus threatens the local merchant who is the mainstay of the local newspaper.

That this phase of the situation is being recognized, is evidenced by the comments which have appeared in the daily and weekly press.

The Port Elgin Times says, in part, under the caption, "Unfair to small retail merchants."

"The smaller retail merchants throughout the country are at an unfair disadvantage under the present postal arrangements. Because they are subsidized by the big mail order houses, some of the metropolitan dailies are selling their newspapers at outside points at a mere fraction of what the white paper costs. As these advertising sheets go through mails at newspaper rates, it simply means that the government is circulating the advertising literature of the big department stores practically free of charge. Already the mails are almost clogged with these advertising sheets and the situation is becoming steadily worse. The mail order dailies do not actually interfere with the circulation of local newspapers except setting an unfair standard of newspaper values. The unfairness is in a greater degree to the retailers. The effort of some local newspapers to give their town merchants a fair show by refusing to carry department store advertising is offset by the unfair advantage which the postal department gives to the 'dollar' dailies. We believe that the suggestion of Hardware and Metal that the big dailies be forced to charge the same subscription price in the country as in the city, would provide a proper and adequate remedy. This is a matter which should receive the serious attention of the retail merchants in their association."

This is typical of the attitude adopted by the newspapers throughout the country on this vitally important problem.

The Value of the Trade Papers.

If is also evident that the value of the trade press is fully recognized by the daily press. The one great object of the trade paper is to serve the best interests of the trade to which it applies, to work for the advancement of the merchant, to help him in his daily problems, to show him what others in his particular line of business are doing. It follows that the trade press has been a staunch advocate of the value of advertising for the merchant and has thereby influenced many to a course which has brought them increased business.

The good work of the trade press is eulogized in the St. Mary's Journal, as follows:

"Few people realize the value of good trade newspapers to the whole community. It is wrong to imagine that advertisements monopolize the columns of the average Canadian trade paper. Yet the advertisements alone are worth many times the subscription price to the progressive retailer. The trade paper not only contains valuable information in regard to prices and trade conditions, but it is the apostle of good merchandizing, the breeder of live ideas which make for prosperity in the communities in which it circulates. For instance in the advertising field, the trade journalist, who understands the science of advertising and appreciates its value, passes his ideas on to his readers. And he is doing more to educate the retailers of Canada to the value of judicious publicity than any other single agency."

BE A PERSISTENT ADVERTISER.

Success in any branch of work is always the result of persistent, untiring effort, and in probably no other line of endeavor will you find this more true than in your advertising. Only the man who is in advertising to-day and out to-morrow is dubious of its value. To him advertising is more or less a gamble. It remains for the one, who, with consistency, follows the available avenues of advertising to derive the greatest benefit from is influence. Advertising is, to the persistent advertiser, the greatest means of extending his business and good will, assisting his salesmen, getting his goods off the shelves, taking his message wherever the postman or newspaper penetrates.

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night cannot long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.

Therefore, be persistent in your advertising.

A SQUARE DEAL.

In business watch your competitors. No one man or concern has a monopoly of all the best brains and methods. Let competition be an incentive to your energy and ambition. Give the other fellow a fair, square deal and beat him out on your merits.—Walter H. Coddingham.

"Health, Kindness and Courtesy"

¶ Everything in this world is largely attitude of mind. No day is beautiful to the man who has indigestion or who has spent the night before at a 'smoker.'

¶ If we radiate good health and good cheer we will get these things back in return. Good humor, courtesy and kindness, pay splendid dividends—and a good long while ago someone said: "As ye sow, so shall ye also reap." This is a fact in Nature, and while we are not indebted to any book or particular individual for this fact, it is, however, a truth which we oftentimes overlook.

¶ A grouch begets a grouch. If a man thinks failure, talks failure, contemplates failure, fears failure, then, verily, failure is on the wing and the spiders are weaving their webs over the door of this man's success. These things constitute what is known as personality, and personality is experience and observation put through a refining process. People with splendid and magnetic personalities have little to say about headaches, indigestion, tonsilitis and appendicitis, because these do not constitute personal magnetism.

¶ The generally accepted theory among intelligent folks nowadays is that a large per cent. of sickness is the result of a large per cent. of foolishness—and people not being anxious to advertise the fact that they have been foolish, silly or indiscreet, say very little about their aches and ills.

¶ If a man sets out in life to accomplish certain things and is willing to sacrifice enough to accomplish his particular purpose, there is hardly any probability that his ambitions will be defeated—unless he should come in contact with a street car or a benzine buggy—and so it is a fact that **we get back just about what we give.**

¶ If we assume an attitude of grief and despair, and carry our troubles, domestic or otherwise, to the office, tell our co-workers about our sleepless night, tell our troubles and ailments to our friends, discuss the latest death with our customers, rehearse the sickness of the community, then we naturally put a clog in the affairs of the day; in other words, we have cut off the power and our business gets indigestion, and if this is kept up sufficiently long, we are sent to the hospital and our business is turned over to our creditors.

¶ If we become excited and angry over the little affairs of the day, get into heated discussions and arguments on politics and religion, tell those who are attempting to assist us that we are not feeling well, then we are preparing for the 'toboggan slide.' If we are to become a power, if we are to dominate, if we are to really hold the reins, to take possession or to take advantage of conditions, then it is necessary for us to store up power, and power, mind you, is not stored up by discussing trivial affairs, by rehearsing disappointments and attending funerals.

¶ The world has had enough of the grouch. The trouble with business, and practically the only trouble with business to-day, is a lot of old-fashioned, old-fogy, out-worn notions which should have been discarded about fifty years ago—or, better still, which should have been lost on the morning the stars were set in the sky. There are just enough of these people in business to-day who start an occasional panic and create a feeling of uncertainty and uneasiness in the business field which gives the entire machinery of things a setback, from which it requires a year to recover.

¶ The principal things that each individual should cultivate more and more are kindness, the work habit, and, above all things else, **the Health Habit.** And just remember this one thing, nothing is so very bad after all. It all depends on the way we see it. If we are to insist on being miserable ourselves, let us retire to the hills and live in a cave or in the crater of an extinct volcano, or let us go where we will not come in contact with other people, where we will not be a burden to those who desire to be happy, to those who desire to do useful work. No man can conduct an intelligent conversation with 'a toothache.' No man can write clearly, lucidly and entertainingly on any subject after he has overeaten, oversmoked or overdrank.

¶ Once more, remember the Moral—we need to cultivate kindness, courtesy and temperance in all things, even if we believe in 'prohibition in none'; and remember also a good place for courtesy and kindness is in your business and among your business associates, as these assets can be and are used for business purposes.

Efficiency

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Making a Leader of Woven Wire Fencing

Are Merchants Inclined to Overlook Possibilities—Mail Order Firms do Large Business in This Line—Big Difference in Quality of Fencing—Are Retailers to Blame for Losing Business?

Written for Hardware and Metal by H. H. Moore

ARE hardware dealers inclined to overlook the possibilities of wire fence as a leader in merchandising? The question is suggested by the fact that large cash-with-order houses, are using it to advantage in building up a profitable long-distance trade with the customers of the local merchant.

Farmers everywhere are the recipients of much mail order advertising. At this time of year, they have more opportunity to read and consider it seriously than in the busy weeks of advanced spring. Bulk orders are suggested to them in so attractive form that they are inclined to overlook the home merchant, more particularly if the latter is just a little less aggressive than he should be. The result is the mail order house receives a cash order from the farmer who, for the time being, disregards his reasonable duty of giving the local merchant an opportunity to demonstrate what he can do with a hard cash proposition.

It may be, when the farmer makes a purchase in town he asks the merchant, for convenience sake to chalk it down, overlooking the fact that it costs money to carry accounts from week to week or month to month. He gives to the mail order house, which has no particular interest in his locality, the means of running his business in a most satisfactory manner, forgetting that every account on the dealer's books is in a sense a handicap. On the other hand, it would be unfair to say that the fault is altogether the farmer's if the local merchant does not get after the business.

Those who have given any serious attention to the matter will agree that it pays to make a leader of wire fence. It can be handled efficiently without the investment of a dollar if conditions necessitate it. By arrangement with the manufacturer the dealer who has no facilities for carrying an extensive stock has available a reliable source of supply that can be represented locally by sample, from which he can order with absolute confidence as to deliveries, quality, or guage. In fact one dealer declares that he knows of cases where mail order fence, sold as nine-guage, was nearer ten than nine, and for the purpose required was not giving satisfaction. He thus had an opportunity to emphasize with the mail order customers concerned, the importance of loyalty to the home dealer.

For example, a well-to-do farmer, requiring a certain amount of fencing, enters the local hardware store. The dealer has been doing some seasonable advertising, and is in a position to show the farmer, not a catalogue cut, but the real thing. If the purchase is made, and the dealer does not carry stock, he can immediately write, phone, or wire his manufacturer to ship to him at once the quantity of fence specified. He can undoubtedly make a cash proposition in the matter appear attractive to the farmer —more attractive all things considered, such as direct selection, prompt shipment and local responsiblity than is possible to the mail order house which is not dealing direct. At the same time the dealer has the farmer in his store at a time when the fence transaction may lead to the purchase of other articles. He is moreover strengthening the confidence of the farmer in local service as against long-distance dealing.

The mail order concern is, of course, an aggressive advertiser. It floods the country with circulars and catalogues until the local dealer, no matter what his line, must adopt means to counteract the influence thus created. It appears to be imperative at the same time, that the dealer should declare himself and his business to be a little larger than the opinion of the customer who comes to him for the petty requirements of an emergency business and makes him wait for the money while the nice fat orders are sent out of the locality accompanied by the cash.

Are you making a leader of wire fence?

DEATH OF J. B. LEARMONT.

The death occurred at Montreal on Thursday, March 12, of J. B. Learmont, of the firm of Caverhill, Learmont & Co., Montreal. Mr. Learmont underwent a severe operation at the General Hospital on Wednesday, and died the following day.

The late Mr. Learmont was 70 years of age.

THE HEALTHY STORE.

"His store is healthy, that is why I trade there," said my friend, the builder.

"Why do you use the word healthy?" I asked.

"Listen! Dirt is nothing but matter out of its proper place. Disease is nothing but dirt. A healthy body is clean, wholesome, radiant, active, intensely alive. Every fiber is of the right quality, and is in the right place. Every part does the work for which it was created. It is built to serve, to work efficiently, and it does.

"Now, let's look at that store of Henderson's. The outside is inviting. One would think that he had been trained in one of those high-grade candy stores where they sell bon-bons for two dollars a pound. He has somehow performed the miracle of making uneatable things look appetizing.

"Inside is order. There is a place for everything, and everything is in its place. The salesmen and the customers do not have to stumble over odds and ends. He has made the place like a home that radiates hospitality. Henderson is like the fellow who owns the Mission Inn out in California, and who puts cut flowers and baskets of fruit in the rooms of his guests every day. He makes the visitor feel welcome. When I go in there he makes me feel that he wants to serve me, but that he is not vitally interested in selling me things. There is a difference, you know."

There, you have it! You are interested in one thing—to sell your goods at a profit to the satisfaction of yourself and customer. Healthy, laughing, radiant folks attract friends, make them feel at home, fill them with comfort, and they, without your urging, buy your goods. You want them to buy your goods, therefore you make your store healthy, clean, orderly.

Ingersoll used to say that the time would come when people would see that health is just as catching as disease. Employ healthy clerks, treat them so that they will remain healthy, keep your store clean, wholesome, orderly, make friends of both clerks and customers, and you will find yourself blessed with all the business your are equipped to handle. —Plymouth Products.

Problems For Sheet Metal Workers

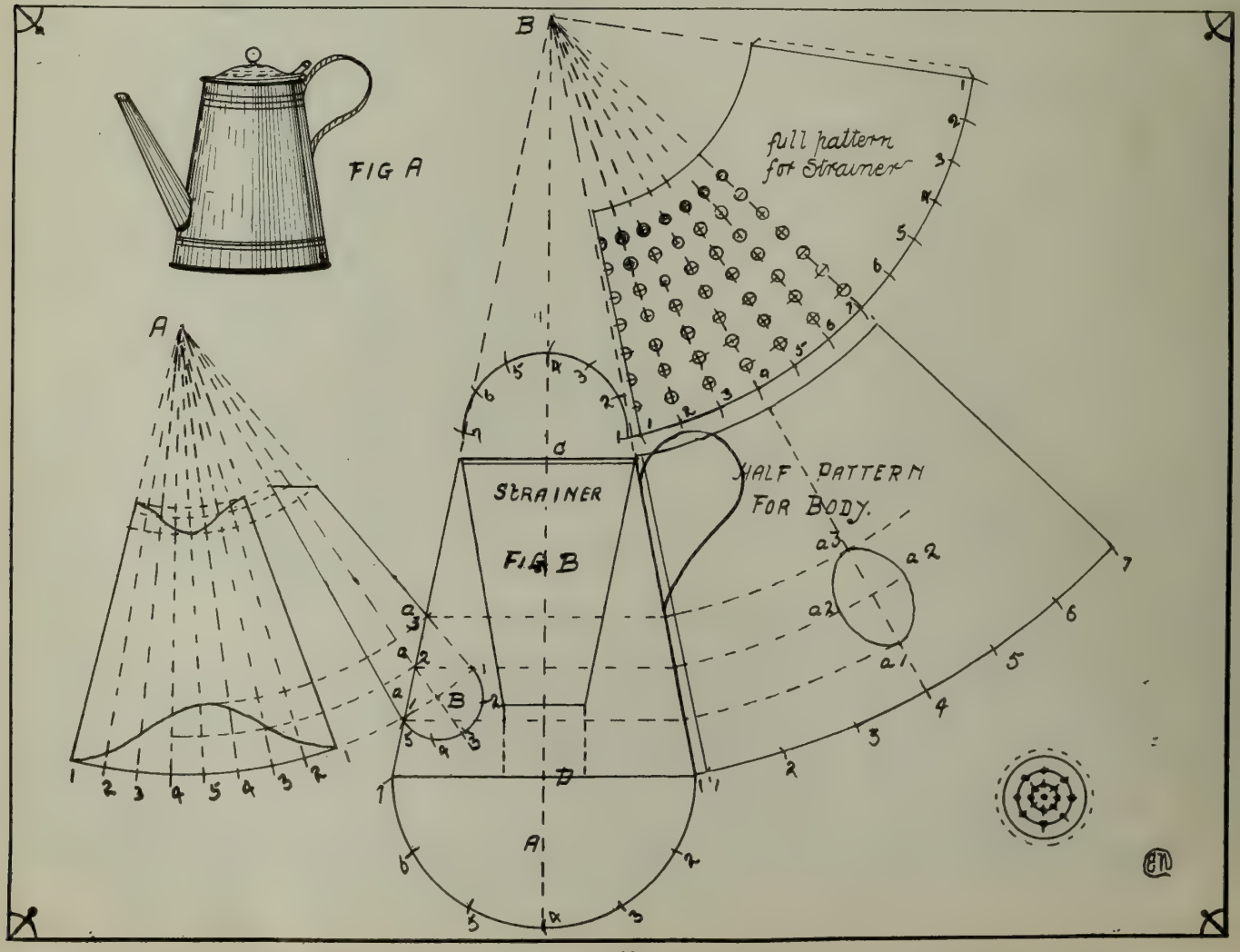
THE problem we intend to take up, as will be seen in Fig. A, is one showing how to develop the various patterns required in the make-up of a tea pot with loose strainer. It may, however be stated that we do not show how to make the lid, because there are so many shapes and often where tea pots are made up pressed lids are used, though a lid may be made by cutting a piece of material a little larger and raising it dome shaped with a raising hammer. The tea pots if made up of 14 oz. copper make a very serviceable piece of goods and are capable of withstanding a lot of hard usage. The strainer is a handy addition and with such an attachment, the tea leaves are not apt to prevent the tea from pouring out, as happens with the tea pot which has a strainer fastened in the spout.

We will first draw any vertical line A, then having determined the height and shape of tea pot intersect line A, as shown at CD. Then erect lines which are to give shape of tea pot until they intersect centre line A, making centre B, from which to develop the pattern for the tea pot body. The same rule is followed as is carried out in all vessels of a like shape, take compasses and place point at B, and draw arc for body about three times in length which the body is in diameter, then place compass at D and make half circle as shown, and measure off in equal parts. Transfer these measurements 1, 2, 3, 4, 5, 6, 7 to the arc as shown; this will give a half pattern, then allowance must be made for the seams. The handle is such a simple matter that we do not require to take up space with it. We will now draw the spout, this should be first drawn on to Fig. B, and by erecting the lines as shown a point will be developed A, then divide the bottom measurement of the spout into equal parts and draw centre line from A to B on spout, this being the centre.

Then using A as centre make various arcs as shown from a1, a2, a3. The arc at a1 requires to be three times in length that of the diameter of the spout at that point. Now using B as centre make an arc and divide same into equal portions, transferring these measurements to arc a1. Having done so, draw lines from centre A, down to 1, 2, 3, 4, 5, 4, 3, 2, 1. When this is done repeat the operation at the narrow portion o fthe spout, then it will be seen that these lines will intersect the arcs a1, a2, a3. Then draw the line shown which actually meets at stretchout figures 1, 3, 5, 3, 1. The same at smaller end of spout.

The hole in the body which is required for the spout has now to be cut. This is done by first drawing lines across the elevation of body from a1, a2, a3, and then describing arcs on the pattern of the body to the centre of the pattern. This being only the half pattern we have shown it there, but this hole should be shown in centre so as to have the seam at the back of the tea pot under where the handle is attached. This hole should be cut a shade larger so that the spout may be a tight fit and then peaned over.

We will now pass on to the strainer. This is really developed and may be cut from the same piece of material as the body of the tea pot, the same arcs being drawn, using B as centre, then use the stretchout measurements as divisional lines, drawing several arcs according to the amount of perforations.



Include Interest on Investment in Overhead

Many Owners of Their Buildings Do Not Make Provision for This in Expenses—Why It Should Be There—Example of Successful Manufacturer—An Incomplete Statement.

By Henry Johnson, Jr.

It looks as if this letter might eventually become interesting:—

Hardware and Metal, Toronto, Ont.

Dear Sirs,—Don't know to whom to address this but expect it will fall into the right hands. Took over this store July 1st, 1913, and doing about $40,000 per year (at that rate). Have $2,000 out on good accounts. My expenses are about $85 per week; get very good prices but don't seem to be able to pay bills the way I should. Please give a little advice, for which I am willing to pay.

Was located at ———— ————, before in a small store; did about $14,000 a year and made money every day.

Thanking you in advance,

Very truly yours,

————— ————

But the writer thereof must give me further details to work with. Certain zoological sharks are said to be able to rebuild an entire skeleton if they are given a single spinal vertebra; but I cannot do that, though I have been able to dig some interesting facts from very few figures and meagre details.

So I must ask this gentleman to tell me what he put into the store; what average amount of cash he has on hand; what he thinks he makes on an average in margin; and complete details of his expense account, including everything—such as his own drawing account, or allowance for household expenses, etc. Then I may be able to help him. There will be no charge for the service—it is a matter of mutual helpfulness. He will aid us as much as we can possibly help him.

* * *

Fixed Charges or Overhead.

Some months ago, quoting from a pamphlet issued by an iron and steel making concern, I enlarged on the sound busines policy of charging our own business with interest on its capital investment. So many have questioned the propriety of doing this that I am going to quote again, since the reasoning in that pamphlet seems to me particularly convincing and conclusive. The case is taken of a man who borrows $10,000 with which to go into business, because he has plenty of money but it is invested where he does not wish to disturb it.

He borrows at 5 per cent., therefore pays $500 annual interest and (properly) charges that $500 into expense, or "overhead." After five years he is enabled to pay off the debt and thereafter have $10,000 paid-up capital invested in the business. So I quote:

"Five per cent. on $10,000 was considered a proper overhead charge five years ago; why is it not proper now?

"Five years ago the business was required to earn 5 per cent. in order to pay interest and (we will assume) 20 per cent. to pay on the principal. Then you based your selling price on cost of raw material, productive labor and overhead, which last included $500 interest. Why should you to-day reduce your selling price and profit simply because you are furnishing the capital instead of your creditor?

"Are you not just as much entitled to demand $500 interest to-day from the business as your creditor was five years ago?"

All of which seems so conclusive to me that I cannot improve it. I have charged interest on my capital investment every year before I have figured any net profit at all.

Division of Expense.

What does it cost us to sell goods? The old, long-established English rule is that we shall pay from 6 per cent. to 7½ per cent.—never more than 7½ per cent.—for our wages; but I know of no rule for selling expense.

Recently I had occasion to figure what a certain clerk was costing me as a salesman. Dividing his salary by his sales over a period of five weeks I found that he was costing me 3¼ per cent.; but that man's time was not all taken up in selling. Probably not half the time could be so charged. This because he was window dresser, took care of the cracker department, buying all the supplies, and planned and executed a lot of the interior displays. I calculated that the actual selling time did not cost me more than 1¾ per cent. to 2 per cent.

To what account, then, should the remainder of his wages be charged? Plainly, to general expense, or overhead.

In the manufacturing business, work done by a man in turning raw material into finished products is called "productive labor," and, as such, is charged into cost of the various jobs. Other work, such as a foreman superintending a job, goes into overhead. Probably a similar practice would be good in our business. We might properly analyze our expenses so that, as in the case of the clerk mentioned, actual selling time should be charged to wages and the remainder to overhead; because selling is productive and other work is certainly general in its character.

Items of Overhead.

The following is given as a list of overhead charges; and I think it will fit our business, so far as it goes, just as well as it fits the manufacturing business:

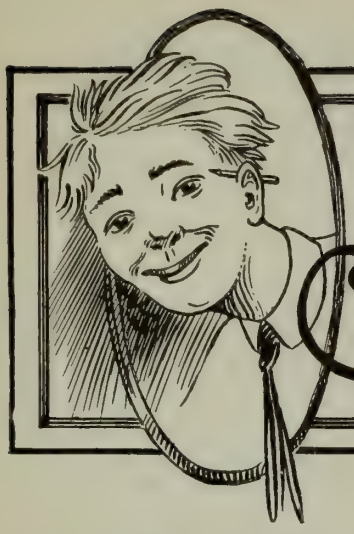
1. Stationery.
2. Postage.
3 Telegraph.
4. Telephone.
5. Insurance.
6. Advertising.
7. Fuel.
8. Light and Heat.
9. Traveling Expenses.
10. Taxes.
11. Power.
12. Rent.
13. Repairs.
14. Depreciation.
15. Salaries of employees not engaged in productive labor.
16. Claims allowed.
17. Bad debts.
18. Attorneys and collection fees.
19. Salaries of principals.
20. Interest on borrowed money.
21. Interest on investment.

One more quotation will probably give us enough to think of this week.

"19. An individual, a partner or officer of a corporation, should consider his services worth a fair salary and not feel content with simply his share of the earnings of the business. Therefore, it is necessary and right that fair salaries for prinicipals should be considered in overhead."

Examples for Guidance.

In looking around for guide posts to show us the right way, we should choose the sayings of those who have made a success of their undertakings. The concern from whose pamphlet I quote is conspicuously successful in a fiercely competitive field. So it seems to me that details drawn from its long experience should merit our closest attention. That is why I give those details the space I have here assigned to them.



THE JUNIOR CLERK'S PAGE

HOW DOES YOUR PERSONAL BALANCE SHEET STAND?

Written for Canadian Grocer by C. J. Morris

"Why can't I get on? Look at So-and-So; see what a soft job he's got; just supervises such-and-such a department."

This or a similar complaint is not infrequently heard from the grocery clerk.

"He supervises." But that's the point. Do you know enough to supervise? What are you doing to widen your possibility of usefulness? A man should first set himself to master his own work—that is essential. Then he should set himself to master the work of the man above him. This must be done unobtrusively and tactfully, without creating a suspicion that one is after another man's job.

You do not want to force yourself into the place of any man who is doing his work properly. What you do want is to acquire a full knowledge of the business in which you find yourself, and this you are fully entitled to do.

Can you say honestly that you are studying your business in all its branches? Have you read everything that has been written about it? Have you followed the careers of the men who have got on in it, and are at the top of the tree? Do you know where the things you are handling come from? Do you read your trade paper regularly?

Let us say you are serving out bacon, butter and cheese from Monday morning until Saturday night. What do you know about these goods beyond the weight you give and the price you sell at? Do you know their wholesale prices, and how much profit you are making for your employer?

You may say, "That's not my business; I'm here to sell the goods and I'm a good salesman." If you say this you will remain a salesman—you will never become a manager. How do you think you will ever be able to conduct a business of your own if your interest and knowledge do not extend beyond the work you are doing? Have you ever sat down and tried to make out a trading account of your employer's business, or, at least, of that department in which you are engaged? Have you watched the prices charged by other merchants, and have you considered the reasons for any difference in price you may have noticed? Have you ever noticed whether the sales of any particular article are dropping off or increasing, and have you found out the reason for this? Have you ever made any suggestion to your employer which would increase sales or which would save expense in any way?

If you have done none of these things, just think it over and see how much you have to learn.

Then, again, if you want to get on you must get into the habit of regarding your own self and your own personal affairs as a business concern. Everything can be brought down to a trading account and a balance sheet.

Shall I order two new suits? Credit side—They may help me to get promotion. If I am a traveling salesman my smart appearance may bring me more orders. Debit side—Cost of suits. What you spend wisely on yourself is capital put into the business. What you learn is machinery bought and paid for. Your knowledge and what you have spent on yourself must produce revenue. It is for you to see that you get a balance on the right side. No one will come along to make up any deficit. If your balance sheet shows a loss, you must set to work to make both sides meet and eventually show a favorable balance.

DO YOU READ THE TRADE PAPERS?

The majority of dealers read the trade papers—that is, those papers that refer to his lines of business—because he realizes that the time is well spent, as there are always some new ideas worth having and lots of hints that help him keep up to date and alert to adopt suggestions in reaching out for business.

We sometimes wonder, however, if the boss realizes what a good thing it would be to make sure that his clerks read them as well.—Enterprise News.

REMARKS OF THE JUNIOR CLERK

There are no more to-morrows on the calendar of the chap who does things.

* * *

When a man places his bubble of greatness on exhibition there is always somebody who wants to stick a pin in it.

* * *

If you are too lazy to open the door when fortune rings the bell don't expect her to go to the back door and knock.

* * *

Some men are always getting busy, but they don't keep busy.

VALUE OF ONE ISSUE.

Carlyle, Sask., Feb. 18, 1914.

The MacLean Publishing Co.,
Toronto, Ont.

Dear Sirs.—As I have disposed of my business here kindly cancel my subscription to Hardware and Metal. I may say that if I should start in business again, I will certainly not be without Hardware and Metal, as there is sometimes information in a single issue worth many times over the subscription price for the year.

Yours truly,
J. F. McRae.

A man cannot have practical experience in all the lines he is selling perhaps, but he can take advantage of every opportunity to gain experience, and where he fails to get experience he can get knowledge. Nothing will be of greater help right here than the trade papers.

New Goods Offered Canadian Hardwaremen

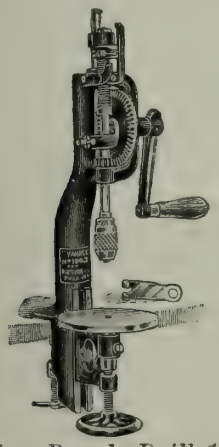
NEW YANKEE TOOLS.

North Bros., Mfg. Co., Philadelphia, Pa., are offering the trade three new tools which have recently been produced.

The Yankee Bench Drill No. 1003, is made with one speed only (geared 49 to 14) and one turn of the crank gives 3½ revolutions to spindle. The spindle is steel ⅜ inch diameter. All gears have teeth of extra strength and are cut from solid, to run smoothly and accurately, the pinion being of steel. A small lever on arm to left of spindle locks spindle fast to open and close chuck.

The chuck is of steel 1¾ inches long, 1 inch diameter polished and nickel plated, has three jaws of tool steel, hardened and holds round shank, drills up to ¼ inch diameter inclusive. The traverse of spindle (automatic feed) is 1½ inches. The ratchet feeds automatically all drills from No. 54 to ¼ inch. Provision is made by a bracket with arms to throw off ratchet feed at extreme up or down movement, to prevent parts being jammed. The feed screw is of steel, has V thread and fitted with ball-bearing at lower end. All steel parts subject to wear are hardened. The frame is finished in dead black color.

Yankee Bench Drill No. 1005. This is made with two speeds and quickly changed from one to the other by simply moving the shifter on spindle to top notch (S) for slow, or bottom notch (F)



Yankee Bench Drill 1003.

for fast speed. When the shifter is placed in centre notch the spindle is locked fast, to open or close chuck. On the fast speed (geared 64 to 18) one revolution of crank gives 3½ to spindle and on slow speed (geared 14 to 14) one revolution of crank gives 1 to spindle. The spindle is 9-16 in. diameter, of steel; all gears have teeth of extra strength and are cut from solid to run smoothly and accurately, the pinion of slow speed being of steel. The chuck is of steel 2¾



Yankee Bench Drill 1005.

in. long, 1 9-16 in. diameter, polished and nickel plated, has three jaws of tool steel, hardened and holds round shank drills up to ½ in. diameter inclusive. The traverse of spindle (automatic feed) is 2 in. The friction feed brings drill to and from work quickly and ratchet feeds automatically all drills from No. 45 up to ½ in. without risk of breaking. Provision is made by bracket with arms to throw off ratchet feed at extreme up or down movement, to prevent parts being jammed. The feed screw is of steel, has square thread to insure durability, and fitted with ball bearing at lower end. All steel parts subject to wear are hardened. The crank is 6 in. between centres.

The bracket at base of column has a vertical adjustment of 5 in., the slide being 9¼ in. and bracket 4¼ in. long. The table on bracket has an independent movement of 1¾ in. by means of a 4½ in. hand wheel and screw, and can be used for feeding in emergencies, in addition to automatic feed. The table is 6¾ in. diameter, its centre 3½ in. from fall of slide. The lower end of bracket slide on column is 6 in. below base resting on bench; from bench the top of column is 18 in., and from there to top of guide is 4 in. Total height of drill above bench is 22 in., below 6 in., making extreme height of drill 28 in. The distance from end of base on bench to front of table is 13½ in. With table bracket flush with end of column, table all the way down and spindle up, the distance between table and end of chuck is 7½ in., quite a large capacity for a drill of this kind.

NEW HACK SAW BLADE.

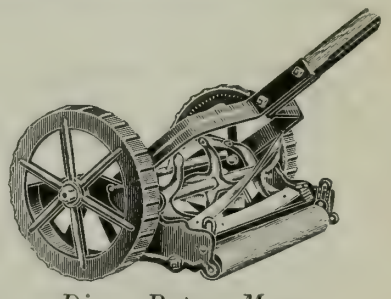
A new hard-edge flexible hack saw blade is being put on the market by Simonds Canada Saw Company of Montreal, Que. The chief feature claimed for this blade is that it will do the cutting work of the regular hard blade, and in addition is so flexible that it can be bent a great many times without breaking, thus eliminating a large percentage of the breakage which confronts every user of hack saw blades. The Simonds hard-edge flexible blade is made in the standard lengths and numbers of teeth per inch.

DIXON ROTARY MOWER.

The Clipper Lawn Mower Co., Dixon, Ill., are offering the trade the Dixon Rotary Lawn Mower here illustrated.

The special features claimed for this mower are: the floating bed knife bar, which is swivelled on the tie rod that ties the back end of the mower securely together, and, with the other tie rod at the front, makes a very rigid frame.

At each back corner of the bed knife is a compression spring. These springs press the cutting edge of the bed knife up against the reel or revolving knife, always adjusting itself. The Dixon is



Dixon Rotary Mower.

made with a thrust ball-bearing. The knives are of crucible steel, the lower bed knife being of crucible lip steel. It is claimed that this mower will cut heavy grass without raising the handle and without raising up behind and choking.

Current News of the Hardware Trade

Business Changes.

Bradford, Ont.—Moore Bros. have sold their hardware business to Fraser Bros.

Churchbridge, Sask.—G. S. Breidfjord has discontinued his general store and hardware business.

Halbrite, Sask.—The Halbrite Sheet Tank Co., manufacturers have been succeeded by the Freeland Sheet Tank Co.

Ontario Incorporations.

Frontenac Mica Co., Sydenham, Ont., capitalized at $50,000.

The Whitten Co., Ltd., Bracebridge, Ont., capitalized at $30,000.

The Ontario Rubber & Tire Co., Ltd., head office, Welland, Ont., capital, $750,000.

F. W. Jeffrey & Sons, Ltd., Midland, Ont., capitalized at $50,000, hardware, steamfitters, etc.

The Stoness Anglin Gilbert Mica Mining Co., Ltd., Kingston, Ont., capitalized at $90,000.

Eureka Rubber and Tire Co., Toronto, capitalized at $40,000, to manufacture rubber sundries and accessories.

Drayton, Mills, Ltd., head office, Drayton, Ont., capitalized at $50,000, to manufacture and deal in woodenware, etc.

Canadian Union Metal, Ltd., capitalized at $40,000, head office, Galt, Ont., to manufacture and deal in metal porch columns, trimmings, etc.

New Firm for Guelph.

Guelph, Ont.—The Canadian Metal Products, Ltd., has purchased the buildings and machinery of the Standard Fitting & Valve Co. The new firm of which W. B. Henman, formerly of Cleveland, Ohio, is president, will manufacture high carbon steel structural tubing.

Sold Western Business.

It is reported that the Sarnia Fence Co., Sarnia, Ont., has agreed to turn over its entire Western business to the Grain Growers' Association.

Death of W. W. Janney.

The death occurred at Galt on Mar. 7, of W. W. Janney, who was associated with the Shurley, Dietrich Co. saw works since its inception. The deceased was for many years general superintendent of the factory and latterly became a member of the firm.

Death of Jas. M. McKay.

Harriston, Ont.—The death occurred here recently of James M. McKay, who for 35 years was associated with McColl Bros. & Co., oil dealers, Toronto, first in the capacity of traveler in Western Ontario, and latterly in charge of the company's plant at Harriston. He was a former mayor of the town and also had interests in several of the town's industries.

Caught by Wire.

Brantford, Ont.—John Schultz, of Schultz Bros., had a narrow escape from death when driving his automobile. A gang of electric light linemen had strung a wire across the street, and Mr. Schultz was unable to stop his auto before reaching the slack wire. He suffered concussion of the brain, and the muscles of his neck were severely strained.

Consolidation of Hardware Firms.

A transaction of interest to the trade is just announced, in the consolidation of the Wrought Steel Butt Hinge and Builders' Hardware Departments of the Acme Steel Goods Co., of Chicago and the line of Shelf and Builders' Hardware manufactured by the Watrous Mfg. Co. of Des Moines, Ia. The combined line will be manufactured and marketed by the Watrous-Acme Mfg. Co., which will maintain plants in Des Moines and Chicago, with general offices at Des Moines. A Chicago sales office has been established at 180 North Dearborn St., and butt and hinge orders will be handled there as heretofore.

Western Notes.

J. W. Peart, of Peart Bros. Hardware Co., Regina, was in Winnipeg last week calling on the trade.

H. Conley, sporting goods buyer of the Ashdown Hardware Co., has returned from a trip East.

R. A. Dickie, of Dickie & Anger, Govan, Sask., and R. L. Mitchell, Ninga, Man., were in Winnipeg last week.

William Chambers, of Hamiota, Man., called at Winnipeg last week, accompanied by Mrs. Chambers, on his way East.

The spring convention of the Miller-Morse Hardware Co. salesmen will be held during the first week of April at the head office, Winnipeg.

George D. McCosh, of the Brock Hardware, Brock, Sask., called at Winnipeg last week on his way from the East. Mr. McCosh is Mayor of Brock.

F. S. Lamson, manager of the Ashdown Hardware Co.'s heating and plumbing department, has returned from a business trip South.

Regina is taking up the paint-up, clean-up campaign. Harry Graves, of the Regina Trading Co., is chiefly instrumental in getting the campaign started.

H. Flowers, who has been representing the Marshall Wells Co., Winnipeg, in the cities of Saskatchewan, has been appointed manager of the Somerville Hardware Co., Edmonton.

Industrial Notes.

Ingersoll, Ont.—It is reported that Wilson & Short, Detroit, will purchase the Standish Mfg. Co. plant and install equipment for manufacturing automobile specialties.

Winnipeg, Man.—A site has been purchased at St. Boniface by the Wm. Galloway Co., who contemplate the erection of a plant to manufacture agricultural implements.

Windsor, Ont.—Ratepayers recently voted favorably on three industrial by-laws. Two of the firms benefited will be the Ideal Concrete Machine Co., and the Dowsley Spring and Axle Co.

Personals.

A. Pall, Fort William, was a business visitor in Toronto this week.

Jas. Dandy, Streetsville, was a business visitor in Toronto this week.

Mr. Edwards, Sales Manager, Brandram-Henderson, Montreal, is now on a business trip to Winnipeg.

A. M. Marshall, National Sewing Machine Co., Bellevidere, Ill., was calling on the local trade last week.

E. A. Loomis, Turner Seymoure Mfg. Co., Torrington, Conn., was calling on the Montreal hardware trade during the week.

H. E. Johnson, Toronto, representing Hupfeld, Ludeking Co., Montreal, has started on a trip to Winnipeg and the coast.

Mr. Pratt, President of the Pratt Manufacturing Company, Coldwater, Michigan, has been a visitor to Montreal this week.

Frank Conroy, of Mathews and McLean, of Souris, P.E.I., who has been in the hardware business for the past 35 years, recently called on the Montreal hardware trade, before departing for home. His visit was certainly appreciated by the trade here in particular, as he had just come from the Royal Victoria Hospital of this city, where he had undergone a surgical operation. His many friends in the trade all wish him a speedy recovery and hope that he will be able to take up his work again with renewed vigor.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Business in hardware lines has picked up considerably since the first of the month. In the metal markets no change has taken place and quotations remain stationary, but firm in most cases.

New quotations in binder twine have been issued.

Carriage and machine bolts have declined in price at Toronto.

Paint markets are firm. Gasoline and coal oil are slightly lower at Toronto. Spring orders are being shipped in large numbers and a much better feeling exists in trade circles.

MONTREAL, Mar. 11.—There is a must better feeling in the market this week and shipments are quite heavy to outside points. Country merchants seem to be ordering general hardware in quantities and it appears that they want them shipped in before the roads begin to break up as the amount of business which is passing at the present time is considered very good for this time of the year.

It is the general opinion of many jobbers here that the people in the country are getting outside more now that the weather has turned milder, as the orders being received would lead them to believe that the stocks in the country are getting low.

As to collections: There is not much change from one week ago and as stated then, the east is showing no serious effect from the tightness of money, as accounts are being met pretty well. There are, of course, some dealers who have been obliged to extend credit to customers who never asked for such accommodation before, but this is only considered to be temporary embarrassment and the assistance given will no doubt patch matters up.

Roofing.

There is a great deal of roofing being shipped to all parts of the country at present. All jobbers are sending out shipments daily and the volume of business in this line is large. All country dealers are ordering in quantities. It looks to be a big year in this line.

Refrigerators.

During the week there has been a very noticeable movement in refrigerators, and they are being shipped to all centres. It is the opinion of the trade here that country dealers want to get these in before the roads break up.

Enamelware.

The business at present is rather dull and shipments are conspicuous by their absence. It must be said though, that the demand kept up pretty well during the winter and it is only during the past week or so that there has been any great dropping off.

Brushes.

There is a general increase in the demand of all lines and dealers throughout the country seem to realize that present conditions warrant an increase in the prices now quoted. As explained last week most of the United States manufacturers have advanced their quotation this year and it would not be at all surprising to see the Canadian houses follow along the same lines. The conditions in Mexico are such that the market for rice root is very firm and until that eases off to some extent there does not appear to be much chance of any great change. At present the Mexican outlook does not favor any immediate change in this condition.

Builders' Hardware.

There is a better movement in these lines at present which is thought to be the result of the country merchants from whom most of the orders are being received wishing to get their supplies in before the roads break up. There is very little business coming from the city dealers in this branch of the business.

Dustless Mops.

That the dustless mop has come to stay is almost a certainty, as the demand has once more revived and is quite heavy. Of course, there would naturally be a demand at this time for such lines in view of the fact that retailers are getting in shape for the spring house-cleaning trade, but the orders which are being received at present would lead one to believe that the retail trade are not only looking forward to this business, but are also stocking up for further demands.

Spring Deliveries Moving.

There has been a general movement in the lines which make up the usual spring orders. This is due to the milder weather as the trade seem anxious to get these in before there is any change in the condition of the roads which are good at present.

Driving Tools and Chain.

The movement in these lines is getting heavier each week and apparently the lumber magnates are getting in line for the driving season which will soon open up. The lines most called for are chains, boot calks, cant hooks, etc.

Sugaring Season Approaching.

It seems that those who are interested in the maple industry are preparing for the sugaring season which starts in in about ten days or two weeks. The lines most called for are sap spouts, bits and pails.

The following 1914 quotations have just been issued on binder twine:—

650 ft.twine	13½c lb.
600 ft. twine	11c lb.
550 ft. twine	9¾c lb.
500 ft.twine	9¼c lb.

⅛c per lb. allowance on 5 tons and over.

¼c lb. allowance on 10 tons and over.

Delivery allowed on 300 lbs. and over.

In comparing these quotations with those of last year it will be seen that 650 ft. twine is 1 cent per lb. higher; 600 ft. twine remains the same; 500 and 550 ft. twine are ¼ cent per pound less. It is claimed that the advance of one cent per pound on 650 ft. twine has been caused by the exceedingly high price and scarcity of manila fibre of sufficent length and quality for making the 650 ft. twine.

Metal Markets Show No Change.

In the metal market for the week there does not seem to be much to report as business is much the same as in former weeks although there are some dealers who report a better demand all round.

Tin.

The price quoted this week by local dealers for quantity lots is 40.50 per 100 pounds. The market is not rushed and the business now passing is thought to be quite seasonable.

In the London market to-day the quotation is given as £173.10 for spots while futures are quoted at £175.7.6. The market is reported easy at these figures. New York is quoting the same as one week ago, namely, $38.00 and $38.20 for wholesale and small lots respectively.

Spelter.

The local quotation of 6.25 per hundred has not changed from last week as the conditions are unchanged.

London quotes £21.10, which is an advance from last week of 2s. 6d., while the New York quotation of $5.17½ is 12½ cents under that of one week ago.

Lead.

There is a steady feeling on the local market this week and the quotation given last week of $5.40 still stands. London is quoting £20. or an advance of 2s. 6d. over one wee kago, while the New York price of $3.87½ is the same as that quoted one week ago.

Copper.

Locally there has been no change from one week ago and the price, $16.75, given then, is still quoted.

The London quotation is a little under that of one week ago and is given as £63.15 for spots while 64.5 is quoted for futures. The New York quotation is also down 25 cents and is given as $14.50.

Antimony.

The local quotation this week is under that of one week ago by 75 cents and is given as $9.00 per 100. The market is weak at this figure.

Iron.

There has been no change in the local quotation for domestic iron and it is given as $19.00 again this week.

The London market, however, has gone up a few points and is given this week as £20.10.7.

Gas Stoves Beginning to Move.

There is a little brighter market to report this week, although conditions are yet rather dull. Gas stoves have started to move although the volume of business is not yet great. This business will start in another couple of weeks in real earnest. There is nothing else to report in the market.

TORONTO.

TORONTO, Mar. 12.—Since the first of the month there has been a big improvement in business with the hardware jobbers. The improvement is noticed principally on account of the many shipments of booked orders that are being sent out. It is expected that from now on there will be a steady improvement in business, and that the real quiet season is over.

The Metal Markets.

Business in the metal markets is not any too brisk at the present time, although conditions are sound and gradual improvement is looked for. Buyers are still cautious, and buying is of a hand-to-mouth variety.

Quotations are unchanged from last week. Lead continues firm, and it is not expected that there will be a decline until after the Mexican troubles have been settled.

During the past week some members of the House of Commons have been urging that a bounty is needed to revive the steel industry of Canada. One member proposed a bounty equivalent to one dollar a ton upon pig iron smelted from Canadian ore. He pointed out that there were vast deposits of low-grade ores in Canada which required an expenditure of from 65c. to $1.10 per ton to bring them up to the efficiency of the higher grades of ore which abounded in the United States.

Other speakers spoke about the necessity of greater encouragement to the steel and iron industry in Canada.

Finance Minister White pointed out that bounties had been paid upon pig iron produced from Canadian ore from 1883 to 1911, and yet last year only about 300,000 tons of Canadian ore had been produced, valued at about $600,000. The Canadian ores were low-grade and refractory, and, as has been stated, it required from 65 cents to $1.50 per ton more for treatment than in the case of American ores. Unless, therefore, some improved processes were resorted to for smelting low-grade ores, the proposed bounty would have to be paid indefinitely. He was in hopes, however, that some improved processes now in use would soon greatly improve the value of the Canadian ores. Our production of pig iron and steel had increased enormously, but our output of iron ore scarcely at all.

The minister said he would carefully consider the suggestions made, both as to increasing the duties on pig iron and as to granting a bounty upon iron smelted from Canadian ore. There was some demand for a higher duty upon pig iron. The duty at present was $2.50 per ton. He would not venture to say whether this was too high or too low, but if it was increased, say, $1 per ton, that would mean a 7 per cent. increase upon their raw material for the manufacturers of agricultural implements, the automobile manufacturers, and many other manufacturers. It was difficult, said he, to change the duty on a basic raw material like pig iron without a general revision of the tariff.

Decline in Carriage Bolt Quotations.

Carriage bolts are being quoted 10 per cent. lower than last week. Carriage bolts ⅜ in. diameter and under are now quoted at 65-10-10 per cent. Carriage bolts 7-16 and under are now quoted at 52½-12½-10 per cent.

New Quotations on Twine.

1914 quotations on binder twine have been issued, and appear in the accompanying panel. No change has taken place in rope quotations, but developments are expected.

Wood Screws.

Wood screws are in fair demand, especially flat and round head bright, the two lines in which there has been a

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c	lb.
Brazing Metal	26c	lb.
Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	27½ to 29½c	lb.
Wiping Solder	25 to 27c	lb.
½ and ½ solder	25 to 27c	lb.
Pattern Aluminum	23 to 24c	lb.
Ingot Aluminum 99% pure	19 to 20c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	15¾ to 17¼c	lb.
Tin	41 to 43c	lb.
Lead	$5.65 to $5.85	
Tinkers' Bar Solder	28 to 29c	lb.

recent reduction of 10 per cent. Present quotations are as follows:—

Flat head, bright, 85-10-7½-10-10 per cent. off list; oval head, bright, 80-10-7½-10-10 per cent. off list; round head, bright, 80-10-7½-10-10 per cent. off list; flat head, brass, 75-10-7½-10 per cent. off list; oval head, brass, 70-10-7½-10 per cent. off list; round head, brass, 70-10-7½-10 per cent. off list; flat head, bronze, 70-10-7½-10 per cent. off list; oval head, bronze, 65-10-7½-10 per cent. off list; round head, bronze, 65-10-7½-10 per cent. off list. F.O.B. Hamilton, Toronto, and Montreal, with freight equalized thereon. Terms:—2 per cent. cash 30 days, strictly from date of shipment, or 90 days net approved credit.

Nails and Wire.

With the breaking up of winter and the more active commencement of spring building operations, the demand for nails is becoming more pronounced. Toronto quotations are still 2.15 base. No change has taken place in quotations on wire.

Booked orders of poultry netting are now being shipped. Booking in this line has been very heavy for spring delivery. Quotations are shown in current market quotations.

Stoves and Furnaces.

Business in the stove line is fair. As far as oil cook stoves are concerned, business is booming, as spring orders are now being filled. Thousands of oil cook stoves were disposed of by retail hardwaremen last season, and it is expected that the record for sales will be broken this year. There is a more pronounced demand for gas ranges and plates, and within a few weeks there will be an active demand for these lines.

Brass Goods, Fittings, Etc.

Manufacturers of brass fittings, etc., report that the volume of business passing is very satisfactory, and that the outlook for future is good. No price changes have taken place.

The Building Trade.

With the near approach of spring and the breaking up of winter, the outlook in the building trade is brighter. Quite a number of new buildings are now under way, and as the season advances there will no doubt be a steady improvement.

Cement, Etc.

The demand for cement is rapidly increasing, and with the breaking up of winter is becoming more pronounced. Toronto quotations are as follows:—Portland cement, $1.55 per barrel f.o.b. cars, and $1.63 per barrel in car lots delivered.

Less than car lots the quotation is $1.85 per barrel delivered.

WINNIPEG.

WINNIPEG, Mar. 7.—Business has picked up wonderfully during the week-end. Wholesalers who usually have a holiday on Saturday, were working the whole day, owing to an inrush of orders from the West for spring good. Wire nails are enjoying a brisk demand, indicating that the farmers are thinking of fencing and repair work outside. Dealers have been checking their stocks and have found them low, hence the inrush of orders.

There has been a very active demand for blue-stone and formaldehyde, wire fencing, bolts, and all that goes with the spring trade. There has been a good sale of horse clippers. Jobbers realize that country dealers are inclined to hold their stocks down, and are not overloading.

Paints, Etc.

Things are brightening up in the paint trade out West. Considerable sorting business is coming in, and dealers are getting anxious for their spring goods. A bigger interest is being taken in paints than ever before, and hundreds of dealers are writing to manufacturers and jobbers for literature on how to push their paints, for color schemes, and quite a number are having special paint stationery printed. Considerable interest is being taken in the "paint-up, clean-up" campaign being organized, and Regina is one of the cities that have already got it under way. This when properly organized, should result in a much larger business.

Putty.

For some time there has been considerable cutting going on in the West in the price of putty. This has now disappeared and quotations are as follows:

	Per cwt.
Putty, in barrels, bladders	$3 10
Putty, in 100-lb. drums, bulk	3 10
Putty, in 50-lb. drums, bulk	3 20
Putty, in 25-lb. drums, bulk	3 20
Putty, in 12½-lb. tins	3 60
Putty, in 10-lb. tins	3 60
Putty, in 5-lb. tins	3 60

Turpentine.

The price of turpentine in Savanah, Ga., market has been fluctuating recently. There would be an advance one day, which would be lost the next, and the price in Winnipeg remains the same at 80c. per bbl.

Linseed Oil may be expected to advance before long. Prices of white lead will be fairly solid for the next three months.

CONFIDENCE IN THE STOVE TRADE.

F. W. King, manager of the Copp Stove Co., Fort William, Ont., who do a business extending from Sudbury, Ont., to the Pacific Coast, during an interview with the Western editor of Hardware and Metal last week, expressed his confidence that the stove and furnace business during the coming year in Western Canada would revive. He stated that business during the first part of last year was exceptionally good, but that in the latter half it was very poor. Hardwaremen in the West are still holding on to their dollars fearing to launch out, but Mr. King believes now that seeding has commenced, and prospects for a good crop are assured, that orders will shortly be placed. He drew attention to the fact that most manufacturers of stoves and furnaces had large stocks on their hands which must be sold before manufacturing on a large scale can be started again.

AN ADVENTURESOME TRIP.

Creelman McArthur, vice-president and managing director of Brace McKay & Co., Summerside, P.E.I., attended the recent Ottawa Exhibition and Convention, accompanied by the firm's buyer, Mr. Forbes. Mr. McArthur was greatly impressed with the way the Exhibition and Convention was conducted. Several difficulties were encountered in getting to Ottawa, and the trip was not devoid of many exciting features. Mr. McArthur described the trip as follows:

"Left Summerside, P.E.I., Wednesday, February 11th. Went on board S.S. 'Minto' same night. Left Georgetown for Pictou Thursday, 7 a.m. Arrived Pictou following Sunday, 2.30 a.m., after having been in the ice on board S.S. 'Minto' till Saturday, 9 p.m., when S.S. 'Earl Grey' came and took us off the S.S. 'Minto.' After having been released from ice, followed 'Earl Grey,' and when the latter struck heavy ice the S.S. 'Minto' came on her, striking a glancing blow, which caused quite a commotion on board, and not a little damage. Twenty below zero, and several of the crew of S.S. 'Minto' got frost-bitten trying to get ship clear. Second day was milder, and we enjoyed a good skate in the Straits. Saturday night, finding it impossible to reach Pictou with boat docked in the ice, and shortly afterwards a terrific storm arose and lasted till midnight, when both boats again attempted to make Pictou, the 'Earl Grey' docking at 2.30 and the 'Minto' at 4 a.m. Hotels full at Pictou. Got team, drove and walked to New Glasgow. Special train took us to Pictou, where we made connection for St. John, N.B. Between Scotstown and Bury, on C.P.R., two freight trains collided, and we were delayed some hours, finally driving to Bury, and eventually reaching Montreal and Ottawa, arriving latter city 1 a.m. Wednesday, 18th. Were royally entertained by fellow-hardwaremen. Although our trip was rather adventuresome, it was worth while going through to be present at Ottawa.

Methods of Retailing Paints and Varnishes

Push Paint Sundries During Spring

Paint Specialties or Sundries Yield Splendid Profits—An Easy Line to Sell if Shown or Demonstrated—Window Displays Will Also Sell Special Goods.

WITHIN the next two weeks the house-cleaning campaign will be on in full swing. With the arrival of spring there comes a demand for many of the lines carried in the paint department. Customers will visit the store and ask for many of the lines that are usually called for during the house-cleaning season. Business will be brisk and there will be danger of merchants overlooking the possibilities of sales in the line of paint sundries or specialties.

The sale of paint sundries or specialties in the paint department offers a large field for the hardware dealer who is willing to make a special effort to push these lines. Some dealers are content with the sales of what they commonly call prepared paint and neglect big opportunities in the sale of stains, enamels, and special finishes. The demand for paint specialties is growing rapidly and the dealers and public alike are beginning to realize that there are hundreds of articles that can be re-finished and made to look almost like new by the application of paint specialties. The fact that many exclusive paint stores are doing a large business during all seasons of the year is creating a tendency on the part of hardware dealers to try and increase sales in their paint department.

All the leading paint manufacturers make full lines of paint specialties on which the dealer is allowed a good margin or profit. It has been the experience of paint travelers that their chief difficulty is not in getting a dealer to stock the specialties but to get him to push the goods and move them after they have been put into stock.

A merchant should stop to consider that he can very often make almost as much profit in a 35c can in the specialty line as he can on a 65c can of what is commonly called ready-mixed paint. The percentage of profit on sales of sundries is much larger than on the sales of ordinary paint. The majority of specialties are made for use in the home and are gotten up by the manufacturers in attractive packages at very reasonable prices. Good advertising matter and samples are supplied and the dealer is offered any reasonable assistance by the maker. The live merchant will realize that he can make large profits on specialties by pushing them and that it need not interfere with selling his other lines of paint.

Instructing Salesmen.

It is very important in selling paint specialties that the specialty sold is adapted for the work on which it is to be used and, as many of the paint specialties may be used for a variety of purposes, it is a good plan for the dealer to request the paint traveler to instruct his clerks regarding the nature and use of each specialty. A well-informed sales staff will gain the confidence of customers by being able to answer promptly and correctly any questions that may arise regarding the various uses of the goods.

Some of the Lines.

There is a large sale for bath and other enamels, varnish and floor stains, wall and floor varnishes, wagon and buggy paints, aluminum and gold paints, oil stains, hardwood floor and linoleum finishes, etc., on which a good profit is afforded the dealer and in which almost every householder is interested if attention is drawn to the goods. An old piece of furniture, linoleum, or any other article if refinished with a good specialty and placed in a store window or in a prominent part of the store will attract a great deal of attention. It is usually considered a good idea to leave a section of the article in the old state and customers can see the difference in appearance when the paint or varnish is added.

How Enamel Was Sold.

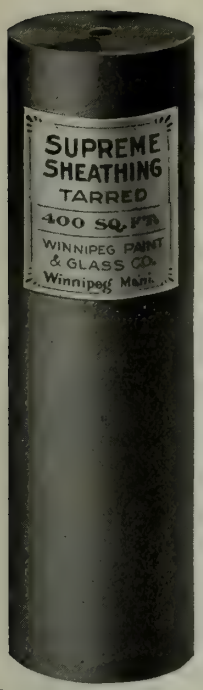
As an illustration of what a little enthusiasm will do, we will cite an instance that occurred a short time ago. A traveler sold a dealer in a large town one gross of stove pipe enamel in cans to be sold at 15c each. The goods arrived and were placed on the shelves. It being the fall of the year, the dealer had a certain number of calls for enamel but on looking at his stock a short time later he discovered that he had the larger part of the gross on the shelf. He then came to the conclusion that the traveler had loaded him up with stove pipe enamel and did not appear backward in saying so. A new clerk suggested that he allow him to put in a window of the pipe enamel. After gaining the dealer's consent, the clerk procurred about ten lengths of rust-spotted stove pipes and varnished one-half of each pipe. He arranged a neat display in the window and used the stove pipes to good advantage in the display. He also had a couple of lengths of pipe in the store where they could be shown to customers. The dealer was induced to mention in his ad. in the newspaper that he was selling Blank's stove pipe enamel for stove pipes, registers, etc., for 15c per tin. The clerks entered with enthusiasm into the task of reducing the stock of pipe enamel and by personal contact, along with the aid given by the displays, they were able to clear out the whole stock of pipe enamel in a very short time. A tray of brushes was also placed near the stock of enamel and in many cases a 10 or 15c brush was sold at the same time.

During the spring many people wish to renovate their gas ranges, oil stoves, pipes, etc., and a large quantity of pipe enamel can be disposed of.

Methods of this kind may be applied to a large number of specialties and, in the majority of cases, the results will be in proportion to the enthusiasm shown by the merchant and his men. If paint specialties are allowed to remain on the shelves until asked for by the public, the dealer will find that his paint sales will be very small compared with what they would be if he made an enthusiastic attempt to demonstrate the lines and show them to the public.

The majority of householders have no idea that they can re-finish or redecorate many articles around the home at small expense, and, if their attention were drawn to the matter, they would be very much interested and in many cases would turn out to be good paint customers. A dealer or his salesmen should not attempt to push a line of paint in which he has not the strictest confidence as to quality and satisfactory results as the right kind of enthusiasm will not be shown.

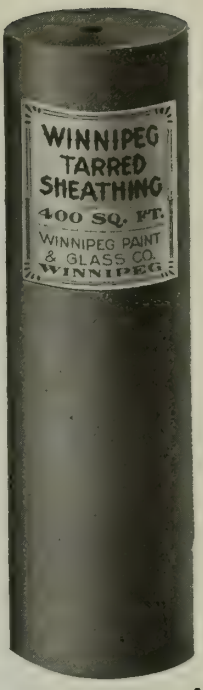
The specialty lines of paint and varnishes afford too large a field to be treated lightly by the hardware dealer and a good campaign started at the present time will increase paint sales wonderfully during the coming spring.



BUILDING PAPERS

Known to Good Builders Everywhere

You cannot afford to sell anything but the best if you are to retain the business of your customers. Although only a small item in construction cost it is essential that the building paper used should be heavy, tough, and durable. There is no better paper made than these two brands.



Spring Season is Building Season

More building paper is sold in the Spring season than at any other time of the year, and the aggressive hardware dealer will have his stock in a satisfactory condition to handle this business. Purchasing through us you have the additional advantage of being able to order from any one of our five branches, and thus save considerable time and freight charges.

Secure our price list. Then order from our nearest branch.

Saskatoon **Swift Current** **Winnipeg** **Calgary** **Edmonton**

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

BERRY BROTHERS' VARNISHES

For longest wear and easiest care, recommend Berry Brothers' Varnishes for your customers' floors, woodwork and exposed outside surfaces. They protect the wood perfectly—they keep it looking bright and handsome—make the work of cleaning easier, therefore less expensive.

Berry Brothers' products have stood for 56 years as the *standard* of high-grade varnishes. They are the result of careful, scientific manufacturing methods, so they give lasting satisfaction.

There's a Berry Brothers varnish for every need. The following principal products are best known and most widely used in ordinary finishing or refinishing work:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry Spar Varnish—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

If you do not handle Berry Brothers' Varnishes, write us direct for information.

World's Largest Varnish Makers

BERRY BROTHERS
INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

MONTREAL, March 11.—In the paint trade for the week conditions have not shown much change. There is, however, a much better demand for immediate shipments, and orders are coming freely at present for these. There was quite a quantity of paint shipped on the first of the month, and the very fact that all, or practically all, orders are being received at the present time leads one to think that the retailers throughout the country are getting in their stock before the roads break up. There is a much better feeling as regards collections in the country, and all country merchants are meeting their paper faultlessly. This, however, cannot be said as regards the city merchant, who seems to be a little backward. The larger centres are feeling the present depression more than the smaller towns.

White Lead.

There is the same feeling in this market at present, and the demand is quite satisfactory all round. Pig lead is quoted at £20 in London to-day, and, as this is the same price as last week, there does not seem to be any change in that market. The same quotation is given this week as that of last; namely, $8.05 for ton lots, while $8.25 is quoted for less than a ton. The price is open for sales of larger quantities.

Linseed Oil.

There is no change in the quotations this week, and the demand is practically the same. The milder weather has helped the demand a little.

1 to 4 barrels	60c per gal.
5 to 9 barrels	59c per gal.
10 to 25 barrels.....	58c per gal.

Boiled Oil—

1 to 4 barrels	63c per gal.
5 to 9 barrels	62c per gal.
10 to 25 barrels.....	61c per gal.

With open prices for carload lots.

Prepared Paints.

As stated above, there is quite a quantity of paint going out at present, and local dealers are also holding quite a number of orders for delivery April 1st. One of the local firms claimed that their shipping department was working overtime, and as the rest all claim the best year in their history, it can be easily seen just what paint is going forward and on order at present.

Glass and Putty.

There is not much change in the situation locally, and the volume of business passing at the present time is only seasonable. As stated last week, the local firms do not expect to see any dearer prices for glass this year, and, as business will not start to pick up until the 1st of May, there is not much change looked for in this market.

Putty is in much the same condition, and there is no change in either the demand or prices from last week.

Bulk, in casks....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

Although there have been continual fluctuations down South all week, there is no change to report in this market, and the price given last week is unchanged, as is also the demand. Local dealers are unanimous in their quotations this week, and all are giving 65 as their price, while orders for more than barrel lots are open.

Gasoline.

The demand is picking up a little each week, and will continue to do so from now on, as the roads are getting better, and that means more gasoline. The same prices are in effect.

25½c per gallon in wood, 22½c per gallon in steel and drums, while local tank wagon price is 21c for 100 gallons and over.

Benzine.

The demand is possibly picking up a trifle, although not very heavily. The demand is quite steady at all times, although the spring will see a little freer movement in this line. The following prices are still in effect:—

Barrel lots in wood are quoted at 23 cents per gallon, in steel and drums 20 cents, while local tank wagon price is 19 cents per gallon for 100-gallon lots and over.

TORONTO.

TORONTO, Mar. 12.—Business in the paint line is showing steady improvement. Since the first of the month there has been a decided improvement in business, and booked orders for spring are being shipped in large numbers.

No price changes have occurred during the week, although quotations are firm. Turpentine looks like a good buy at present prices.

Gasoline and coal oil have declined ½ cent per gallon.

Linseed Oil.

A slight improvement is reported in the demand for linseed oil. The following prices are still ruling:—

Raw—

Single barrels	65c.
3 to 5 „	63c.
6 to 9 „	61c.

Boiled—

Single „	68c.
3 to 5 „	66c.
6 to 9 „	64c.

Oil in less than barrel lots 7 cents per gallon. Cans are charged for—5-gallon, 50 cents each, and 10-gallon, 75 cents.

Turpentine.

Reports from the South indicate that turpentine is showing considerable firmness, and Toronto dealers consider turpentine a good buy at present quotations, which are as follows:—

Single barrels, 67c. imp. gallon.
2 to 4 „ 66c. imp. gallon.
5-gallon lots, 74c. gallon.

White Lead.

Quotations on lead are firm and unchanged, and the demand will soon become more pronounced. It is felt in paint circles that lead will remain firm for some time. Toronto quotations are:

5-ton lots, $7.90 per 100 lbs.
1-ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Glass, Putty, Etc.

No change has taken place in Toronto quotations in glass, and the ruling prices are 20 per cent. off list shown in current market quotations. No change has taken place in quotations on putty.

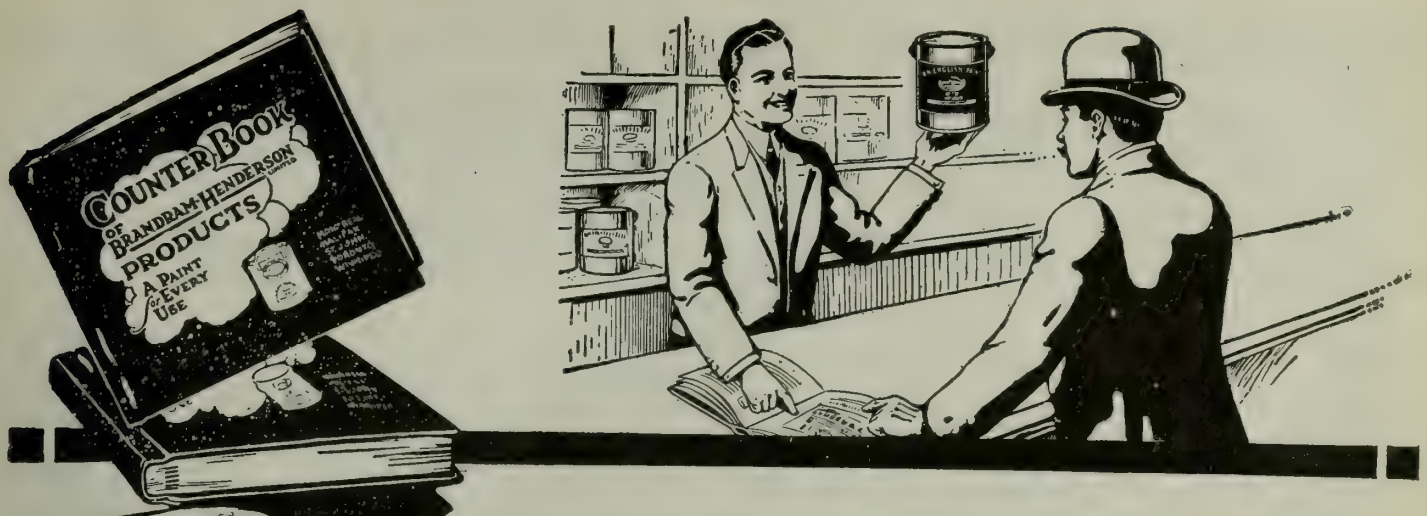
Prepared Paints.

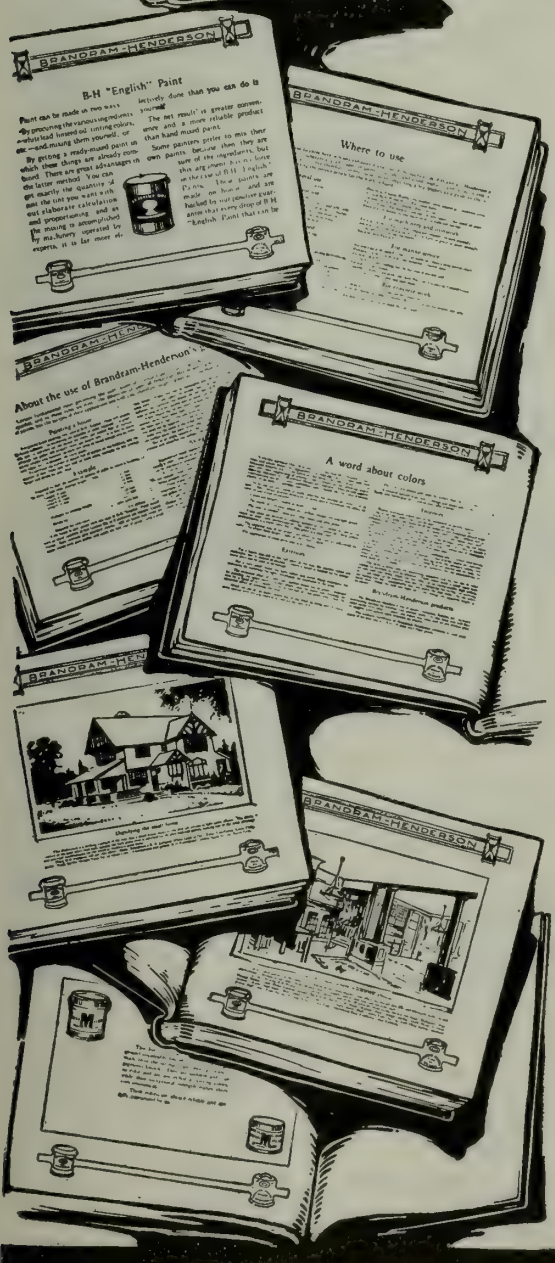
With the opening of spring there will be a big demand for ready mixed paints. The outlook at present is very favorable, and it is expected that there will be a large volume of business passing in this line during the next few months.

Berlin, Ont.—The Rutenbur Co. are building a factory for the manufacture of automobile engines.

Vancouver, B.C.—A site has been purchased on Burrard Inlet by the Imperial Oil Co. who will build an oil refinery.

Coquitlam, B.C.—Representatives of Canada Sabulite Co. are negotiating a site for a plant to manufacture explosives. The company have factories in London, Eng., and Belgium.





Our new Counter Book is the biggest selling help

we have ever furnished our dealer friends. This book is part of our big 1914 advertising campaign.

It is a practical help for every day and every hour, a silent salesman, covering every detail of B-H products, together with decorative color schemes, color cards and a mass of miscellaneous information useful to you and your customers alike.

B-H "ENGLISH" PAINT

the paint made according to this formula, for all paints that can be made on a white base:

70% Brandram's B.B. Genuine White Lead
30% Pure White Zinc
Ground in Pure Linseed Oil

comes in for a big share of attention. The Counter Book tells how it is made, how and where to use it, suggests color schemes and helps you in every way to convince the buyer of the merits of B-H "ENGLISH" Paint.

It supports the good judgment of the customer who knows what he wants in paints and varnishes, and supplies a timely sales-making inspiration for the customer who does not know.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paint Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 5-10 and 2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 75 $10 50

ANVILS.

Buckworth, per lb..... 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No 3. No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 22c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c. dia. and smaller, 65, 10 and 10%.
Carriage Bolts ($1.00) list, 7-16 12½ and 10 p.c.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 16
Ingot, Yellow, lb.	0 13	0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).

Glass, doz.	3 50
Enamelled, doz., net	3 50

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

1 gal. jacketted, per doz.	2 70
2 gal. jacketted, per doz.	3 60
3 gal. jacketted, per doz.	4 20
5 gal. jacketted, per doz.	4 80
10 gal. jacketted, per doz.	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., delivered		1 63
Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b.		1 55
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton		5 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., per lb.	0 05
25 lb. tins, per doz., per lb.	0 04

CEMENTS (ROOFING).

	Per gal.
Roofing cement (in bbls.)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3 40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5. 12 in., doz. prs | 4 65 | 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 2 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz in case, case	7 20
17 lb. size1 doz in case, case	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot	16 75	16 75
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Brazers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb.	0 31½
No. 8, No. 9, No 10, No 12	0 31

(CANADA) PLATES

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown.	Corbals.
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

Our 1914 Campaign

We are not content with making the best paints on the market, but our energetic, up-to-the-minute 1914 campaign in direct support of every retailer of

MINERVA Paints and Paint Specialties

cannot but result in bigger business and better profits.
Ask any "MINERVA" Dealer. HE KNOWS!
Let us tell you all about it—A Postal will bring details.



PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.
377-387 Carlaw Ave., TORONTO
WINNIPEG VANCOUVER LONDON, ENG.
Established in 1834
44-A



ADVERTISING GETS CUSTOMERS ——SERVICE HOLDS THEM

Trade-getting is largely a matter of advertising, while trade-holding is dependent upon the quality of the goods sold.

Our big nation-wide advertising campaign in the Leading Magazines, Farm, Religious and Commercial Publications of Canada, will impress many people right in your town with the merits of Martin-Senour Paints and Varnishes. Attractive Bulletins, Out-door Signs, Effective Mailing Folders, Booklets, Etc., will lead many new customers to the stores of our Dealer-agents, while Window Trims, Cut-out Displays, Store Signs, etc., will focus our big advertising campaign to The Martin-Senour Dealers' Store.

But success isn't made up of orders—it's re-orders that count, and back of Martin-Senour advertising — back of all this splendid co-operative dealers' selling helps is the supreme quality of the goods, producing such splendid results, and giving such entire satisfaction to the user that each sale widens the way for more sales to follow.

If continuous profits interest you—write.

THE MARTIN-SENOUR CO.
LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.

Yarmouth Double Fill.	
29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½
Standard Single Fill.	
29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¾
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain, 50 per cent.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

Fly-wheels for same, 2 qt., 75c;

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 22½c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft.	0 13½	
Corrugated, ¾ in., ft.	0 16	

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75

	Special.	
Stearns wood track	....	9 00
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 90
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles	base	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06¼	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Common, plain	5 00
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.

26 ft.	3 90	48 ft.	9 12
30			3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 40	5 45
100 lbs.	5 40	5 45
Imported pig, per 100 lbs.	....	5 45
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

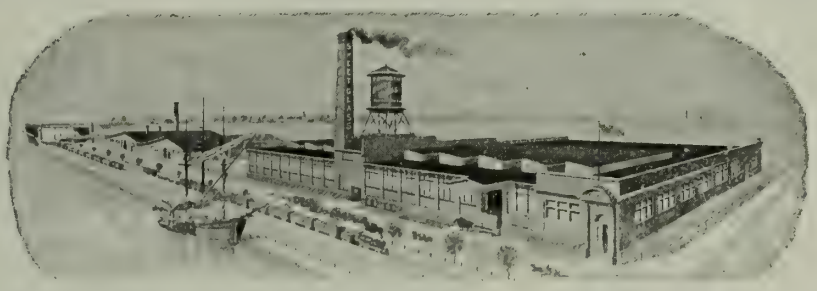
to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

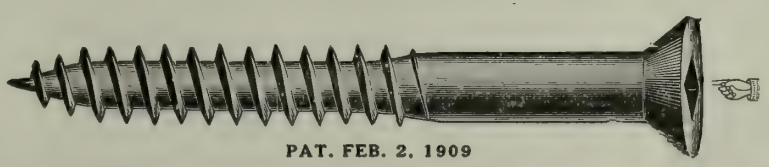
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MALLETS.
Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 in., per doz. 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.
Wire door mats, standard, 16 x 24. doz. 9 00

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25

MOWERS (LAWN).
D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.
Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.
Cut nails — Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh.—
NET PRICES ON SMALL SIZES POULTRY NETTING.
½-in. x 22 ga. x 12-in., roll..$3 00
½-in. x 22 ga. x 18-in., roll.. 4 30
½-in. x 22 ga. x 24-in., roll.. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll... 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 55 p.c.

O

OAKUM.
Best (American), per 100 lbs. 7 75
U. S. Navy (American), per 100 lbs. 7 75
Plumbers (spun), 50-lb. bales 3 50
Plumbers (spun), 500-lb. lots 3 25
Ton lots less 5%.

OIL.

Can. prime white petrol	0 15	
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).
Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).
Per Coil Lots.
Fine, 30 ends to ¾ inch.. 0 09
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll. 0 95
O.K. Paper, No. 2, per roll. 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll 0 62
Tarred Fibre, No. 2, 400 ft. roll 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll. 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt. 2 00
Pitch, Boston of Sydney.. 0 85
100 lbs. 0 85
Pitch, Scotch, per 100 lbs.. 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs 2 00
2 Ply Ready Roofing, p. sq. 0 75
3 Ply Ready Roofing, p. sq. 0 95
2 Ply Ready Roofing, p. roll 1 15
3 Ply complete, per roll.... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl... 5 00
Shingle Varnish, per bbl... 5 00
Caps, per lb 0 05
Nails, per lb. 0 05
Mop Cotton, per lb. 0 17

PAPER.
Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll..... 1 00
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S sheathing 0 42
Tarred fibre No. 1..... 0 62
Tarred fibre No. 2 ..... 0 43
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60

PITCH
Fine, per bbl., f.o.b. Toronto 4 00

PIPE.
Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Size.	Black	Galvanized
	Buttwelded.	
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
	Lapweld.	
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch 117 30		156 70
10 inch 133 90		179 20
12 inch 172 40		233 20

PIPE (LEAD)
Lead pipe, 7½c. 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).
2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

COTTER PINS.
Cotter pins, 90 p.c. discount.

CLOTHES PINS.
Common, 5 gross in box, per box 0 80
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.
Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs...	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.
Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

PICKS (CLAY).
5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PLUGS (METAL).
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000. 23 00

R

RAZORS.
Per doz.
Boker's ..... 7 50 to 11 00
Boker's King Cutter 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33½ per cent
Edelweiss 16 00
Ever-Ready, doz. 9 00

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.
Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 90
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Tarred 210 roofing felt,
Tarred roofing felt, cwt..... 2 10

ROPE.
Pure Manila 0 15
British Manila 0 11
African hemp 0 11
Sisal rope 0 10½
Russia Deep Sea line, 7-16 and larger 0 20
Jute 7-16 and upwards... 0 11
Lath yarn, single 0 09¾
Lath yarn, double 0 10¼
Cotton rope, 3-16 and larger 0 25
30 ft., per doz. 0 45
40 ft., per doz. 0 60
Sisal bed cord, 48 feet, per doz. 0 72
Sisal bed cord, 60 feet, per doz. 0 90
Sisal bed cord, 72 feet, per doz. 1 08
3 Ply Cord.
100 ft., per doz. 1 50
6 Ply Cord.
40 ft., per doz. 0 95
48 ft., per doz. 1 15
60 ft., per doz. 1 45
72 ft., per doz. 1 75
100 ft., per doz. 2 40
Russia deep sea line.... 0 20
Russia tarred boat rope. 0 17½
Russia tarred ratline ... 0 15
Jute rope 0 11
For 7-16-inch diam. and larger.

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.
Net Prices on Champion Scales.
Shurley & Dietrich, 35 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SCREWS.
Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10% 10% off list.

Wood F.H., brass	75 10	7½	10
Wood R.H., brass.	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.....			$5 00
Bench, iron, per doz.....			4 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

MURESCO

"For Twenty Years the Leading Wall Finish"

ACCEPTS CHALLENGE .:. .:. .:. $100.00 FORFEIT

We understand that certain Kalsomine manufacturers are making the statement that their Kalsomine will cover more surface, pound for pound, and cover it better than MURESCO. If by buying a quantity of their goods and MURESCO on the open market and having two master painters—who may be selected by both parties—test them out, they can prove above statement, we will pay $100.00 to Sick Children's Hospital.

TORONTO, NEW YORK **Benjamin Moore & Co., Ltd.** CHICAGO, CLEVELAND

F. R. Murray & Co., Ltd.
Vancouver, B.C.
Distributers for British Columbia

Emerson & Fisher, Limited
St. John, N.B.
Distributers for Maritime Provinces

Further Hints on

The Paint Up, Clean Up, Idea

A general meeting of all dealers, Hardware, General Store, Florists, Seedmen, Etc., everyone who sells anything that is used in Spring housecleaning or for beautifying interiors or exteriors, should be called and the general plan outlined. A Committee should be appointed to interview the Mayor and Council, the School Board, Etc. Each Merchant should guarantee to take so much space in the local papers, and these written guarantees handed the papers in return for publicity in both news and editorial columns.

We will be glad to supply our agents with cuts for their advertising, free of charge, or if they wish, write their ads. for them.

Write us for further particulars re these electros and service.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers.

WINNIPEG Branch at Calgary

Why not be in line this spring with the brand of paints that makes every paint customer enthusiastic about results?

JAMIESON'S PURE PREPARED PAINTS

are this kind and are made to bring repeat orders—the only kind that puts real profits in the dealer's pocket. Once a can is sold, the subsequent orders come unsolicited.

We want you to be our agent.

R. C. JAMIESON & CO., Limited

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades. $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb....		0 27
Electrotypers solder, lb		0 30
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 23	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 25 5 45

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 35 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea...	1 10
Metallic, No. 603, 50 ft., ea..	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.. each	5 00
Reliable Jr., No. 103, 50 ft., each	2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse). Doz.

Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 90
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ⅛c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0 24¼
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

Boiler Tubes.		
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.

Can. wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands,

24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Consider The Woman Buyer

She has grown to be an excellent judge of household paints—critical of color, observant of quality, appreciative of long wear and service and knows what is what for household purposes.

She Makes Paint Business Good

because she is daily learning the economical and sanitary advantages of using a good household enamel about her home.

It saves her worry, keeps up the home and keeps down expense.

FLOGLAZE

"The Finish That Endures"

MAKES GOOD WITH HER BECAUSE IT'S MADE GOOD

As for you, Mr. Dealer, nothing in the household paint line offers you more frequent turnover or better profits than our consolidated FLOGLAZE Proposition. It is sufficient for anything and everything without involving a too great outlay in money or space.

M L FINISHES THAT ENDURE
QUALITY

Our Decorative Aid Department offers you a special co-operative advertising inducement to help introduce Floglaze to your women customers.

Write now and let us all get prepared for bumper Spring business.





THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



BLUE BARRELS

Livingston Linseed Oil

Brands are Always Guaranteed

"PURE, THAT'S SURE"

If your jobber does not handle them write direct to

The Dominion Linseed Oil Co. Limited

BADEN — TORONTO — MONTREAL

Paints, Oils, Varnishes, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.00.

BEESWAX.
Per lb., 40c.

BRONZE.
75 cents to $3.00 lb.

BRONZING LIQUID.
Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs.	0 07
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 10
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 04
Vermilion, 100 lb. kegs....	0 20
Carmine red	0 50
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls..	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins. pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure...	0 19
Marine black, 25 lb. irons	0 36½
Combs. graining, set	0 65

DRIERS.
Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 1?
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	.. .

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Less 20 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.
Under 26	3 40
26 to 40	3 60
41 to 50	4 00
51 to 60	4 25
61 to 70	4 50
71 to 80	....
81 to 85	....
86 to 90	....
91 to 95	....

Double Diamond.

Size United Inches.	
Under 26	5 00
26 to 40	5 45
41 to 50	6 25
51 to 60	6 75
61 to 70	7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

GLASS, PLATE.
40 and 5 p.c. off list, f.o.b. Ontario and Quebec.
25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.
Special quotation for shipment to British Columbia.

LEAD.
(White Ground in Oil.)

	Montreal	Toronto
Ton lots, per 100 lbs.		
Elephant, Genuine....	8 55	8 70
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine" ...	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt...	6 15	6 12½
Genuine, 100-pound kegs, per cwt.....	6 40	6 38
No. 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
50 lb. kegs, per 100 lbs....	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs....	9 50
600 lb. casks, per 100 lbs..	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 59	0 65
3 to 5 bbls.....	0 56	0 63
6 to 9 bbls.....	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.....	0 59	0 66
6 to 9 bbls.....	0 58	0 64

MURESCO.
Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Low Bros'. High Standard	1 90

PARIS GREEN.
(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..	2 50	2 60
Bulk, 25-lb. drums ...	2 60	2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.
1 gal. cans $2.10.

SHELLAC.
Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal.	Toronto
5 gal.		0 74
Pure, single bbls. ...	0 64	0 67
2 to 4 bbls.	0 63	0 66

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 75
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Bakeing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Low Bros'. Durable Floor.	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 50
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 07
Dark colored	0 05½

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

Is your paint stock ready for the Spring demand?

Many property owners who had almost decided to paint last year, but who left it over, will be in the market for paints and varnishes this Spring. Look over this list and see if your stock is complete. The Canada Paint Co., with factories and warehouses in Montreal, Toronto, Winnipeg, Calgary and Halifax, is in a position to supply with dispatch whatever paint or varnish products you may be in need of. If you have not received the new CP Price List and Catalogue write for one to-day.

FOR HOUSES AND BUILDINGS
- CP CANADA PAINT—Ready to use.
- ELEPHANT PAINT—Ready to use.
- PRISM PAINT—Ready to use.

FOR SHINGLES
- CP Creosote Shingle Stains.

FOR WALLS AND CEILINGS
- CP Sanitone — A flat-drying, washable oil paint for interior use.
- CP Opalite—A durable water paint for inside and outside use.
- CP Coralite—A cold water finish for walls and ceilings.
- CP Enamel—For a fine enamel finish.

FOR WOODWORK
- CP Wood-Tints—Penetrating, durable wood stains.
- CP Oil Wood Stains—A good quality oil stain.
- CP Sun Varnish Stains—To stain and varnish at one application.
- CP Varnishes—For all kinds of interior and exterior woodwork.
- CP Enamel—For finest interior decoration.

FOR FLOORS
- CP Floor Paints—Wear-resisting and durable.
- CP Sun Waterproof Floor Varnish—Made for floors.
- CP Sun Varnish Stains—To stain and varnish at one application.
- CP Floor Wax (Paste) and CP Crack and Seam Filler.

FOR BATHS, SINKS, BATHROOMS AND KITCHENS
- CP Bath Enamel—Specially made for bath tubs.
- CP Enamel—For woodwork and walls.

FOR ORNAMENTAL USES, FURNITURE, PICTURE FRAMES, Etc.
- CP Sun Varnish Stains—Give a fine varnish finish and produce the effects of all the popular wood finishes.
- CP Oxidized Art Enamels.
- CP Gold Paints.
- CP Liquid Aluminum Paint.
- CP Flat Black—For ironwork.

FOR BARNS, OUTBUILDINGS, ROOFS, FENCES, Etc.
- CP Barn Paint.
- CP Diamond Bridge and Roof Paint.

FOR CONCRETE SURFACES
- CP Concrete Paint (Liquid)—For inside and outside use.
- CP Concrete Surfacer—A liquid surfacer or primer.
- CP Opalite—A durable water paint for inside and outside use.

FOR BRICKWORK
- CP Brick Paint—Liquid and paste.
- CP Opalite—A durable water paint for inside and outside use.

FOR METAL SIDINGS, ROOFING, STEEL BRIDGES, WATER TOWERS, WINDMILLS, Etc.
- CP Diamond Bridge and Roof Paint.
- CP Elephant Oxidized Roofing Paint.

FOR WAGONS, IMPLEMENTS, FARM EQUIPMENT
- CP Wagon and Implement Paint.

FOR BUGGIES, AUTOMOBILES, BOATS, PORCH FURNITURE (surfaces subject to severe exposure or wear)
- CP Coach Colors—For refinishing carriages and automobiles.
- CP Wagon and Implement Paint.
- CP Top Dressing (Oil Enamel).

FOR REMOVING PAINT AND VARNISH
- CP Cumoff—Will not injure wood or hands.

INSECTICIDES FOR PROTECTING ORCHARD AND GARDEN
- CP Neutral Arsenate of Lead—For destroying leaf-eating insects.
- CP Pure Paris Green.

ALSO FOLLOWING PRODUCTS

Bicycle Enamel	Elephant Pure White Lead	Marine Paints
Canoe Enamel	Wood Fillers	Railway Paints
Stove Pipe Enamel	Wire Screen Paint	Oxides
Special Varnishes	Dry Colors	Furniture Polish
Colors in Oil		Superfine Carriage Colors.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES — CP TRADE MARK — STAINS-ENAMELS LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2¼lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting. 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅝ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ¾, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1¼ in., $3.10; 1¼, $3.10; 1 in. $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00
Asbestos Sad Irons.	
No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.
6 inch riveted, per 100 ft... $8 50
7 inch riveted, per 100 ft... 9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50 60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 75
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish, bbls.	2 00
Pure orange shellac varnish, bbl	1 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15¼c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; barrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS. NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2 25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9 Fort William, $2.10; Winnipeg, $2.50; No. 12 Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

FOLDING

Allwin

GO-CARTS

MOTHERS

PREFER THEM TO

OTHERS

This is the big leader for 1914 — a combination in black and dark green.

No. 7140

Doesn't it strike you as a strong, roomy, substantially built GO-CART?

It's all that, and the design most attractive.



It's roomy and yet it folds completely into a space of 12 x 20½ x 29 inches.

This and other popular styles are shown in colors, and fully described in our

1914 Baby Carriage Catalogue.

Your copy is ready — all priced up.

Send for it.

Dealers have sold more Allwin Folding Go-Carts than any other make in the world, because the Allwin are better Go-Carts.

It pays to handle the most popular line — the Allwin.

That's why we have secured the agency for Western Canada.

You might as well share in our prosperity.

Illustration below represents the Allwin One-Motion Folding Sulky, Steel Frame. The wheels fold under, and the back folds flat on the seat. Size folded, 8 x 17½ x 30½ inches. Roomy seat, high back, good springs.



No. 230

MILLER-MORSE HARDWARE COMPANY LIMITED

"The Big Winnipeg House"

The Popularity of Your Store

depends mostly on the Stock you carry. Talking of **paint,** there's no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paint and Varnishes have been made right and have proved their ability to **stay** right. Color and quality are fixed.

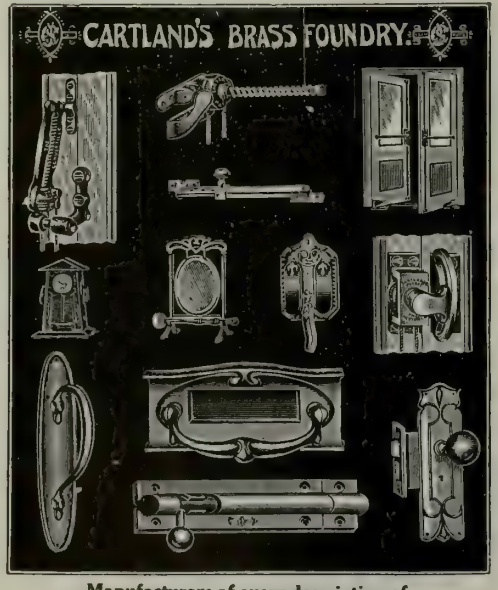
Ramsay's Complete line **"is"** complete and that's the line of paint for you to carry if you would make yours the most popular paint store in town.

Ramsay's Paint



A. Ramsay & Son Co.
Montreal
Paint Makers Since '42

JAMES CARTLAND & SON
BIRMINGHAM, ENGLAND LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office



Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY
Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

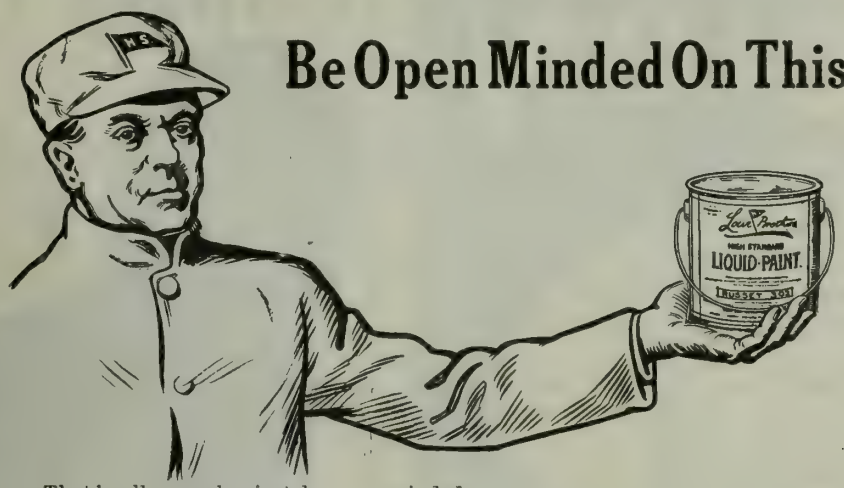
Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Be Open Minded On This Paint Question



Just be ready to believe there's even more money in it than you ever thought of. Just be frankly ready to see whether

Lowe Bros. Ltd. "High Standard" Paints

can't put you firmer and stronger on the paint map than you have ever been before.

That's all we ask—just be open-minded.
What we have to say to you goes a mighty sight deeper than merely "getting the order." What we have to sell is practically a partnership in our business in your town.
We bring you paints that have never known failure in 50 years. We bring you advertising experience that has been successfully selling goods for two generations. We bring you the real co-operation of a big, successful house that believes in doing exactly as it would be done by. Ask any Lowe Bros. Agent.

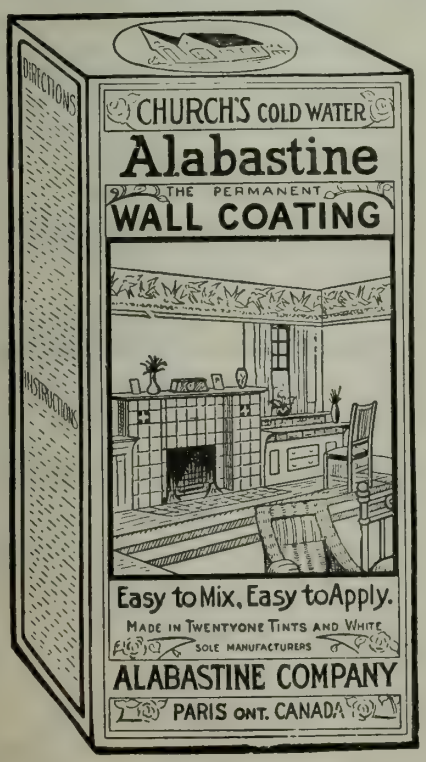
To-day is the day to write us.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED
TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

Made in Canada for 28 years



Advertised in 36 best Canadian newspapers and journals; all leading United States magazines.

New window trim this year, large attractive, free.

Send for it.

New book of Alabastine designs, stencil decorations and color schemes free to your customers.

New window trim this year, large, attractive, free.

Liberal discounts and terms to Hardware Dealers.

Get in line with a well-assorted stock of tints.

The Alabastine Company
Paris, Canada

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto, Manitoba, Bissett & Loucks, Ltd., Winnipeg, British Columbia, McPherson & Teetzel, Vancouver

BAR IRON

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.
Winnipeg

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

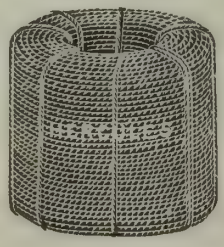
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

STILL'S
Ash Pike Poles

The Lumberman's favorite. Made of the best Canadian White Ash. The most reliable Pike Pole made. Stock Still's.

Write for prices.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

You Sell Cobblers' outfits— why not sell

SOLES

BEARDMORE & CO. TORONTO & MONTREAL

They will work in splendidly with cobbler outfits and pay you a good profit.

"Star Brand" Half Soles and Lifts are made of a quality of leather tanned by our old long-time process that assures good wear, with ease and comfort.

Place your order with your jobber now. We guarantee satisfaction.

Manufactured only by

Beardmore & Co.
Toronto Montreal



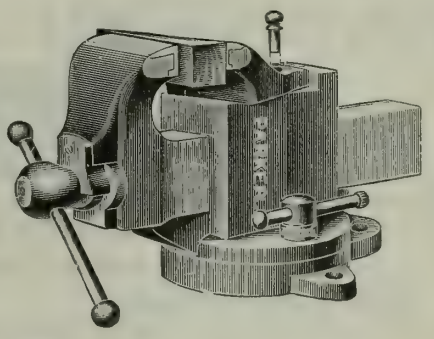
IF YOU ARE NOT HANDLING

"WILWEAR"
Bath-Room Fittings

you are surely handicapped in making quick sales and profit. Why not cater to the public? Make it known you are working for their interests by selling a good medium-price line. "WILWEAR" wins the trade and holds it for you, and brings new customers that heretofore have passed you by, simply because you saw fit to handle high-price fittings out of their reach. Just grasp this advice now and send for our complete plan that you should have had long ago.

NOVELTY MFG. CO.
WATERBURY, CONN.

PARKER'S



IMPROVED SWIVEL VISES

Steel faces are milled and fitted to the jaws, and are renewable.

Note bench swivel and back-jaw swivel holding wedge-shape articles. Write for our complete catalogue and make money.

The Charles Parker Company
Factories—MERIDEN, CONNECTICUT

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES



These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

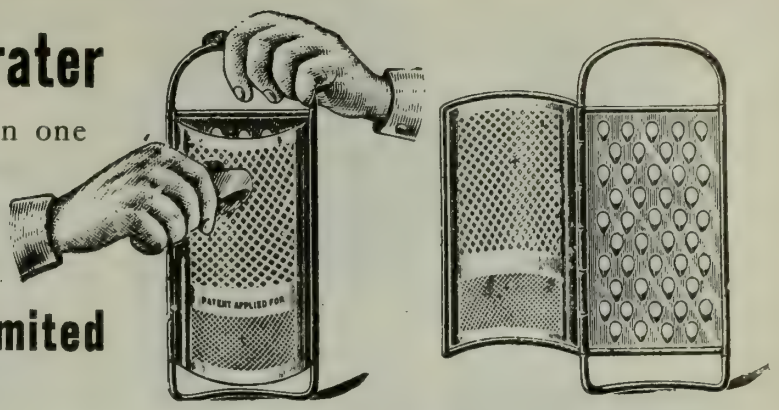
3 in 1 Household Grater

Nutmeg, bread and vegetable all in one

A good 5c retailer

Thos. Birkett & Son, Limited

Ottawa, Ont.



THE WHITE MOP WRINGER

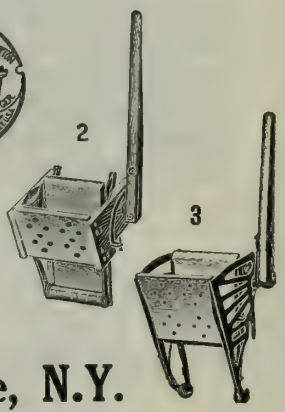
always bears this trade-mark

LOOK FOR IT.

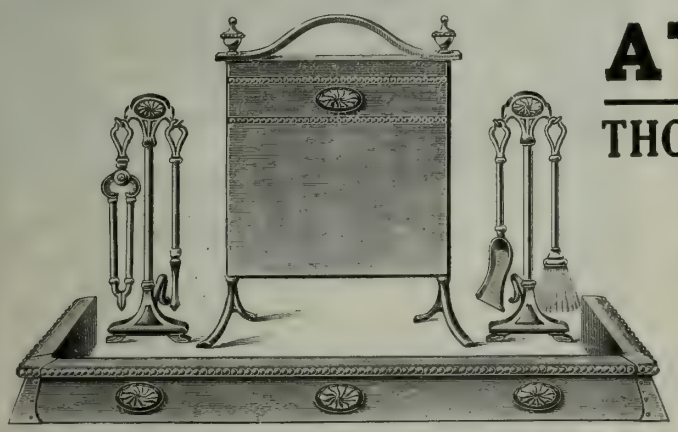


Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS

DUDLEY, ENGLAND

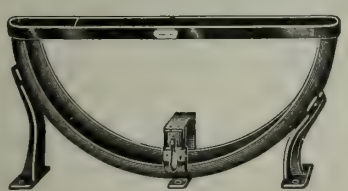
SYNTHESIS S D

TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:

GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO



Our best sales in the United States are made by Hardware Dealers who find the

AUTO TIRE HOLDER

to be a very profitable line to carry.

The Sly Perfect Tire Holder goes on the running board, **compact, neat** and **strong.** Secure and cannot become an easy mark for theft.

We have a good proposition for reliable Canadian dealers. Let us give you particulars.

The W. W. Sly Mfg. Co., - Cleveland, Ohio, U.S.A.

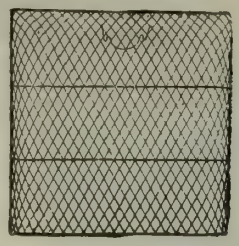
We are headquarters for

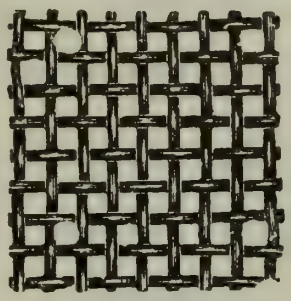
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list.





Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

Casco **"Certain-teed"** Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.

Limited

TORONTO - - - CANADA

TRADE **CASCO** MARK

WEATHERPROOF PRODUCTS

Structural Waterproofing — **Engineers and Contractors**

Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.

AGENTS WANTED

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

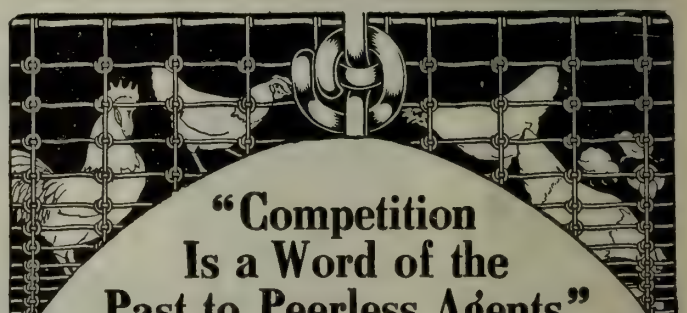
Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The

R. McDougall Co., LIMITED

GALT, CANADA



"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co., Hamilton, Ont. — Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking.

The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

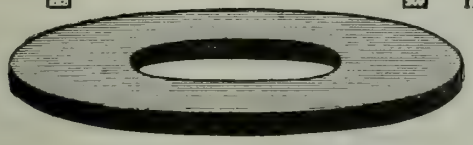
Banwell-Hoxie Wire Fence Co., Ltd.,
Winnipeg, Man. — **Hamilton, Ont.**

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Does Work Better and Faster Than the Ordinary Hoe



—and Outsells It

We make nothing else but

Cultivator-Hoes and Weeders

and our goods show if

While these products have a decided advantage over the ordinary hoe, they cost no more.

Our 5-prong is the only one having detachable ferrule (pat'd), providing for attaching Cultivator to Wheel Plows. **Now New 3-prong** is a modification in size, weight and cost, cheap as the common hoe in price, and pays a greater profit.

Our Midget is the greatest of all Flower Weeders.
You cannot afford to overlook this line, as you get a very liberal profit.

Canadian jobbers who handle the "Norcross" line are: McLeannan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., St. John, N.B.; Dunlop Bros. & Co., Amherst, N.S.; W. H. Thorne & Co., Ltd., St. John, N.B.

WRITE THEM FOR FULL PARTICULARS.

C. S. NORCROSS & SONS, BUSHNELL, ILL., U.S.A.
Patentees and Sole Manufacturers



THE WISE HORSEOWNER

knows the folly of experimenting with cheap calks.

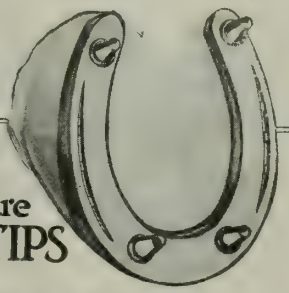
A calk that will not perform the work required of it, is dear at any price. The vexation and annoyance, not to mention danger, to which the user of cheap calks is subjected may lose you a customer.

Sell a Calk You Can Recommend

RED TIP CALKS

Have Proven Their Worth

Send to-dayfor Booklet T.



REMEMBER

All calks are not NEVERSLIPS.

Genuine Neverslip Calks are marked with a Red Tip

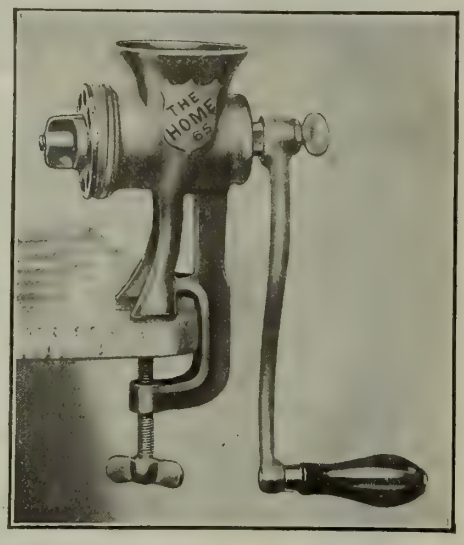
The Neverslip Manufacturing Co.

New Brunswick, N.J., U.S.A.

Canadian Office and Factory: 559 Piux IX Ave.
MONTREAL, CANADA

You will find this MAXWELL "HOME 65" FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean Supplied with different cutting plates.

Maxwells Ltd., St. Mary's, Ont.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son

Dept. A. RENFREW, PA.

SAFETY FIRST



This is the motto we follow in the manufacturing of our ladders. Above is a cut of our household step-ladder. Made of clear yellow pine. Nicely finished. Top and legs securely fastened to sides with heavy pressed steel casting. The best buy for the money on the market to-day. Write us for catalogue of our complete line of ladders and other woodenware.

McFarlane Ladder Works

158-160 River St.

TORONTO - - Ont.

Phone Main 2038

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

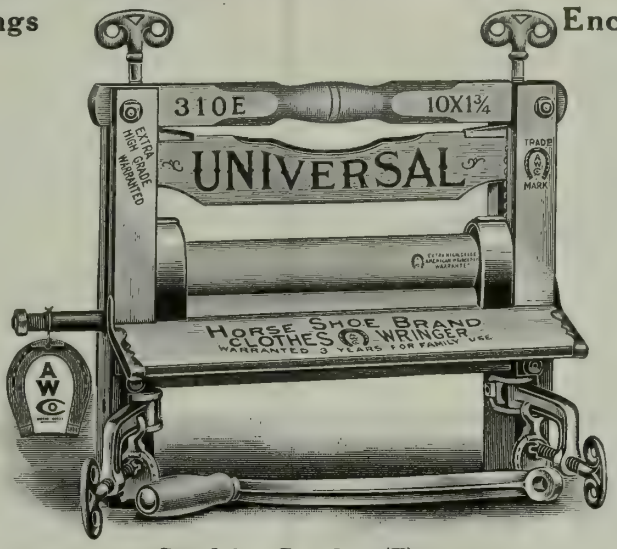
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

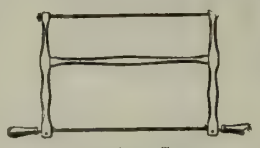
B. and S. H. Thompson & Co., Limited, Montreal

MILLERS FALLS TOOLS

Have been "familiar as household words" for over forty years.

QUALITY ALWAYS

has been our policy, and on this foundation we have built up a trade as broad as the world.



Turning Saw.

OUR LINE INCLUDES

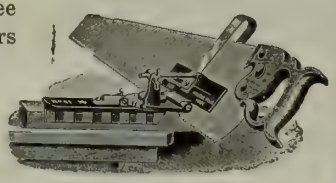
Breast Drills—Braces — Hack Saws — Hack Saw Frames—Mitre Boxes — Boring Tools—Fret Saws —Vises, etc., etc.



Universal Angular Bit Stock No. 109, with Barber Improved Chuck.

Each and every one representative of the best of its class.

For tools worth using, see our catalog. A copy yours for the asking.



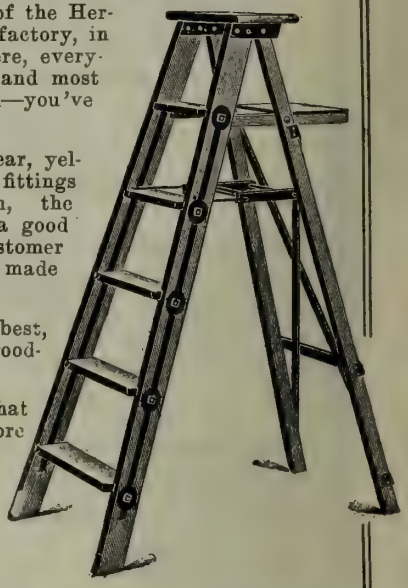
Star Mitre Box No. 41.

MILLERS FALLS COMPANY

28 Warren St., New York

Widely different

are the uses and users of the Hercules Step Ladder. In factory, in office, in home—anywhere, everywhere, where the best and most reliable ladder is wanted—you've got a prospect.



Beautifully made of clear, yellow pine, its malleable fittings finished in aluminum, the Hercules creates such a good impression on your customer that the sale is almost made at sight.

And because it is the best, it stays sold, and the goodwill comes to **you.**

Also the profit—but that we'd like to tell you more fully about!

Write us.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.



There's Money in Handling Spramotors and Accessories!

Take hold of any line that provides a proper profit and push it with your trade. Many hardware men made much money last year handling **Spramotors** and spraying accessories.

Our line of parts is standardized and admittedly the best made. Get your share of the business done in spraying requisites! Write us to-day for full information.

SPRAMOTOR WORKS

2002 King St. LONDON, CAN.

502 Erie St. BUFFALO, N.Y.

A Notable Meet Under Mount Royal

The marvellous engineering knowledge that enables the workers on the great tunnel under the mountain at Montreal to meet at the centre only three-fourths of an inch out, is graphically told by the chief engineer, Mr. Brown, in the April issue of MacLean's Magazine.

Blasting out the bluish-grey rock, fighting the gases that often defy analysis, locating pockets of water and exploring old volcanic foundations—all these make the work of tunnelling a most romantic undertaking.

Photographs of the interior meet, of the engineer at work, and of the other interesting features, add to the enlightening and informing entertainment in this, the best issue of the year of Canada's leading magazine.

Furthermore, the second of the Coburn covers —something entirely new and appealing to one's artistic sense, appears on the April cover.

These features alone are worth the low annual subscription price, but its readers will enjoy, besides these, some surprises in the following:

1. Romance of the Taschereau Family.
2. How the R. M. C. Develops.
3. Margaret Anglin—Our Actress.
4. Some Rich Indians in Canada.
5. The Business Outlook,

and several short stories of unusual merit that afford a brief relaxation from the world of realities, carrying one into the by-ways of exciting romance and adventure.

Don't Miss This Number

Send a postcard instructing us to add your name to our subscription list.

Write Dept. M.

Subscription $2.00 a year. *Twenty Cents a copy.*

The MacLean Publishing Co.
LIMITED

143-149 University Ave., Toronto

Eventually



you will decide that your file department is is not paying you, and you will start in to find out why.

To do which you will investigate the **Kind** of files you are handing out to your customers—whether they are giving satisfaction — whether customers are coming back and asking for them by name.

Then you will look around to see what successful dealers are doing; and you will find that it is clean-cutting, long-lasting, crucible steel

Delta Files

that are pulling the big business in these dealers' file departments.

So eventually you will stock Deltas, and your file sales will become one of your most successful undertakings.

Now the point is:— Why wait until that time? It is far better to stock up with Deltas now, and start a profitable business right away.

So order to-day; but remember to look for the trade-mark on the tang:



It safeguards you, and your customers—everywhere

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Cement Sidewalk Tools

The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.

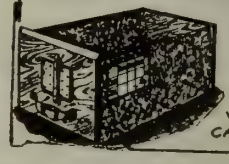
SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

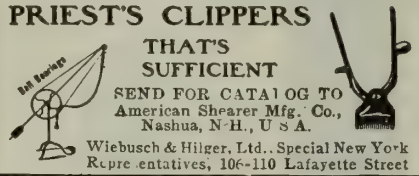
NUMBERS

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

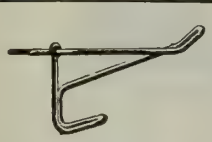
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

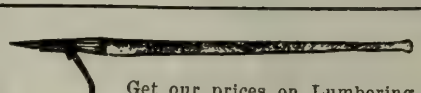
Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

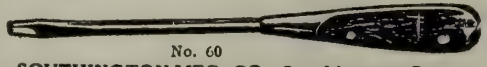


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

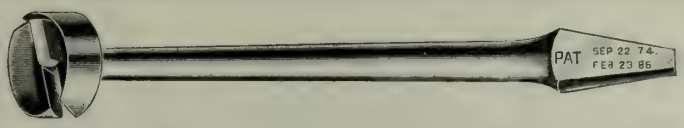


No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

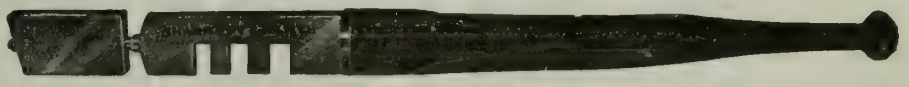
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Sharratt & Newth's Glaziers' Diamonds

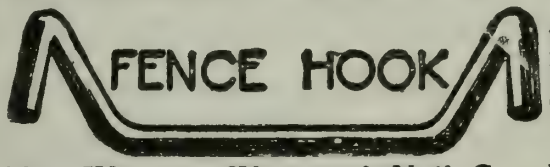
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

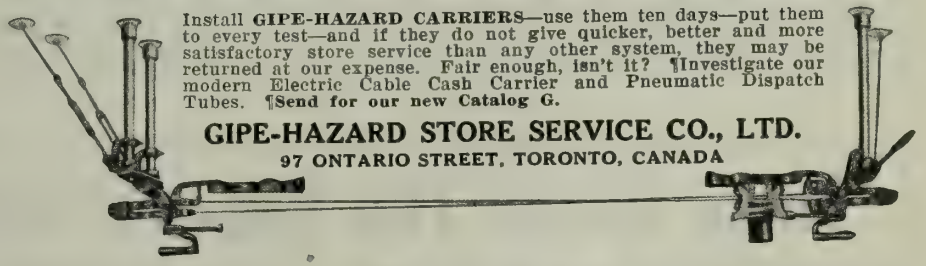
For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

YOUR GUARANTEE



Install **GIPE-HAZARD CARRIERS**—use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, isn't it? ¶Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes. ¶**Send for our new Catalog G.**

GIPE-HAZARD STORE SERVICE CO., LTD.
97 ONTARIO STREET, TORONTO, CANADA

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR

HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

The Condensed Ads. in this Paper will bring good results

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—LIVE HARDWARE BUSINESS in good Western Ontario town, the centre of the largest and most prosperous farming country between Guelph and Owen Sound. Box 86, Hardware and Metal, Toronto. (11)

SPLENDID HARDWARE AND PLUMBING business in Western Ontario. Stock and fixtures, seven thousand. Owner retiring, good terms to right party. Box 84, Hardware and Metal, Toronto. (11)

HARDWARE STOCK FOR REMOVAL — perfectly assorted, well bought. About $5,000. Seventy cents on dollar. Great chance for man opening hardware store. Box 89, Hardware and Metal, Toronto.

WANTED

TINSMITH WITH SOME KNOWLEDGE OF plumbing, accustomed to village and country work. Married man preferred. Box 83, Hardware & Metal, Toronto.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—A HARDWARE CLERK—ONE with window-dressing experience preferred. Apply, stating age, experience and salary required, to Box 10, Hardware & Metal, 34 Royal Bank, Winnipeg. (15)

WANTED — A TRAVELLING SALESMAN having experience in selling shotguns and kindred lines to the retail trade. Apply, stating experience, to A. P., Office of Hardware & Metal, Montreal. Confidential treatment assured. (10tf)

SALESMEN WANTED. — SALESMEN ON commission (side line) for a very high-class line of cutlery, to call on retail Hardware trade from Saskatchewan to the Maritime Provinces. Line introduced in most territories. Give full particulars, age, territory covered, and how often, commission expected, lines handled at present and references. Address Box 88, Hardware and Metal, Toronto. (13)

TRAVELLER FAMILIAR WITH SECTION west of Toronto wants position in hardware specialties. Traveller, 80 Robinson St., Hamilton. (12)

TRAVELLER FOR STOVES AND FURNACES for Eastern Ontario. None but first-class salesman need apply. State experience. Reply to Box 91, Hardware & Metal, Toronto. (12)

YOU CAN MAKE $100 EVERY MONTH IN commissions. An unusual opportunity now open for a progressive man, with ability, energy and experience, who can convince the better class of retail dealers. Our line of stoves is new, up-to-date, and built specially for Western trade. Territory Manitoba Province. Must be of good appearance and character, temperate. If you can measure up, write immediately, giving full information first letter. Box 90, Hardware and Metal, Toronto. (13)

SIDE LINES WANTED

YOUNG MAN, EXPERIENCED AND PROgressive, with splendid connection, desires to represent manufacturers of staple lines of goods, selling to the wholesalers and jobbers here. If you have good line and desire representative, address HART, Room 2, Roy Building, Halifax, Nova Scotia. (11)

HARDWARE TRAVELLER WITH EXCELlent connection of many years' standing, in Middle and Northern Ontario, desires side lines. Apply Box 87, Hardware and Metal, Toronto.

PARTNERSHIP

METAL AND STEEL TRADES—PARTNERship required by young man with Canadian experience and capital, in merchant or agency business, preferably in Montreal. Address in first instance, Box 113, Hardware and Metal, 88 Fleet Street, London, England. (11)

SITUATIONS WANTED

YOUNG MARRIED MAN WITH 14 YEARS' experience in general hardware, including 4 years as manager, desires position with responsible wholesale or retail Western firm. References A1. Box 79, Hardware & Metal, Toronto. (11)

BOOKKEEPER WITH 4 YEARS' HARDware and 2 years' railway experience desires position with responsible firm. West preferred. Total abstainer. Good business experience and well recommended. Box 92, Hardware & Metal, Toronto. (15)

MISCELLANEOUS

TRY THE BURROWES MFG. CO., TORONTO, for sheet metal specialties. (15)

PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

FIRE INSURANCE—INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.)

.....

.....

.....

.....

Signed ..... Street Number or Box .....

Town ..... Province .....

(Each figure counts as one word. Box Number when required, 5c per insertion.)

Next Week's Issue of Hardware & Metal will be The Annual Spring Number.

Study every page of this big issue—advertising, as well as "news" pages. Our advertisers have striven as hard as our editors, to give you hundreds of practical profit-making ideas, in this, the finest number yet issued by any Canadian trade paper.

Our Editors would appreciate your writing them, and telling what you think of their effort to produce a number of which the whole Canadian Hardware Trade might feel proud.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Adjustable Wrenches.
Frank Mossberg Co., Attleboro, Mass.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Snell Mfg. Co., Fiskdale, Mass.

Auto Accessories.
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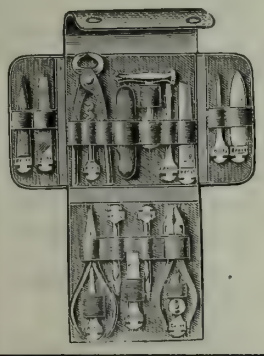
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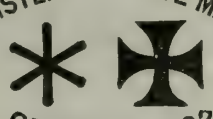
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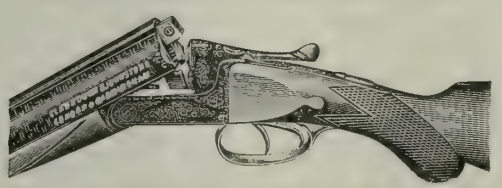
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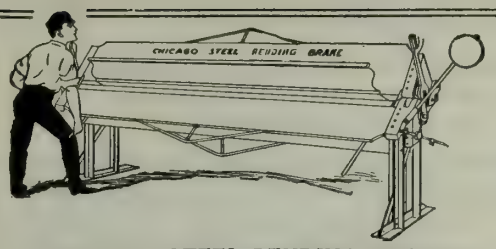
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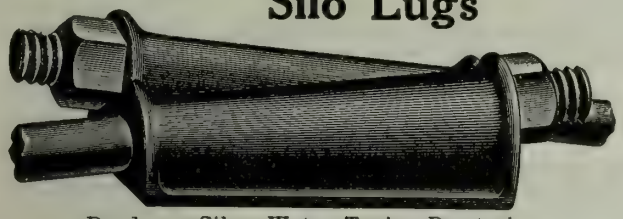


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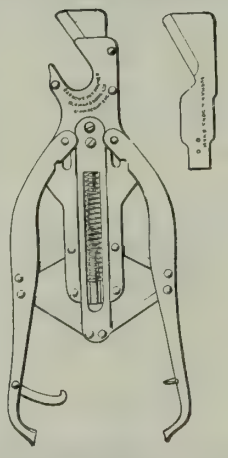
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Eaves Trough,
Conductor Pipe,
Elbows, etc., etc.
Galvanized Iron,
Tin and Canada Plate,
Tinners' Supplies,
Metal Roofings, Sidings and Ceilings

We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.
LIMITED
P. O. Box 2186 H Winnipeg, Man.

CALGARY
Sheet Metal Mfg. Co., Ltd.

EDMONTON
Edmonton Metal Works Ltd.

A New Model

We are now in a position to make shipments on our latest improved model "Cadillac" Sweeper. This is a hand-power combination carpet sweeper and vacuum cleaner. It will win instant favor among housekeepers who have not electric power in their homes. The



Cadillac

Combined Carpet Sweeper and Vacuum Cleaner

is built lower, so that it will reach under beds, etc., and places where low obstructions would prevent ordinary sweepers from going. The top of the sweeper is constructed of the best 3-ply veneer wood, and the dust bag is also greatly improved. The "Cadillac" is made in Canada, saving duty charges, and sells at a lower figure than other machines. Write for full particulars.

Clements Mfg. Co.
LIMITED
74 Duchess St., Toronto

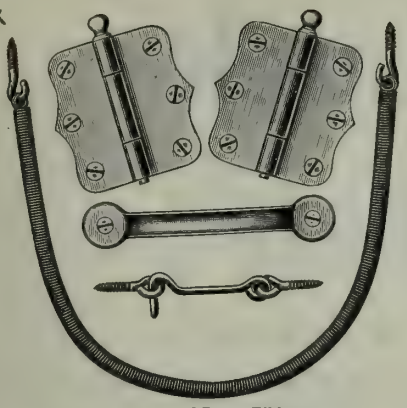
TRADE S.W. MARK

STANLEY

WROUGHT STEEL

Screen Door Hardware

COMPLETE SETS IN CONVENIENT PACKAGES



Set No. 1750.

Set No. 1750 is made up of one pair of 3x3 ornamental, loose-pin butts to screw on the surface of the door; one five-inch wrought steel pull; one high-grade No. 3 spring, of much better quality than is usually used on screen doors; one gate hook and eye. Each set is packed neatly in a neat, strong, telescope carton, with screws of the proper size and finish, ready to be handed to the customer.

These sets are finished handsomely in Japan, Antique Copper, Dull Brass, or the Rust-Proof "Stanley" Sherardized finish.

A less expensive set, No. 1752, is also put up with 2½x2½ butts, and a No. 2 Spring. It is made of good materials, handsomely finished, and is fully equal to other sets on the market.

Send in your order for Stanley Screen Hardware, and be prepared for Spring business. Write us, if your jobber cannot supply you.

A. MACFARLANE & CO.

Coristine Building, Montreal

Canadian Representatives of

THE STANLEY WORKS

New Britain, Conn.

NEW YORK CHICAGO

TRADE S.W. MARK

TRADE S.W. MARK

TRADE S.W. MARK

TRADE S.W. MARK

HAVE YOU *been marked* as a Fox Dealer? Do you display the sign that chains the results of the Fox advertising to your cash drawer? Don't wait to have the man who had decided to buy a Fox ask if you can supply it. Tell him in advance and you'll make the

FOX GUN

An Easy Seller

On us rests the responsibility of producing the best possible gun for the money. By hand-making every part to absolute accuracy; by the most careful assembling, final inspection and testing, we are able to *guarantee* the Fox to the gunner we send to your store. It then remains for you to co-operate in selling this good gun.

If you are not already a Fox dealer, it will be a profitable move to

Get In Touch With Your Jobber At Once

THE A. H. FOX GUN COMPANY

4768 N. Eighteenth Street, PHILADELPHIA

11

CLIMAX

Wall Paper Cleaner

Makes Wall Paper Like New

Saves Repapering and Dollars



It is a live article to sell, because a trial invariably makes a constant user.

Used by Millions

"Climax" cleans the finest to the cheapest wall-paper—it does not damage the most delicate colorings, but, on the contrary, it will restore their original lustre.

Also cleans window shades, kalsomine, frescoes, etc., easily, quickly and efficiently.

Packed in tins only. One can sufficient to clean an ordinary-sized room. Ready for use.

Packed 3 doz. to a case, $1.20 per doz., $3.50 per case.

The Spring house-cleaning season is a good time to introduce Climax.

Send your request for full particulars now.

The Climax Cleaner Mfg. Co.

Cleveland, Ohio

Distributing Points:

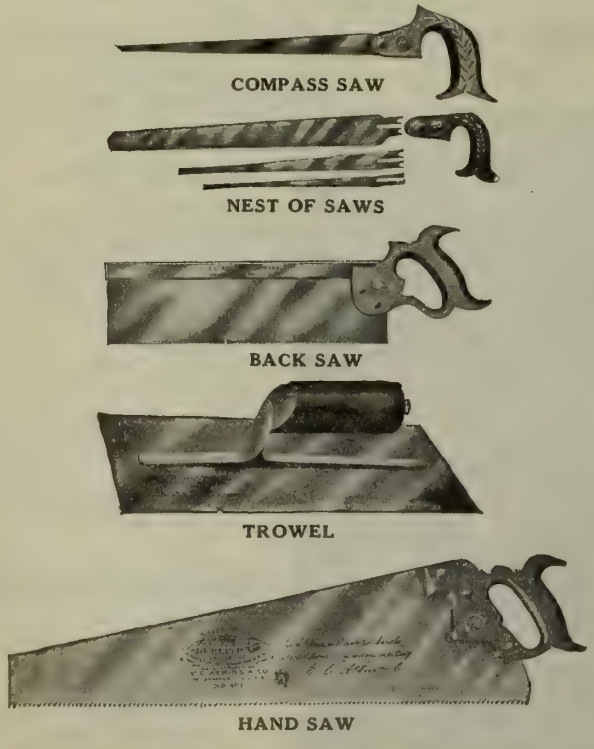
Toronto, Ont.
Winnipeg, Man.
London, Montreal

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS



The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

If you are not satisfied with the money you are now making on Saws—then write to us.

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

Galvanized Steel Sheets

Apollo, Queen's Head, Fleur-de-Lis.

Ask us about Apollo Keystone Copper-Bearing Sheets.

Drop us a card and we will send you our monthly stock sheet and full particulars.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO LUFKIN MEASURING TAPES

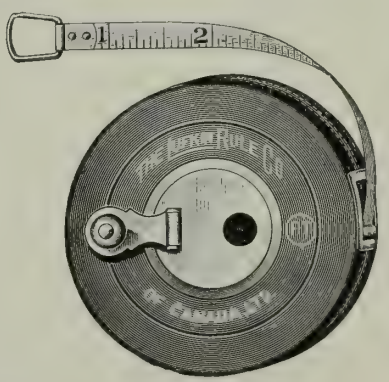
"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

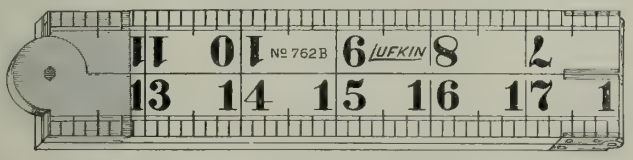
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.



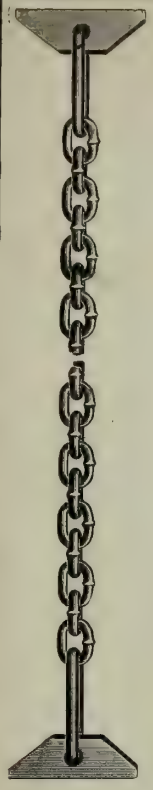


BOXWOOD RULES

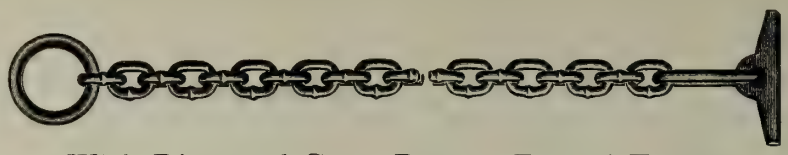
OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK.
BUY AT HOME, INSURING PROMPT DELIVERIES.
THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



Electric Swell Weld



Electric Swell Weld

With Ring and Coast Pattern Forged Toggle

ELECTRIC-WELDED BOOM CHAIN

Sizes ⅜″ to ¾″ inclusive

25% More Weld — 25% More Strength — 25% More Wear

Perfection of welds fully guaranteed

Actually Tested — Prompt Shipment — Low Prices — Best Quality

Give us a trial at our risk—Money back if not satisfied

Made in Canada



Made in Canada

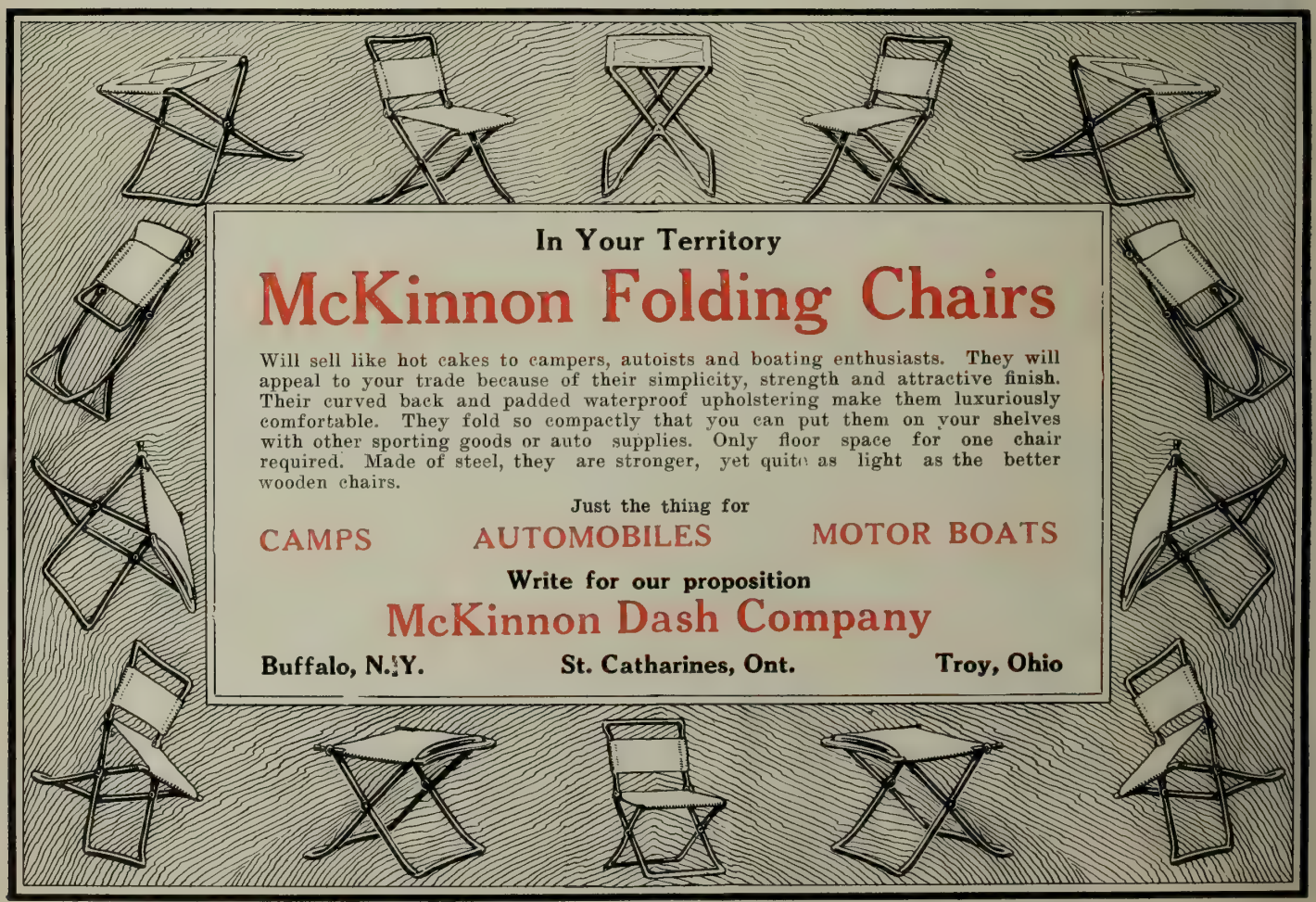
With T-Bar Hook and Long End Link



With two sheared toggles

Ring and sheared toggle

McKinnon Chain Co., St. Catharines, Ont.



In Your Territory

McKinnon Folding Chairs

Will sell like hot cakes to campers, autoists and boating enthusiasts. They will appeal to your trade because of their simplicity, strength and attractive finish. Their curved back and padded waterproof upholstering make them luxuriously comfortable. They fold so compactly that you can put them on your shelves with other sporting goods or auto supplies. Only floor space for one chair required. Made of steel, they are stronger, yet quite as light as the better wooden chairs.

Just the thing for

CAMPS AUTOMOBILES MOTOR BOATS

Write for our proposition

McKinnon Dash Company

Buffalo, N.Y. St. Catharines, Ont. Troy, Ohio

HARDWARE AND METAL

Established 1888 Published Every Saturday

Montreal
Winnipeg
London, E. C.

THE MACLEAN PUBLISHING COMPANY, LIMITED
Publication Office: Toronto, Canada
Vol. XXVI. MARCH 21, 1914 No. 12

New York
Boston
Chicago



Your customers are reading about the

O-Cedar Polish Mop

(Made in Canada)



We're pointing out its advantages in our advertisements in the daily papers in the important cities from coast to coast in Canada; also in the largest and most popular magazines.

A window display during the house-cleaning season will bring you many profitable sales.

This trial offer will appeal to your customers.

Simply ask them to deposit the price ($1.50) with you on the condition that their money will be refunded without a question if not satisfactory. We assume all risk.

Nothing but lack of funds will result in an O-Cedar Mop being returned. The O-Cedar saves the housewife much back-breaking work. It makes easy to clean those hard-to-get-at places, such as between the banisters, tops of high furniture, under the beds, between the radiators, etc. It leaves a hard, dry, beautiful polish on hardwood floors and linoleums.

Order now. **Write your jobber.**

Channell Chemical Co., Limited

369 Sorauren Ave., Toronto, Ont.

CAPEWELL PROGRESS

MAINTENANCE OF PRICE.

SERVICE TO THE TRADE.

A SQUARE DEAL FOR EVERYBODY.

THE BEST HORSE NAILS MADE ANYWHERE.

CONTINUOUS AND SYSTEMATIC REPRESENTATION.

PROMPT SHIPMENTS OF ALL SIZES AND STYLES.

FROM OUR WAREHOUSES IN TORONTO, ST. JOHN, MONTREAL, WINNIPEG AND VANCOUVER. NO DELAYS, NO UNCERTAINTY, NO LOSS.

WITH THE BEST RAW MATERIAL TO BE OBTAINED IN THE MARKETS OF THE WORLD, AND THE UNEQUALLED "CAPEWELL" PROCESS, USED AND CONTROLLED EXCLUSIVELY BY THIS COMPANY, WE HAVE BUILT UP A BUSINESS OF WHICH WE ARE JUSTLY PROUD, AND WE PROPOSE TO INCREASE IT EVERY YEAR, AS IN THE PAST, BY CONTINUOUS ENDEAVOR AND PERFECTION OF QUALITY.

SEE THAT YOU GET YOUR SHARE.

The Capewell Horse Nail Co.

Toronto, Ont.

Branches at

St. John, Montreal, Winnipeg and Vancouver.



Padlock profits

are assured if you display the

WOVAL

Padlock Assortment

"Goods well displayed are half sold" is an old quotation, but it is as true to-day as ever, especially with PADLOCKS.

Your sales can easily be doubled if you hang up this attractive metal shutter (gunmetal finish).

Size 9 inches wide x 21 inches high, with 15 padlocks mounted and selling plan on the back, showing that the assortment can be sold for $19.20.

The selling value is as follows:

12	Padlocks at .15 each	$ 1.80
6	Padlocks at .20 each	1.20
12	Padlocks at .20 each	2.40
6	Padlocks at .20 each	1.20
8	Padlocks at .25 each	2.00
4	Padlocks at .35 each	1.40
4	Padlocks at .35 each	1.40
4	Padlocks at .30 each	1.20
4	Padlocks at .35 each	1.40
8	Padlocks at .45 each	3.60
4	Padlocks at .40 each	1.60
Total 72	Padlocks, selling value	$19.20

This shutter is worthy of a place in the most up-to-date hardware store, and the price is within the reach of the smallest hardware merchant.

Write for our price.

WOOD, VALLANCE LIMITED

The Largest Wholesale Hardware Dealers in Canada.

Winnipeg

Wood, Vallance & Adams, Ltd.
Calgary, Alberta

Wood-Vallance Hardware Co., Ltd.
Nelson, British Columbia

Wood, Vallance & Co.
Hamilton and Toronto

Wood, Vallance & Leggat, Ltd.
Vancouver, British Columbia



Let Us Explain



What we believe is the profitable way—in fact, the only successful way to handle Fishing Tackle and Summer Sporting Goods.

One must carry a First-Class Assortment—not a drug store or grocery line—of Fishing Tackle and Sportsmen's Accessories.

Display them prominently and neatly, at the proper season, and thus create in the minds of buyers that **YOUR STORE** (nobody's but yours) is the **Sporting Goods Store of the town.**

THE REST IS EASY AND CERTAIN

Your store can't help attracting the cream of this trade and that trade will extend to purchases of goods in nearly every other department of your business—**TRY IT THIS WAY FOR A SEASON OR TWO.**

WE HAVE THE LARGEST ASSORTMENT CARRIED IN CANADA

FISHING TACKLE



Our Line of Fishing Tackle includes Lines, Reels, Nets, Seines, Hooks, Baits, Minnows, Sinks, Rods, Steel Rods, Minnow Buckets and accessory goods of all kinds.

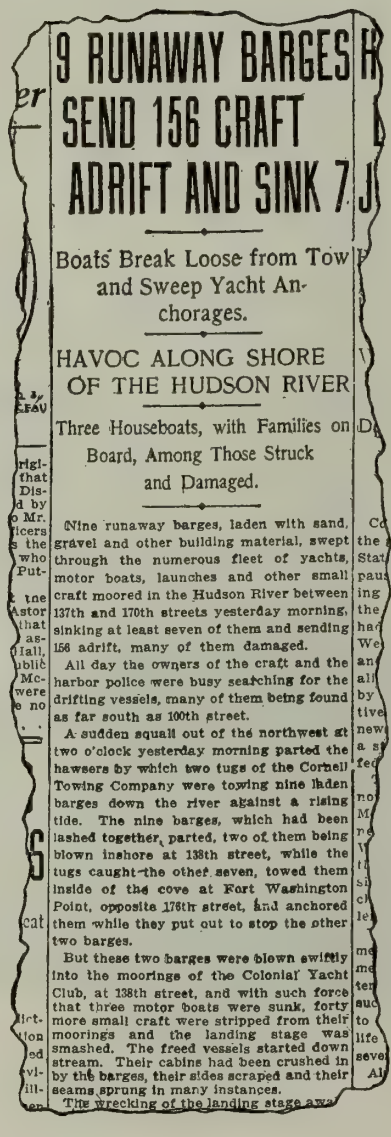
Our No. 50 Catalogue of Sporting Goods shows Tennis Goods, Hammocks, Croquet, Swings, Camp Furniture, etc.

☛ **We want to impress it upon YOU**—that we do not carry the ordinary Hardware Jobbers' stock of Fishing Tackle; **We Carry a Real Line of Fishing Tackle,** embracing everything connected with it and accessory to it. **This Line Should be on Display Now in your show windows.**

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage aw

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



"SAMSON" TIN STRAINER PAIL. Plain Bail

The Pails with the extra re-inforced ears



"SAMSON" TIN DAIRY PAIL

HOWLAND'S SAMSON QUALITY



"SAMSON" GALVANIZED WATER PAIL

ABSOLUTELY GUARANTEED AND EVERLASTINGLY GOOD



"SAMSON" GALVANIZED STOCK PAIL

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

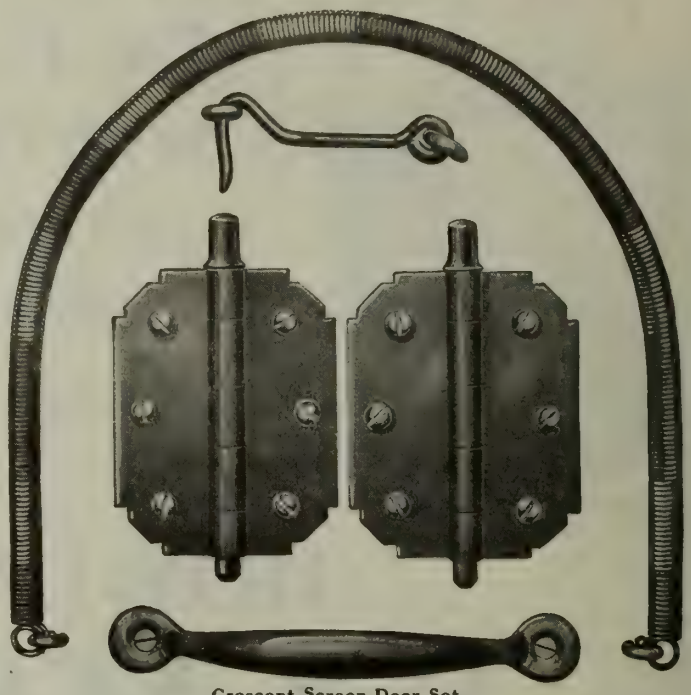
WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

QRAHAM NAILS ARE THE BEST

PREPARE FOR SPRING

SCREEN DOORS will soon have to be hung, and each one equipped with the Crescent Screen-Door Set brings satisfaction to the user. The heavy spring always closes the door and the set being complete and Japanned gives it a splendid appearance.



Crescent Screen-Door Set.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

The EXCELLO
POWER WASHER



It Pays for Itself

No home is Complete without the EXCELLO

Patented 1907

Made in Berlin, Canada

SPILL the SOUP

That's the result if you don't sell the best Power Washer. Who's to blame for all the troubles?

Why don't you **dodge** your **troubles and sell the** EXCELLO?

Where are your customers going **now** for Power Washers?

You can't dodge a machine which did **the family washing** for **Seven years** and that without repairs. The EXCELLO did it. It is doing satisfactory work to-day where **Six** other makes have failed.

Listen! Can you afford to pass by such an article? Don't you think **such a machine** is worth selling? **We** know it is the best. We want **you to know it,** too. Every machine guaranteed.

NOTE:—If you don't buy it we both lose. Write us now for detailed information while you have it fresh in your mind. No fancy price.

EXCELLO MOTOR WASHER CO., Berlin, Ont., Canada. Phone 758



Sizes 15, 17, 19 and 21 in. The Pensylvania Mower a better grade still in same sizes.

The "Empress," a high-grade, ball-bearing lawn mower, reasonable in price. Sizes, 12, 14, 16, 18 and 20 in.

The "Woodyatt," the same grade as Empress without ball-bearings.

The "Star," a medium-price mower with 9 in. drive wheels.

The Daisy, our cheapest.



No. 122

For All

SPRING GOODS

We are well stocked and can give every order entrusted to us prompt, careful attention.

New goods have all arrived. They are of the highest quality, consistent with price.

Hose Nozzles

Clamps and Couplings

Hose Menders

Hose Reels

Lawn Sprinklers

Three-Arm type, like illustration, in 12, 18 and 24 inches high.

The Fountain Ring Sprinkler for a fine, misty spray.

Garden Hose

Record, High-Grade, ½ or ¾ inch.
Western, Good Grade, ½ or ¾ inch.
Trade, Medium Grade, ½ or ¾ inch.
St. Lawrence, Cheapest Grade, ½ or ¾ inch.



FREEZERS.

The Blizzard single-action dasher has automatic twin scrapers, tubs have the electric - welded hoops which will not fall off. Heavy tin - plate cans, with steel bottoms. Sizes 1 qt. to 14 qts.

THE GEM,

one of the best-known, reliable freezers, has stood the test of years. Double action, quick freezing, fine, strong tin - plate cans, heavy pails, electric - welded hoops. Sizes 1 qt. to 14 qts. Where larger sizes than 14 qts. are required, we can supply the Crown to order, 18 to 32 qts.

CAVERHILL, LEARMONT & CO.

MONTREAL

If you knew

Climax Cleaner

as millions of others do, you'd be a Climax user and a Climax booster too

Makes Wall Paper Look Like New. Saves Repapering, Frescoing, Etc.



It is so easy to use that the task is a pleasure; makes no dirt and takes all dirt, may be used in any room without inconvenience of removing furniture. Nothing objectionable from its use or its effect.

Will not damage the most delicate colorings, but on the contrary will restore their original lustre.

One can is sufficient to clean an ordinary-sized room.

We specialize in making Climax Wall Paper Cleaner—we put our whole time and attention to it—that's the reason it's good.

"**Climax Cleaner**" on the label of every can is your protection and our guarantee. **Have "Climax Cleaner" in stock and boost it in the Spring house-cleaning season.**

Packed 3-doz. to a case; $3.50 per case.

It will get you re-orders.

The Climax Cleaner Manufacturing Co.

Cleveland, Ohio

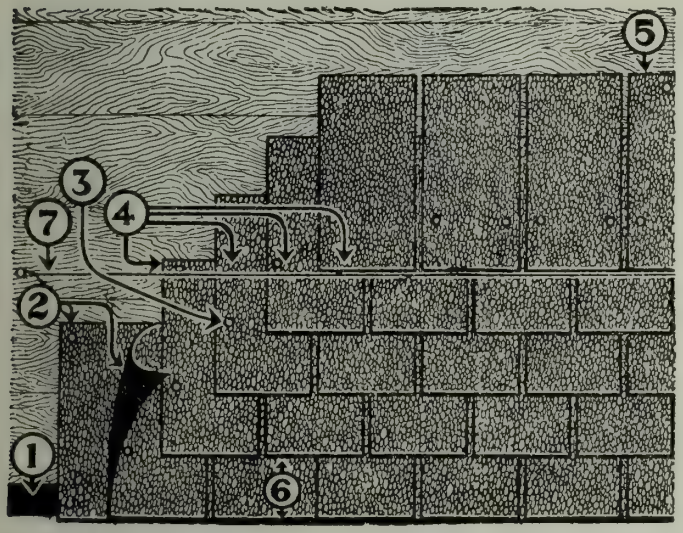
DISTRIBUTING POINTS:—

TORONTO, ONT. **WINNIPEG, MAN.**
LONDON, ONT. **MONTREAL, QUE.**

"Brantford" "Roofing" ASPHALT RUBBER CRYSTAL } IN ROLLS

Brantford Asphalt Shingles

In Cartons: 4 cartons contain enough shingles to cover 1 square in smooth surface shingles---Rock face in colors



Full directions with bright new CATALOGUE---now being mailed the trade.

Cheaper and better than the old wood shingle and in some respects better than slate.

Still another new line we are offering

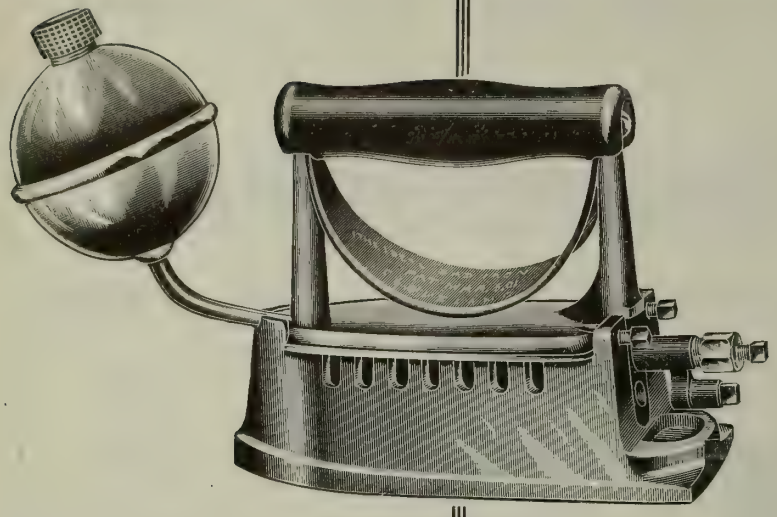
"ROOF LEAK" Coating in Colors

Are you handling these goods? They will increase your sales 100%

OUR TRAVELLERS ARE ALL OUT

Write us for prices and copy of New Shingle Catalogue if you haven't one

Brantford Roofing Co., Limited



Safe, Dependable
and
Very Profitable

Nothing Hot
but the Iron

The "IDEAL"

Self-Heating

Sad Iron

When the "Ideal" is hot enough to iron heavy linens there is but 2½ lbs. pressure on the tank—while every tank is tested to stand 175 lbs.

Cost of operation is less than one cent per day for a family of five.

A tank of gasoline will burn for four hours.

Heat can be regulated to suit conditions.

No possibility of scorching clothes.

There is no gas, the combustion being perfect.

Handle and operator always cool.

The Ideal is made from the highest grade material. Burner and Generator are manufactured under the direction of men with **20 years' experience** in such work.

Directions accompany every iron and we guarantee satisfaction if operated according to directions.

Exposed parts are nickel-plated and polished, giving the iron an **attractive appearance.**

Write for price.

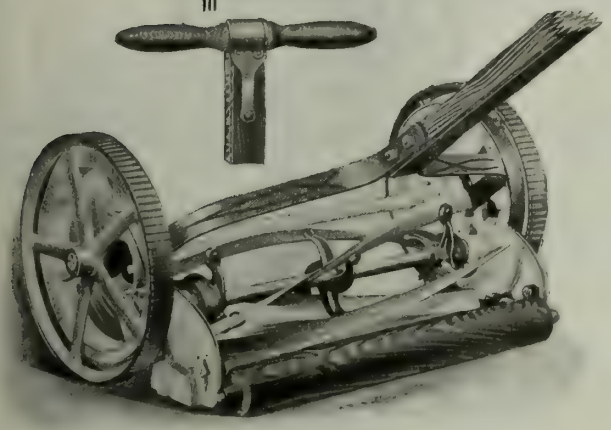
Taylor-Forbes Company, Limited

Head Office and Works:
GUELPH, CANADA

Branches and Agents

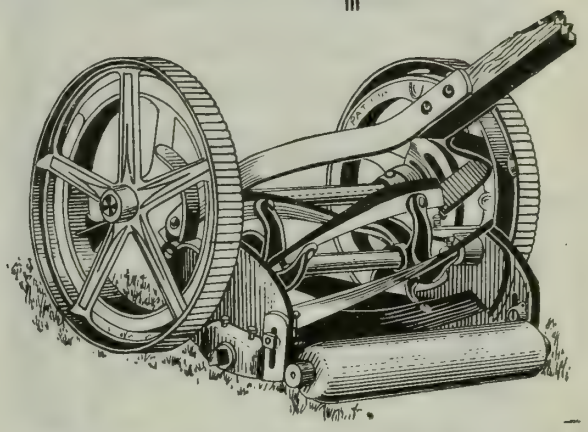
Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, 53½ Dock St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; H. F. Moulden & Son, Travellers' Bldg., Winnipeg; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

Every Customer's Satisfied With—



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

TAYLOR-FORBES LAWN MOWERS

The success of a hardware store depends on a customer's satisfaction. You cannot afford to sell an inferior line simply because it pays a larger profit. You can make a sale once on such goods, but the buyer will not continue to be a customer nor recommend you to his friends.

Taylor-Forbes Lawn Mowers are good and reliable. They have stood the test for forty years and have made a friend of every user. Their quality, finish and distinctive mechanical features have never been equalled.

UNCONDITIONALLY GUARANTEED

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with his purchase we **insist** on giving him a new machine or refunding his money.

See that you have a good stock of Taylor-Forbes mowers on hand this Summer. They'll increase your sales.

We want to send you our catalog showing complete line for 1914. Write for it now.

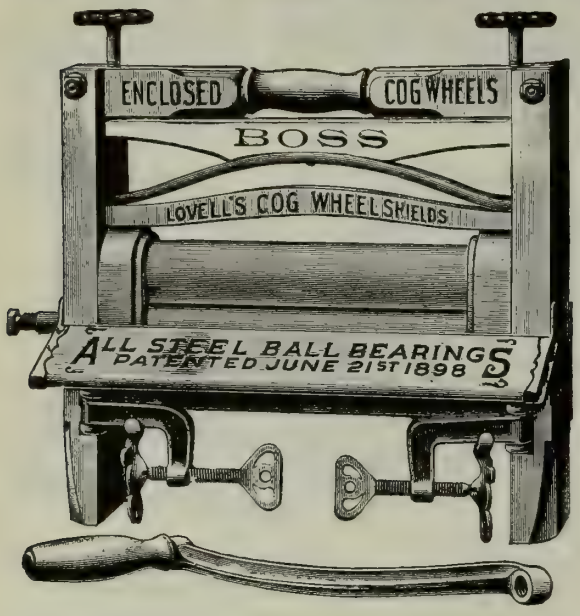
Taylor-Forbes Company, Limited

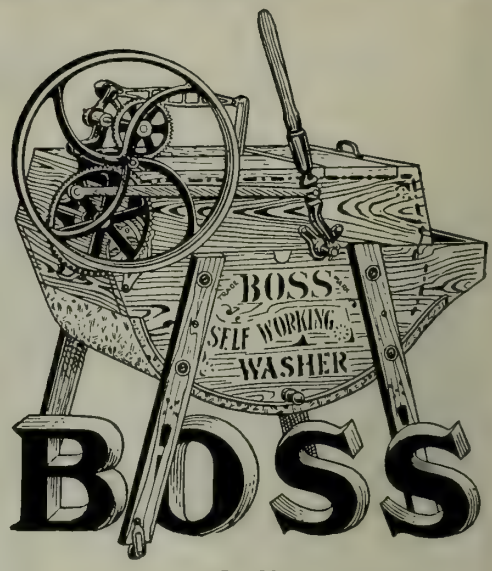
Head Office and Works: GUELPH, ONTARIO

Branches and Agents

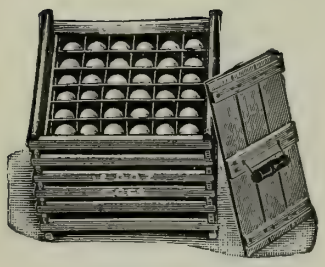
Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, 53½ Dock St., St. John, N.B.; Canadian United Mfrs. Agency, London, Eng.; H. F. Moulden & Son, Travellers' Bldg., Winnipeg; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

HIGH QUALITY WOODENWARE





No. 32.



Humpty Dumpty
Folding Egg Crate.

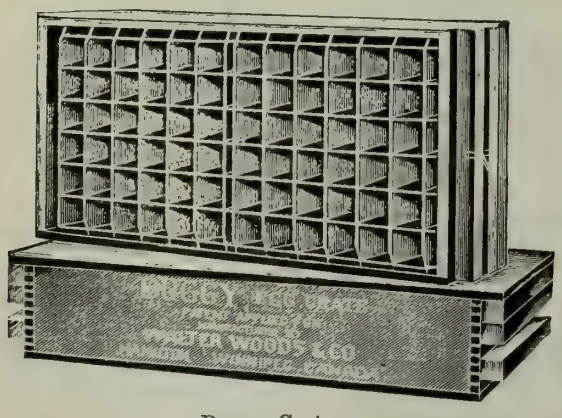
We wish to call the attention of hardwaremen, the country over, to the exceptional value of our many and varied lines—a few only of which we illustrate here.

All our goods are attractive, well-made and have stood the supreme test—from the dealers' standpoint—making satisfied customers. We always carry very large stocks—and shall be pleased to supply you promptly—either through our Hamilton Office or our Winnipeg Branch.

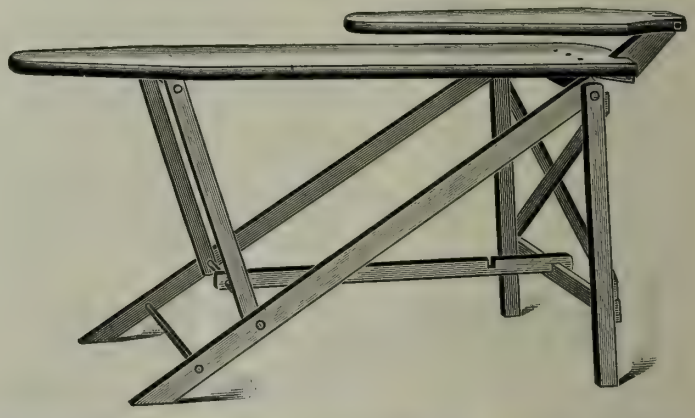
Write us to-day for our illustrated catalog—it contains details of our many lines, which will be useful to you.



Eagle Mop Wringer and **Bucket.**



Buggy Crate.



WALTER WOODS & CO., HAMILTON AND WINNIPEG

THE

KENNEDY HARDWARE CO.

LIMITED

51-53-55 COLBORNE STREET

TORONTO

We Have The Goods

SAMPLE ROOMS AT

FT. WILLIAM
Currie, Hocking Co.

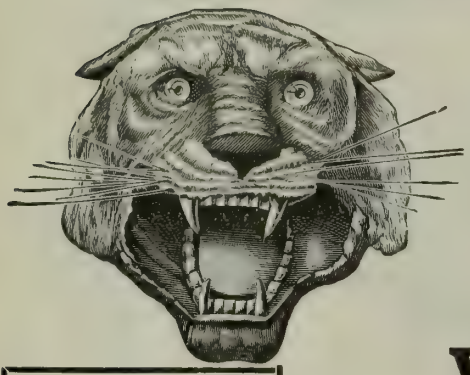
SUDBURY
A. E. Cameron

COCHRANE
W. A. Morgan

We Give The Service

Mail Orders Shipped Same Day As Received

The Steel Company of Canada, Limited
Hamilton, Ont.



"Tiger" Brand
White Lead 100% Pure
Among Every Line

of Commodities to-day there is one undisputed leader.

Of all the high-grade, well-known brands of White Lead, "TIGER" Brand stands supreme.

Through its merits and qualities "Tiger" Brand has attained and held the supremacy.

The satisfaction derived by the PAINTER from the use of "TIGER" Brand is the great factor towards its popularity and demand.

If you have never handled Products of The Steel Co. of Canada, Ltd., there are possibilities of increasing your sales.

No dealer ever regretted pushing the sale of lines manufactured by us, as it assured him satisfied customers and created a demand for other lines produced by the STEEL COMPANY OF CANADA, Limited.

STEEL
- Merchant
- Angle
- Band
- Machinery

RIVETS & BURRS
- Bridge
- Boiler
- Brass
- Copper, Etc.

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

TACKS

BOLTS & NUTS

STAPLES

WIRE

WIRE NAILS

SPIKES

PUTTY

WROUGHT IRON PIPE

HORSE SHOES & NAILS

LEAD PIPE

BRIGHT WIRE GOODS

Jack Chain
Wire Door Pulls

CARRIAGE HARDWARE

POLE LINE HARDWARE.



Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

FROTHINGHAM & WORKMAN
LIMITED
407-409 St. Paul Street
Montreal, Que.

Warehouses Remodeled

Up-to-date Methods



Improved Facilities

Everything New

Front View of Offices—Sample Room—Front Warehouse

All Orders Filled Promptly with New Goods Only

SPECIAL NOTICE

All damaged goods have been removed to separate buildings and are being sold at very low prices.

Take a trip to Montreal and inspect them.
IT WILL PAY YOU.

You can make money out of any of these

MAXWELL

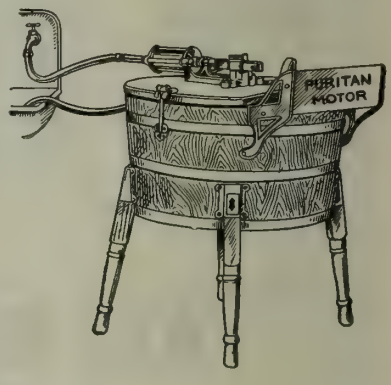
lines. They are known everywhere!



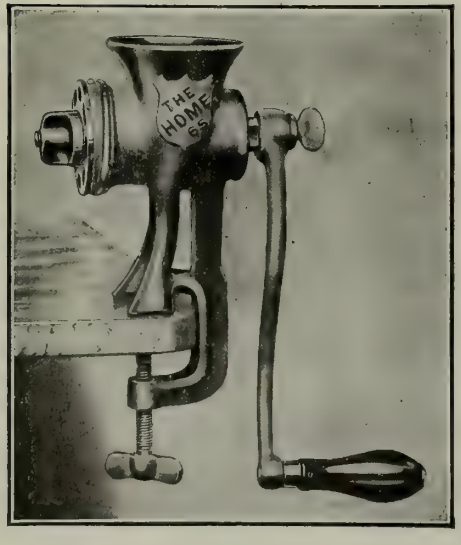
MAXWELL'S
"Favorite" Churn
(Bow Lever)

Here's a Churn which has been known and used for nearly twenty years. More "Favorites" are sold annually in Canada than all other makes combined. Barrel of best imported oak with silver aluminum hoops, exceptionally large roller bearings, easy running, and very strong. Notice the bow lever. Handle can be adjusted to centre, left or right, as desired.

MAXWELL'S
"Puritan" Motor Washer



A complete self-washer. Runs by water power from ordinary pressure obtained from the faucet. Requires no attention, simple to operate and no delicate parts to get out of order. Reciprocating motor —the most reliable of all types. Valves built to resist action of grit or sand.



MAXWELL'S
"Home 65" Food Cutter

Here's a splendid seller—an article every housewife needs. This "Home 65" is made in the standard family size, and is much stronger than the ordinary type of machine. Cap fits tightly, rendering the machine perfectly watertight. The open-end cylinder makes it easy to clean, and the mechanism is simple. Supplied with different cutting plates.

Write for Illustrated Catalogue

MAXWELLS LIMITED
St. Mary's, Ontario

Three more MAXWELL lines

it will pay you to handle:—

Send your orders along NOW—and ensure prompt delivery.

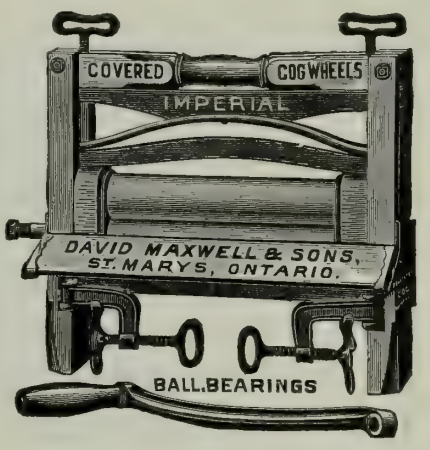


MAXWELL'S
"Excel-All" Washer

The easy-running washer which takes all the labor out of wash-day. Tub runs smoothly on ball bearings, and the top lifts up, giving heaps of room for putting in and taking out the clothes. The improved wringer board can be swung out of the way when not in use. Washer has a neat tubular metal frame and the finish throughout is first-class. You will find this a very popular line.

MAXWELL'S
"Imperial" Wringer

Maxwell Wringers have long been known for their high-grade construction and the splendid value they represent. This "Imperial" Wringer has steel ball-bearings and illustration shows covered gear. Special attention has been paid to the rolls, which are manufactured from the finest rubber. Malleable iron clamps to fit any tub.





MAXWELL'S
Lawn Mowers

A profitable line for your new year's trade. Maxwell Lawn Mowers make satisfied customers wherever they are sold. Every machine is well made, strong and nicely finished. Made in all sizes, each with 8-inch to 10-inch wheels and with either three or four cutting blades. Finished in Aluminum and Carmine. Very light, easy-running machines. Place your order in good time for early deliveries.

Write for illustrated Catalogue

MAXWELLS Limited

St. Mary's, Ontario

Write for catalogues of

The CANADIAN ROGERS CO.'S NEW LINES of SILVER-PLATED WARE

Showing everything for the Spring Trade in new and attractive designs in both Hollowware and Flatware.

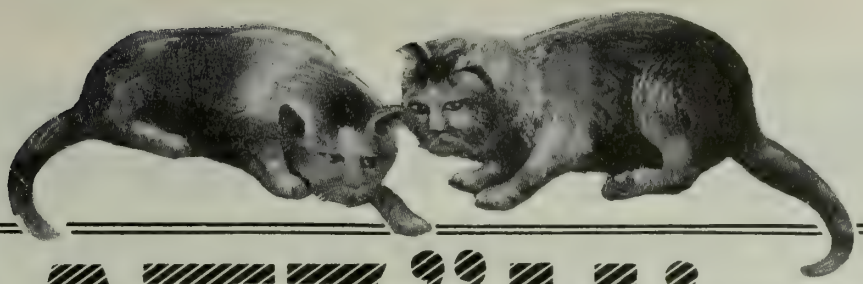
Note.—The Wm. A. Rogers (R) S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price.—Why?—They are plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

The Biltmore



CANADIAN ROGERS CO., LIMITED

Toronto, Winnipeg, Vancouver

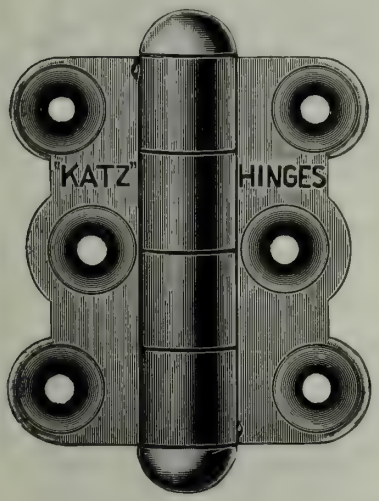


"KATZ" Hinges

TRADE MARK "KATZ" Reg'd U.S.A.

Will quickly swing more trade your way

TRADE MARK "KATZ" Reg'd U.S.A.



Patented U.S.A.

WHO CAN BEAT 'EM?

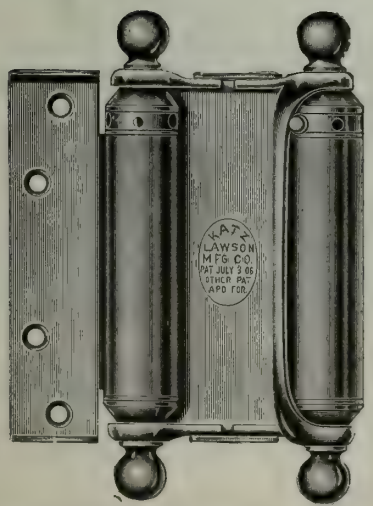
"Katz" Jamb Hinges are made of wrought steel, brass bronze, strongly reinforced at its weight-carrying points.

"Katz" Screen Door Hinges, also made of wrought steel, are equipped with springs completely concealed in a steel tubing axle.

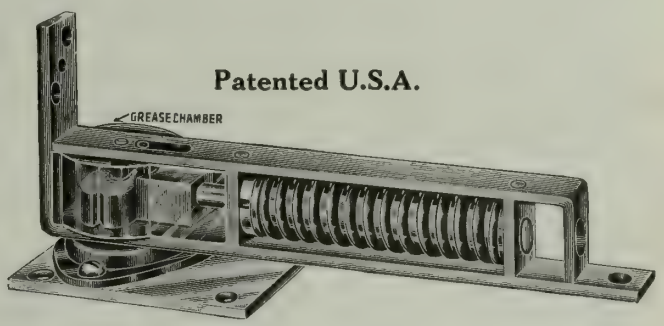
Made in all regular finishes, and in 3 styles.

Our "Katz" surface hinges for doors 1⅛ in. to 1¾ in. thick.

Steel throughout. Equipped with ball bearings. Grease chamber encloses and lubricates working parts. Alignment guaranteed to hold. Made in two styles.



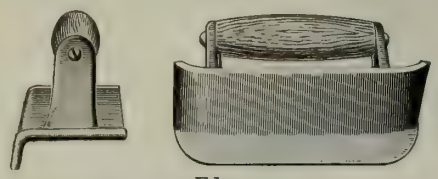
Patented U.S.A.



The combination of **strength and beauty** and the excellent **lasting qualities** are certain to induce buyers to come back for more. **Send for Catalog No. 9.**

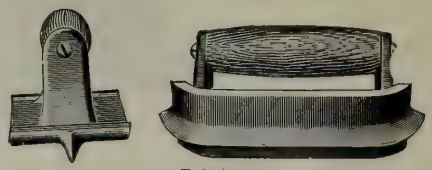
LAWSON MFG. CO.

215 W. HURON ST., CHICAGO

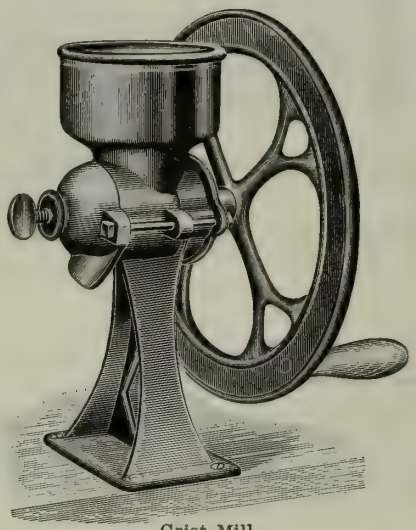


Edger

Get our new catalogue of cement tools. Our prices are attractive.



Jointer



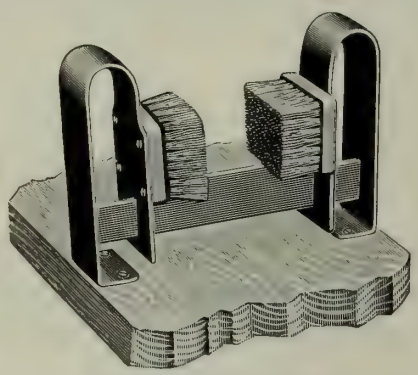
Grist Mill

Our line of hand Grist Mills is most complete.

Send for our Grinder bulletin. You will find we have something interesting.

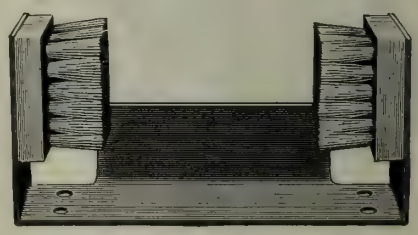


Foot Power Grinder

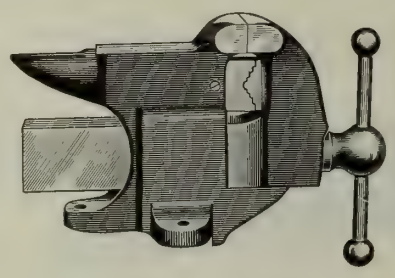


Automatic Shoe Cleaner

These Shoe Cleaners are items you should have.



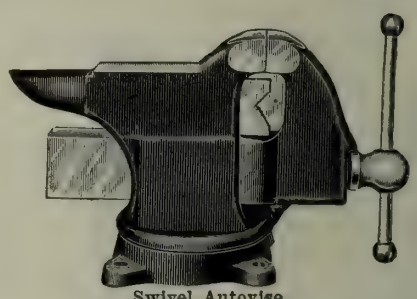
Acme Shoe Cleaner



Stationary Autovise

The Autovises are the best-selling vise on the market.

Send for Catalogue showing largest and most complete line of vises on the market.



Swivel Autovise

ROCK ISLAND MANUFACTURING CO.

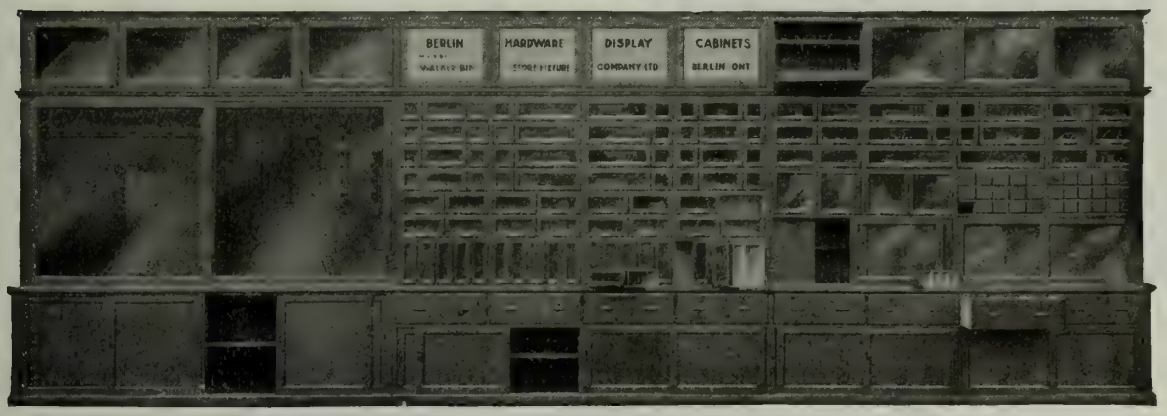
ROCK ISLAND, ILL.

CHICAGO **BOSTON** **NEW YORK, John H. Graham & Co.**

A Good Impression

is created by the attractive looking store

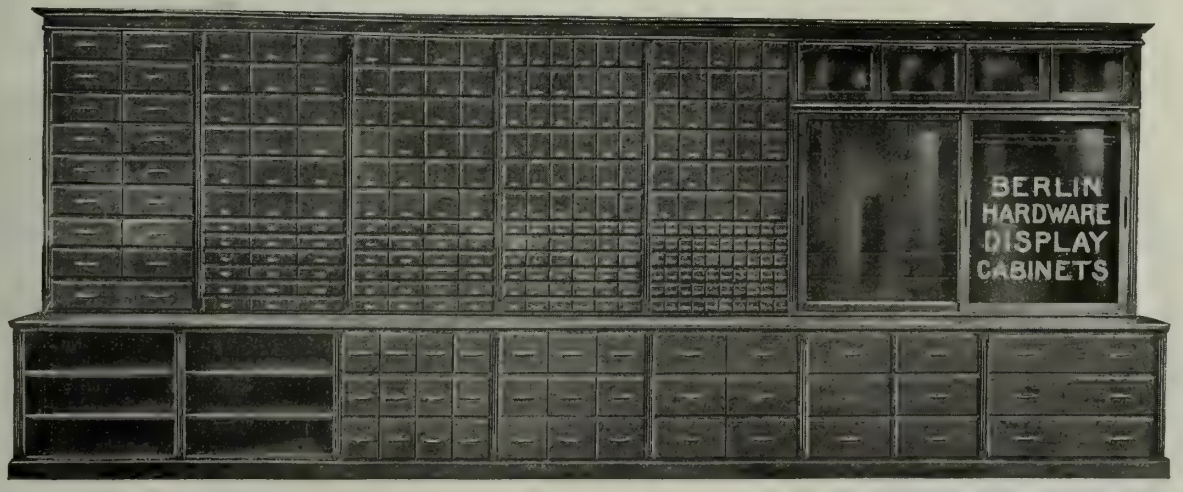
The public gets the idea that the owner is up-to-date, systematic, has what is wanted, and can serve them quickly.



In the Berlin Hardware display cabinet the goods are displayed behind glass doors or display front compartments.

Articles thus displayed are kept free from dust, and as a result always retain their original good finish and make a stronger appeal to the prospective buyer. **The method of display enables the customer to see what he or she wants at a glance**—a fact that is greatly appreciated.

Made of best quality oak and beautifully finished.



WRITE FOR CATALOG AND ESTIMATES

The Walker Bin & Store Fixture Co., Limited

BERLIN :: ONTARIO

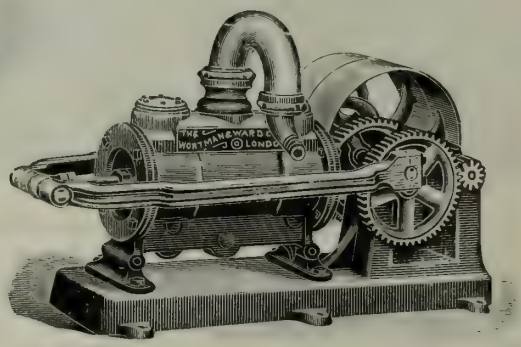
Labor-Savers for the Farm

Every farmer owning a Gasoline engine is a prospective customer for one or all the lines illustrated. Write us for prices, get posted and then you can secure this trade for your district. Be Headquarters for Power devices.



The Daisy Power Churn

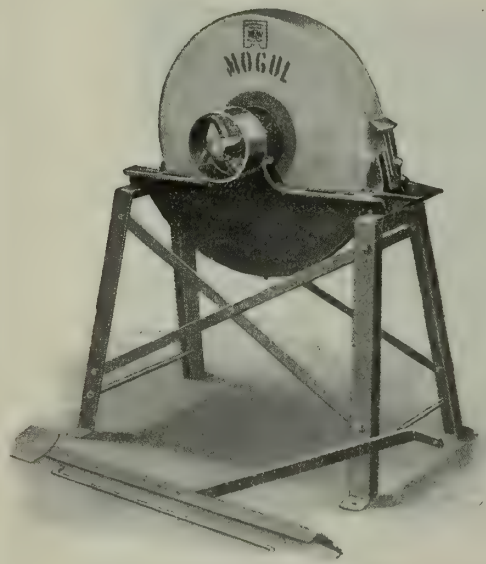
Just as nearly perfect as the lever churn, of which 175,000 have been sold throughout Canada. Made in three sizes to churn 9, 12 and 16 gallons.



No. 54 Pump Jack

Furnished with or without pump, and makes an ideal pumping outfit for the larger farms and ranches. No waiting for the wind, with this outfit installed.

Buy your Belting from the Big Winnipeg House



Mogul Power Grindstone

Angle Steel Frame — Ball-bearing journals — adjustable tool rest—Saves the farmer's time when his time is money.

MILLER-MORSE HARDWARE COMPANY, Limited

"The Big Winnipeg House."

WE SOLICIT YOUR MAIL ORDERS



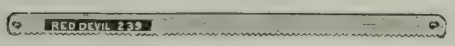
Playtime Power Washer

Robs washday of its drudgery, and solves the problem of getting the washing done quickly — order a sample—you can surely sell it.

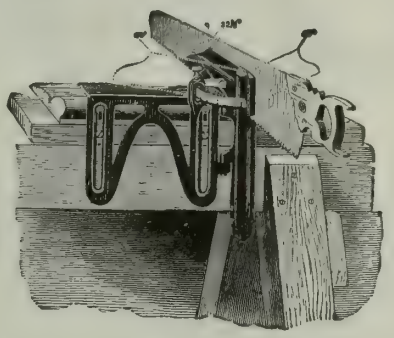
Tell Your Jobber You Want The Red Devil Line



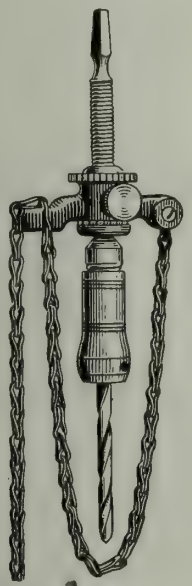
Glaziers' Diamond—We also have the most complete line of glass cutters on the market.



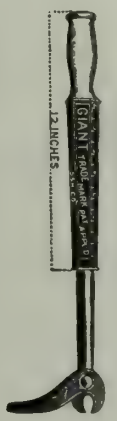
Flexible and all-hard Hack Saw Blades, Hand and Power—all sizes.



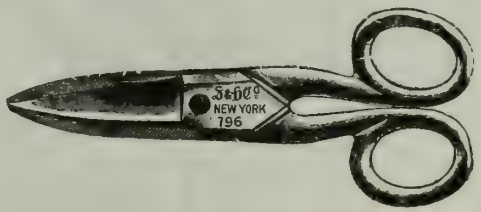
No. 150 Genuine Seavey Mitre Box—Weighs only 2 lbs.—Cuts perfect joints, mitres and angles.



No. 2012 Chain Drill.



Genuine Giant Nail Puller.



No. 796—Electricians' Snips.



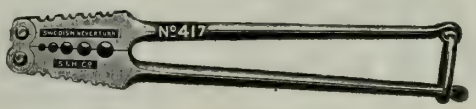
Acme Can Opener—A very popular line.



Eastern Pattern Pole Climber.



No. 718—Splicing Clamp.



No. 417—Splicing Clamp.

EVERY ONE OF THE RED DEVIL FAMILY

BEARS THIS TRADE-MARK

TRADE S.&H.CO. Red Devil N.Y. U.S.A. MARK

Smith & Hemenway Company

150-152 Chambers Street, New York.



WISS QUAL-ITY WINS

There's a whole lot of difference in shears and this difference is worth looking into.

Some shears **break** very easily.

That's because they're made of too brittle metal—a metal that has been hardened all over in a vain effort to secure a good cutting edge.

Some shears **chew** the cloth or rubber, or paper, instead of biting clean through it.

That's because the blades are badly adjusted, or joined with imitation screws (merely rivets).

Some shears quickly lose their cutting edge.

That's either because the manufacturer uses a metal that secures toughness at the expense of sharpness—or that the blades, being badly balanced and unevenly tempered nick and notch each other at every cut.

These faults and many others are inseparable from all **cheap** shears and even some of the higher-priced makes.

Only by buying

WISS

"STEELFORGED" SHEARS

can you escape all the ills that shears are heir to.

They don't Break—Because the frame or "spine" of each blade is **forged** from a tough, elastic steel that will stand all the dropping and banging and hard knocks it is possible to inflict.

They Cut Clean—Because onto this tough, elastic frame is welded the finest crucible steel cutting edge—**strength** and **cutting efficiency** combined; because the blades are balanced and adjusted to the thousandth part of an inch with screws.

They Stay Sharp—Because the crucible steel in Wiss Shears gives the finest cutting edge it is possible to produce; because the blades are hardened in cold running water; and because of the perfect matching of blades and painstaking adjustment.

Your trade will gladly pay a little more for Wiss Steelforged Scissors and Shears when you show them how much more they are getting for their money.

We co-operate with you in every way possible to make your scissors-selling bigger and broader.

Let us explain this to you. A postal will bring our Representative.

J. WISS & SONS CO.

NEWARK, N.J., U.S.A.

Manufacturers of High-Grade Shears, Scissors, Razors, Cutlery since 1848

Toronto Office: 193 Spadina Ave.



It's Always the MAN Behind

Poets and historians have sung to us for years of "the man behind the gun." He, of all others, is the popular hero.

In times of peace, when the brilliancy and pomp of war are forgotten, the wise folks sometimes acknowledge that much is due to the man behind the plow. Largely through his industry and thrift the man behind the gun is made possible.

But forgotten in both song and story is **the man behind the saw.** Though upon his skill and knowledge the modern world has been built, he goes on his way unnoticed.

Standing behind his saw, day in and day out, for many long and weary hours, he helps to build the ships that carry the great guns—he constructs the frames that hold the plow—he rears the home that protects the plowman—he devises and produces almost everything that makes life worth the living.

Patient, simple, unrewarded though his life may be, we have always recognized his supremacy in the world of industry. We have devoted more than three score years to making

DISSTON SAWS

so as to place in his hands an implement that would enable him to develop his skill to the utmost. We have given him the best that could be made and left the rest to him; for it matters not how true the gun—however sharp and shapely the plow—or skillfully designed the saw—it's always the **man** behind upon whom rests the burden of its efficiency.

It is mainly upon the man behind the saw that the Hardware Dealer depends for his living. The dealer who fails to get behind Disston Saws and push them on their merits is losing out with this man, for the reputation of Disston Saws is always a great factor in building the reputation of the man behind the sale.

TRADE MARK

Reg. U.S. Pat. Off.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

Established 1840

PHILADELPHIA, U.S.A.





REMINGTON
UMC
TRADE MARK

NOW is the TIME

To Look Forward

In variety of assortment and in total quantity, the proportion of Remington-UMC on your list ought to be greater than ever.

To a peculiar degree, the dealer's ammunition business is the reputation maker for his store.

It touches the greatest number of his customers---customers, moreover, who are specially open to the appeal of prestige founded on results.



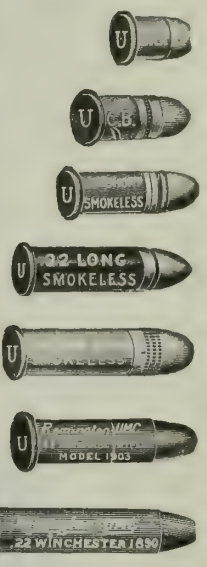
Remington Arms-Union Metallic Cartridge Co.

WINDSOR ONTARIO





Scan your ammunition lists closely before you write out your specifications for the season's stock.



Results are what they want---the Remington-UMC ammunition that can be depended on, taking any shell at random, in the gauge and load appropriate for the kind of game they are hunting.

Your strong feature should certainly be Remington-UMC ammunition---with a display of the Red Ball Mark of Remington-UMC, to show that you are taking the lead in the ammunition business, and that your store is Sportsmen's Headquarters



Remington Arms-Union Metallic Cartridge Co.

WINDSOR ONTARIO



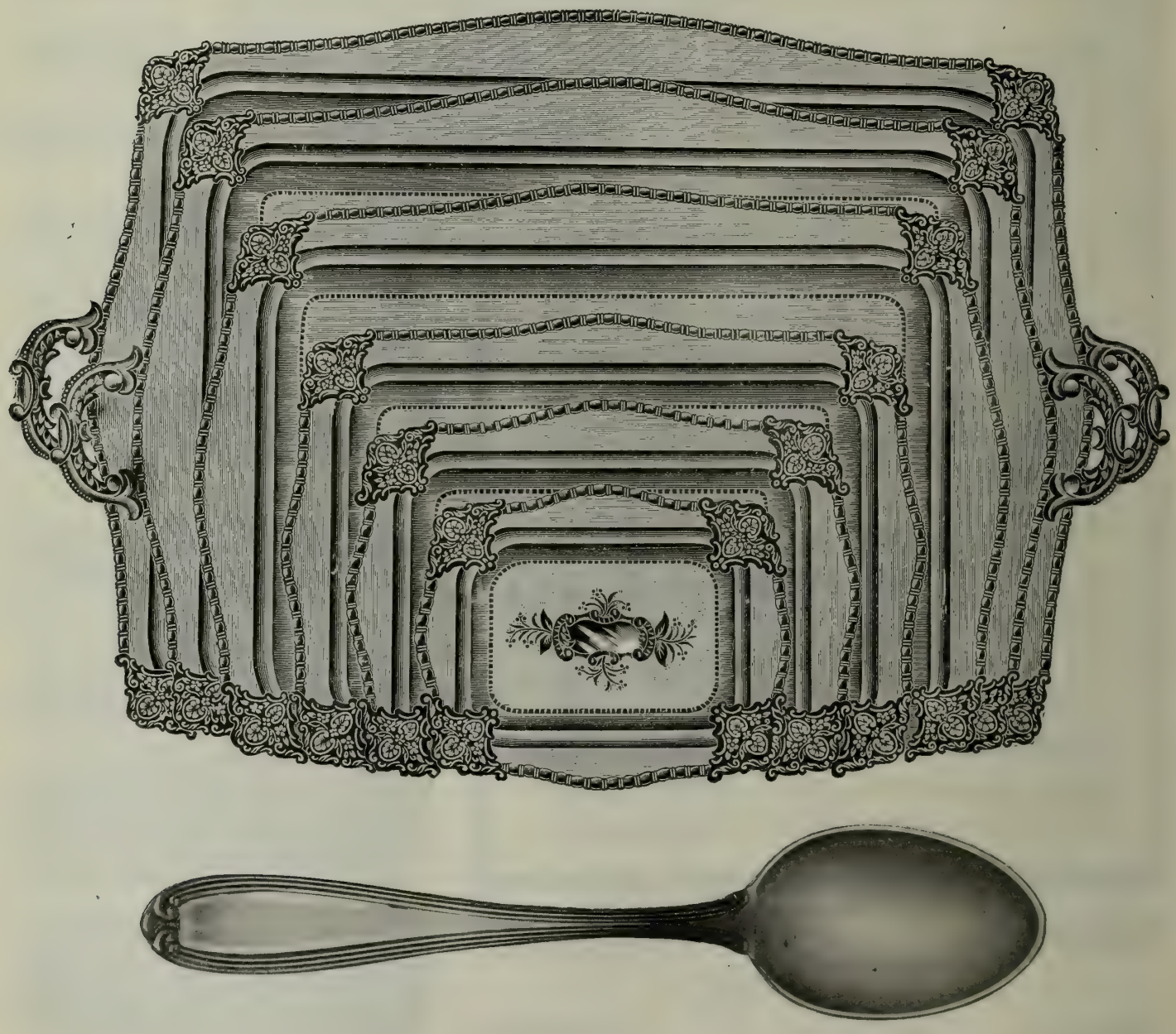
The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of

ELECTRO SILVER PLATE

of an absolutely guaranteed quality

Have been in the Canadian Market as Manufacturers for over 30 years. Issue several Catalogues. If interested write for particulars.



FACTORIES AND SALESROOMS: WEST KING ST., TORONTO

BRANCH SALESROOMS: Fairfield Building, Granville St., Vancouver, B.C.
Hammond Building, Albert St., Winnipeg, Man.

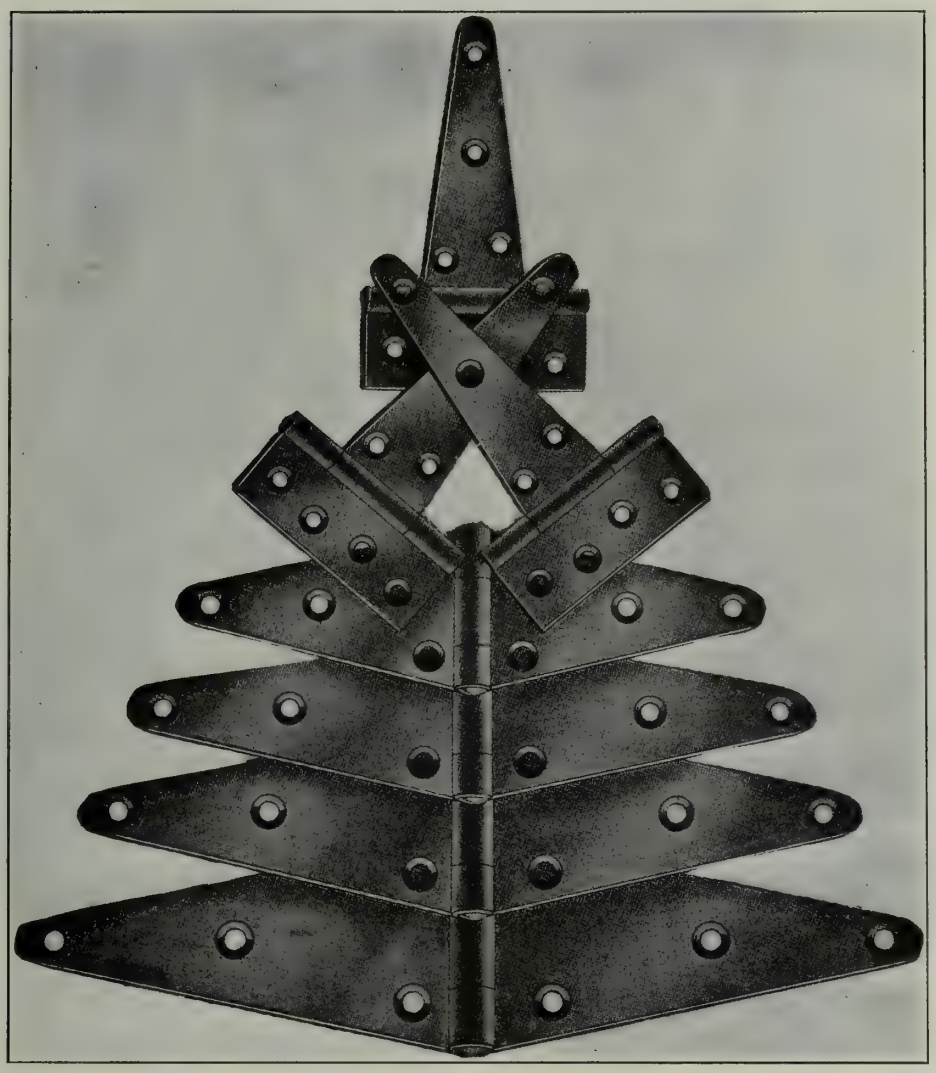
There is None Better Than
M. H. BRAND

Finest Materials

Expert Workmanship

Attractively Boxed

This line never fails to please.



Orders shipped same day as received if desired.

We specialise in quick service.

Recommend this Line to your Customers and you will never receive complaints.

WRITE TO-DAY FOR OUR CATALOG

You will find the prices right

Montreal Hardware Mfg. Co., Limited

MONTREAL







Better Results For You

Selling the Royal Compo for Harness, Shoes, etc.

We Guarantee

Royal Compo will please your customer or refund the money.

Quality Superior

A few sales of Royal Compo are your best advertisements—pleased customers.

Use Royal Compo for Harness
Use Royal Compo for Shoes
Use Royal Compo for Travelling Bags
Use Royal Compo for Patent Leather
Royal Compo is the only dressing that will stand a hot water test.

Royal Compo Protects the leather
Royal Compo Prevents mildew
Royal Compo does not chip or crack
Royal Compo does not come off on the hands.

Put up Half lb. White and Gold decorated tins.
Packed two dozen in card-board box.

Endorsed as the Best—a few opinions:

Adams Bros. Harness Mfg. Co., Ltd.
—The people we are supplying will not take a substitute.

Samuel Trees & Co., Ltd.
—We find it gives satisfaction to the trade.

Geo. A. Rudd & Co., Ltd.
—We find an increasing demand for it.

Keech & Co., Enterprise.
—The best we ever used for old harness. Send order by first express.

Syracuse, N.Y., E. J. Kimman.
Had a call for Royal Compo. Is there any place in this state that has it in stock?

Buffalo, N.Y. (Wholesale).
Put us in a position to compete and we think we can show you good business.

SPECIAL SELLING AGENTS

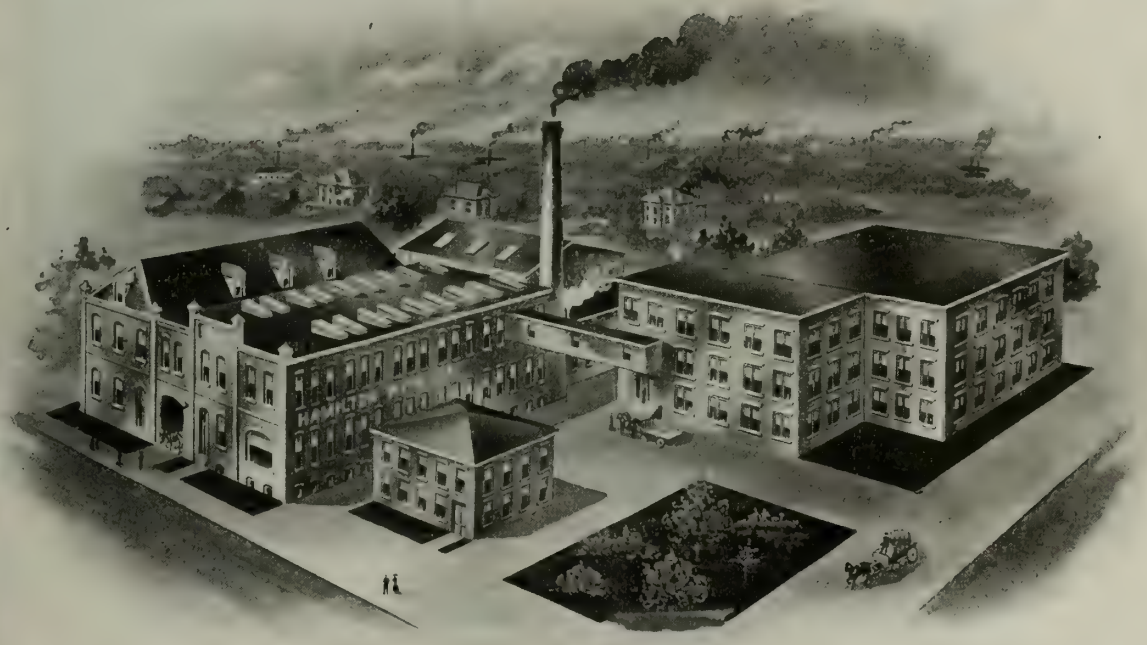
The Hamilton Whip Co., Hamilton, Can.

"The Line of Quality"



HAMILTON WHIP CO.
WHIPS & WHIPS
HAMILTON, CANADA.
EFFECTIVE—ECONOMIC.
(Trade Mark Registered)





The Most Complete Whip Factory in Existence

BUGGY WHIPS. TEAM WHIPS. CART WHIPS.
EXPRESS WHIPS. BINDER WHIPS. TRACK WHIPS.
RIDING WHIPS. TOY WHIPS. DROVER WHIPS.
STALLION WHIPS. BULL WHIPS. TRAINING WHIPS.
COACH WHIPS. RIDING CROPS. COWBOY QUIRTS.
REPAIR TOPS. ALL LINES LASHES. ALL KINDS OF STOCKS.

The Hamilton Whip Co., Hamilton, Canada

Housecleaning Time is Here

You know that now is the time when every housewife is renovating her home from top to bottom—and that floors, linoleum and furniture are claiming a large share of her attention.

Now is your opportunity to sell

RONUK FLOOR POLISH

Bear in mind that Ronuk is different from ordinary floor-wax —and that it has many more uses in the home. Ronuk is not only suitable for hardwood floors — it is just as satisfactory as a cleanser and dressing for linoleum—it is unexcelled as a polish for furniture—it cleans and polishes painted and varnished woodwork, auto-bodies, picture frames, and many other household articles.

We are running a special advertising campaign at this season to educate the public to these uses of Ronuk.

By helping to educate your customers to the many uses of Ronuk you are building a larger trade for yourself, because more Ronuk will be bought than other preparations which accomplish only one purpose and are so regarded.

Do you understand the special CASH BONUS offer for increased Ronuk sales in the next few months? If you do not, we would like to explain it to you. Can we send you a window display? Write us.

RONUK LIMITED

Factory, Portslade, England.

91-93 Youville Sq., Montreal.

Head Office for Canada:
53 Yonge St., Toronto.



ESTABLISHED 25 YEARS
1889-1914

TOOLS AND SUPPLIES
FOR
MECHANICAL ARTISANS

WHOLESALE AND RETAIL



VIZ.

ENGINEERS

MACHINISTS

VIZ.

ELECTRICIANS

STEAM-FITTERS

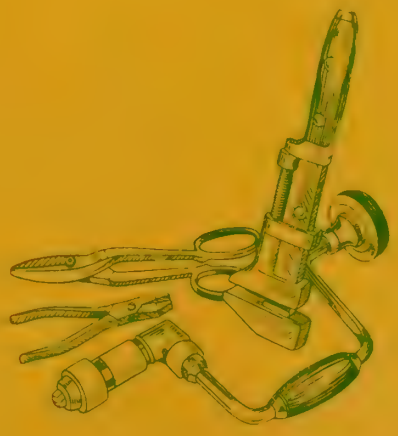
PLUMBERS

ROOFERS

BLACKSMITHS

We Carry in Stock One of the
Largest Assortments in Canada

ENQUIRIES PROMPTLY ANSWERED



MECHANICS SUPPLY CO., Limited

80-90 St. Paul Street, QUEBEC

PLUMBERS' TOOLS AND SUPPLIES
AND
SANITARY APPLIANCES



We Carry in Stock for Immediate Delivery

EVERY KNOWN REQUISITE

For the Plumbing Trade.

VIZ.

ENAMELED

BATHS, BASINS,

LAVATORIES,

PORCELAIN

WARE.



VIZ.

BATH ROOM

FIXTURES,

ENCAUSTIC

TILES,

PARQUETRY.

ILLUSTRATED CATALOGUE and WALL SHEETS sent free on Request



Two Gold Medals
Awarded us at
Provincial Exhibition



MECHANICS
SUPPLY CO., Ltd.
QUEBEC



HEATING APPLIANCES

FOR

HOT WATER, STEAM, HOT AIR

For all the Most Modern and
Latest Improved Systems

WE FURNISH THE ENTIRE EQUIPMENTS

VIZ.

"DAISY" BOILERS

"VIKING" BOILERS

BATH HEATERS

HOT AIR
FURNACES



VIZ.

"SOVEREIGN" HOT
WATER AND
STEAM
RADIATORS

REGISTERS

HONEYWELL GENERATORS

We Carry in Stock for Immediate Delivery all sizes up to 12 inch of

PIPING, FITTINGS AND VALVES

GIVE US A TRIAL.
Correspondence Solicited



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SUPPLY CO., Ltd.
QUEBEC





ELECTRICAL APPLIANCES

IMPORTED DIRECT FROM THE

LEADING MANUFACTURERS

IN

Great Britain, France, Germany, Austria, Bohemia, Venice and United States.

ALSO FROM THE

Largest Canadian Makers

Supplies of all kinds

VIZ.

WIRE, CORD

CONDUIT and CONDULETS



STEEL and WOOD MOULDING

PORCELAIN INSULATORS

CLEATS, KNOBS,

BATTERIES

ELECTROLIERS AND ART SHADES

Carbon and Tungsten Lamps

Telephone and Telegraph Instruments

ASK FOR OUR LARGE ILLUSTRATED WALL SHEETS



MECHANICS SUPPLY CO.,

80-90 St. Paul Street
59-67 St. Andrew Street

QUEBEC - - CANADA

PLACE YOUR ORDER NOW

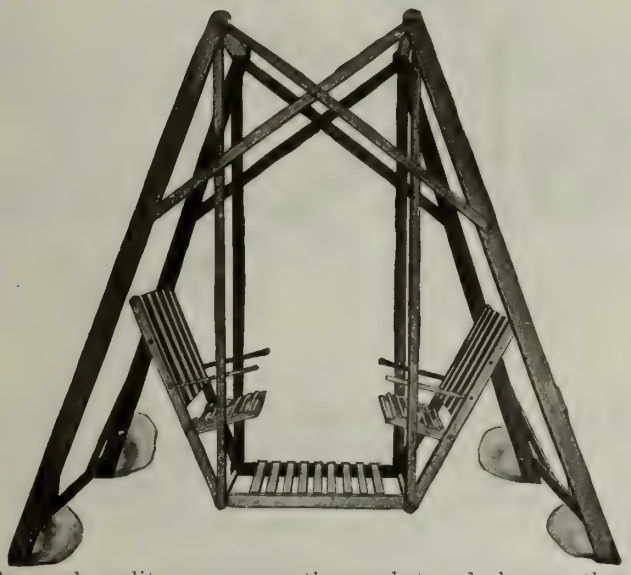
Immediate deliveries if you desire

WIRE GOODS

Trouser Hangers
Bath Seats
Tumbler Holders
Soap Dishes
Spoons
Cake Turners,
Etc.

FIBRE CHAIR SEATS

7 sizes and 4 colors, all kinds of designs.



As good quality as any on the market and cheaper than most.
4-passenger, F.O.B. customer, $4.75 each.

TOBOGGANS

With Ash Runners

3 feet	.....	$ .85 ea.
4 "	.....	1.10 "
5 "	.....	1.40 "
6 "	.....	1.90 "
7 "	.....	2.20 "
8 "	.....	2.50 "
9 "	.....	3.50 "
10 "	.....	3.75 "

GARDEN SEATS

well made and attractively built.

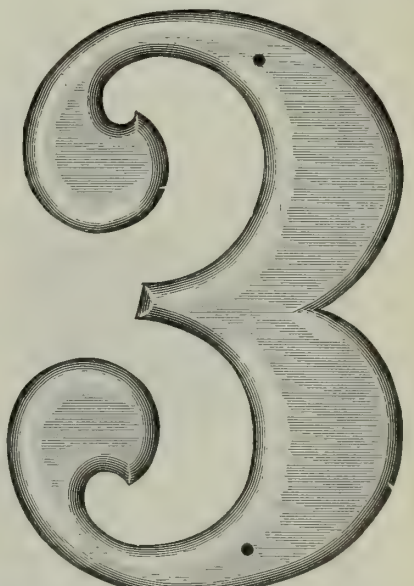
$7.50 per doz.



Stamped steel, well made, painted green—from $2.50 per doz.

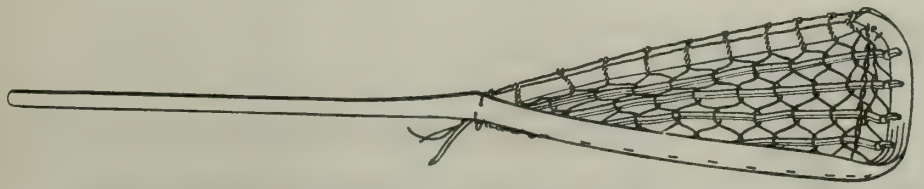
Space is too limited to illustrate all our lines.

Divergent saw-edge corrugated Fasteners
Box Strapping.
Padlocks, from 50 cents per doz.
Combination Wrench—5 tools in 1—$2.00 each.
Dandy Fly Catcher—lasts five times as long as any other, $2.60 per 100.
Ironing Tables, $1.00 each.
Pail Clasps, good prices.
Steel Mats, all sizes.
Coat Hangers—all kinds, all prices.
Checker Boards, $9.50 per doz.



Aluminum Numbers and Letters. Cut shows exact size—$19.00 per thousand, assorted or in boxes.

Ask us for further information



Send a trial order—we guarantee to satisfy you

Lacrosse Sticks—Hickory—laced by Indians, from $3.50 per doz.

Liberal discounts on all lines for Large Quantities.

J.E. BEAUCHAMP & CO., Coristine Bldg., MONTREAL

Let the Fernald Quick-Shift Quicken your trade

The more people you get into your store, the more sales you will make and the bigger will be your profits. Right there is the place where the Fernald Quick-Shift can help you.

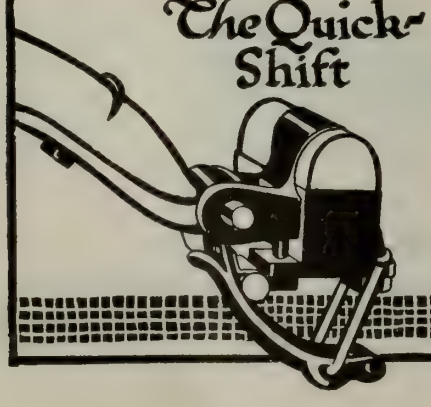
Its value to you is two-fold. It

—gives you a good profit on every sale and the sales mount up into a big aggregate;

—brings into your store people who will come to buy Fernald Quick-Shifts and stay to buy something else.

This anti-noise, anti-temper, anti-time-wasting device is known wherever people ride in buggies. It is known as the quickest change from the shafts to pole and the surest means of cutting out all shaft rattle.

We pack the Fernald Quick-Shift and Anti-Rattler in boxes that hold one dozen pair and cases that hold six dozen pair. They are mighty handy, mighty good to look at, and mighty fine advertising on your shelves. Inside the big box are the little ones, each holding a pair of this device. Ask your jobber about them, or write us.

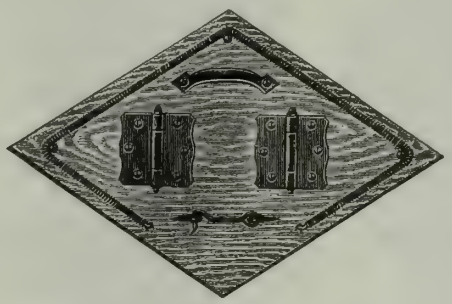


Fernald Manufacturing Co., Inc.

NORTH EAST, PA.

Time saved on each sale means More Time for more sales

Fernald Screen Door Sets are ready to hand across the counter. With them you never have to keep a customer waiting—or to delay other customers—while you fish in one drawer for a spring, in another for a door pull and in another for a hook and eye.



No. 175

This attractive design is made from the finest materials, all baked japan, and put up in boxes holding twelve sets, each set complete in its separate carton.

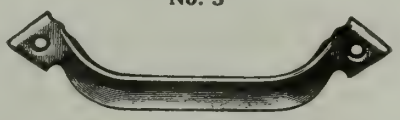
Nothing could be easier to handle, easier to sell, or more profitable in the long run. Remember when you sell a small article, you must sell it quick to make a profit. And a lot of these quick sales make big profits.

No. 17



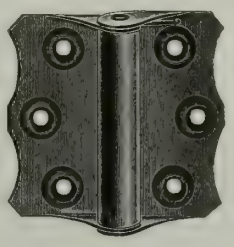
These Fernald surface hinges, made of the finest wrought steel in attractive pattern, come in baked japan and are packed three pairs to a carton with screws.

No. 5



Here is a durable, simple door pull, as well suited to storm doors, cupboards and drawers as it is to screen doors. Comes in baked japan, three dozen to a carton.

No. 90



This Spring Hinge is our newest product. It is put up in sets similar to the No. 175 sets, with hinges, door pull, hook and eye and the necessary screws already assembled. You can also obtain it alone in boxes of six pairs.

Unless your store is already getting the benefit of the quick sales methods of Fernald products, get in touch with your jobber at once. He can supply you. Or we shall be glad to answer any inquiries sent to us direct.

Fernald Manufacturing Co., Inc.

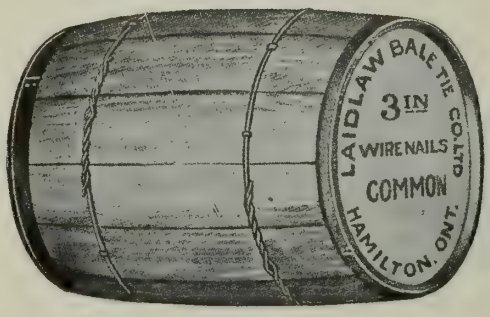
NORTH EAST, PA.

Wire Nails, Wire Staples

of All Kinds

Wire Bale Ties, Special Steel Baling Wire

Highest Quality



The heads and points of our nails are perfect, and we have taken special care in the drawing so as to obtain a regular gauge.

Every keg is guaranteed to be of full weight.

Our manufacturing and shipping facilities enable us to give you highest quality goods in a very short time.

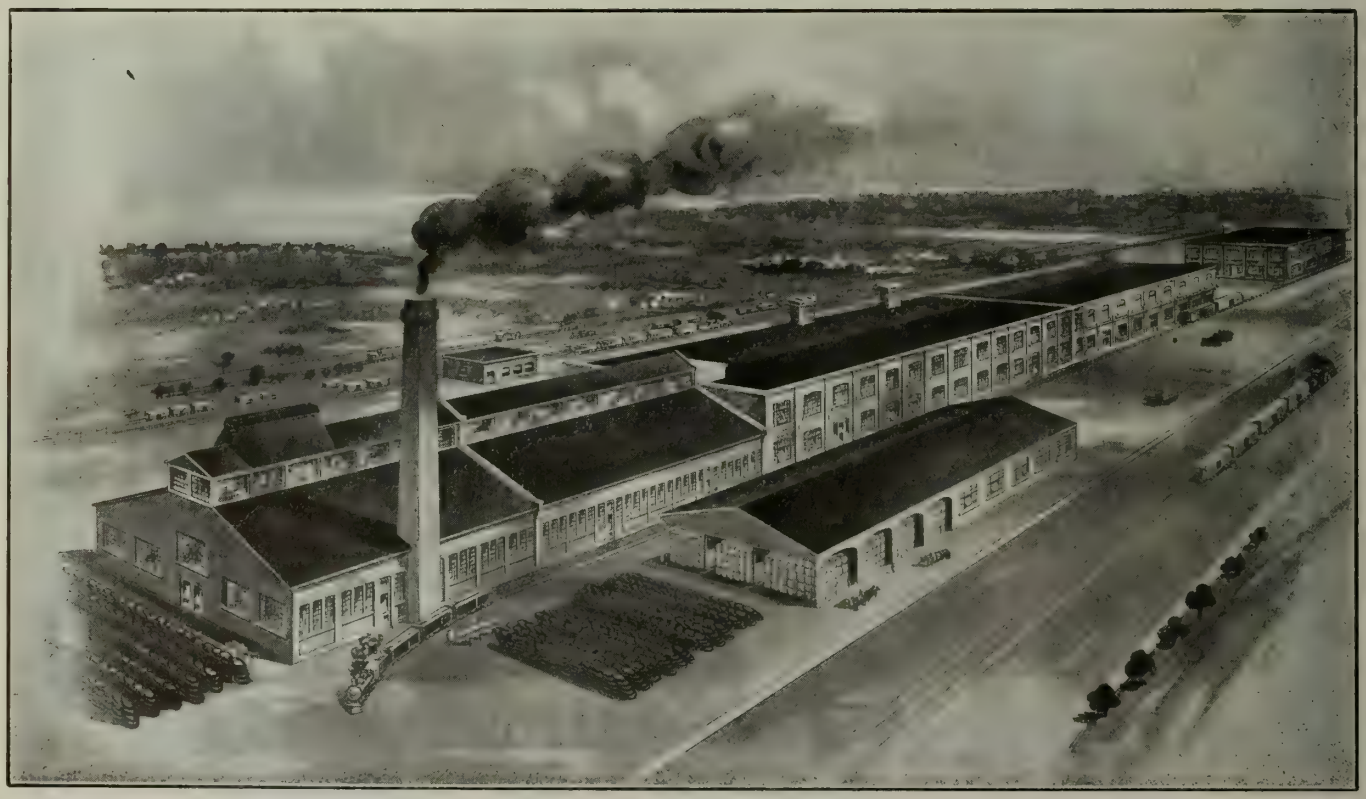
We have railway siding from C.P.R., T.H. & B. and M.C.R., with G.T.R. one block away.

Exclusive manufacturers for Canada of the **Carnegie Steel Company's Brainard Patent Steel Barrel Hoop** for all slack cooperage.

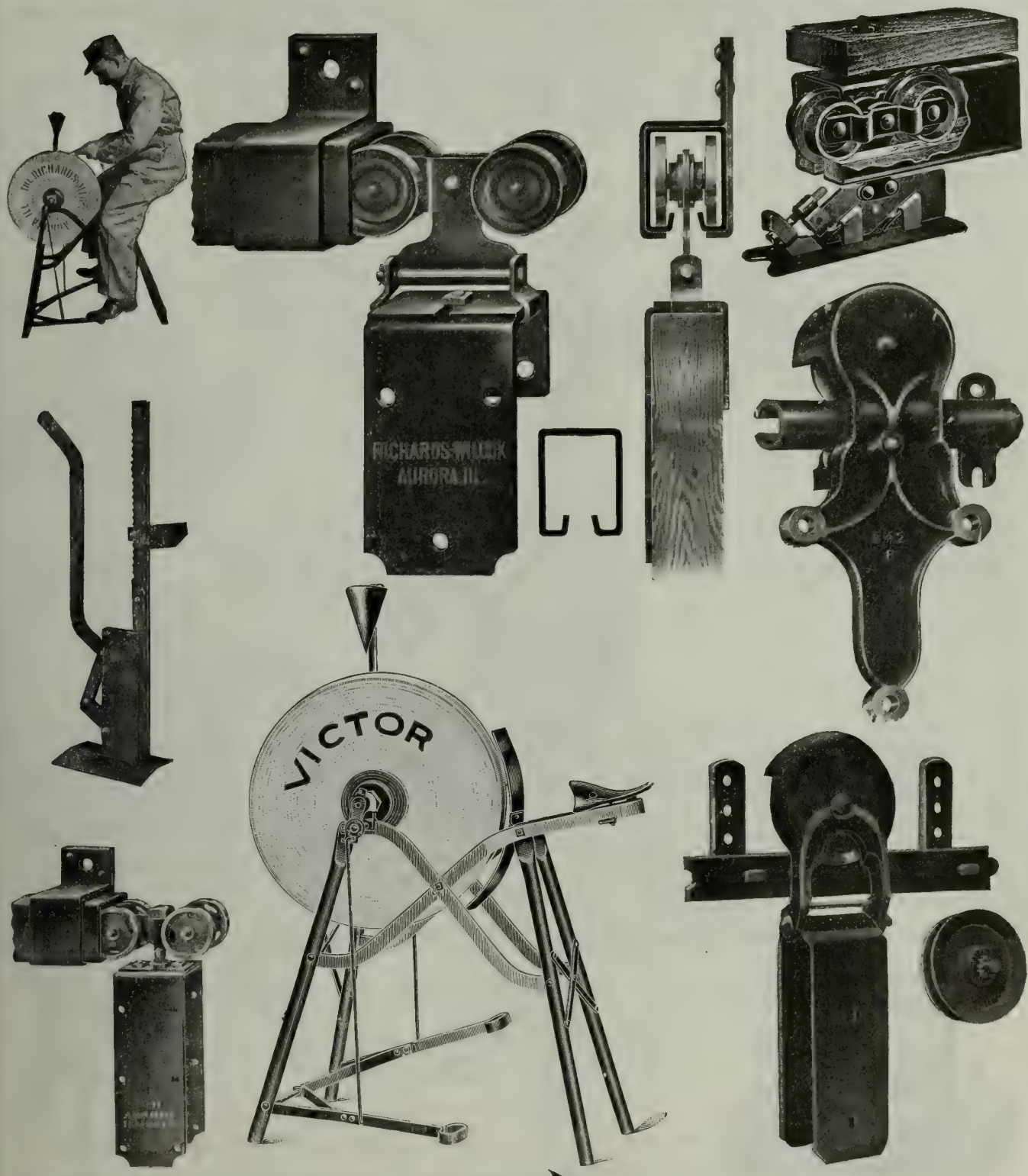
The Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. **Harry F. Moulden & Son, Winnipeg, Man.**

Our New Plant Erected 1912-13



CANADA'S VERY BEST



LARGE OPPORTUNITIES
FOR LIVE MERCHANTS

Write for Catalogue and prices on

Hangers
Wagon Jacks
Grindstones
Wire Stretchers
Store Ladders
Fire Door Hardware

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Machines Well Displayed are Half Sold

Display the line of Household Labor-Savers that bear this mark

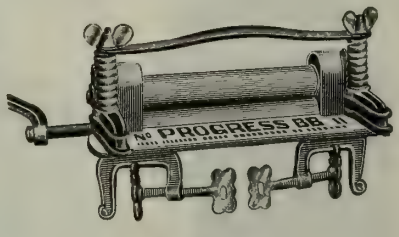
Move them out where Customers can See them and inspect their exclusive features

Then Watch Them Sell



New Idea.

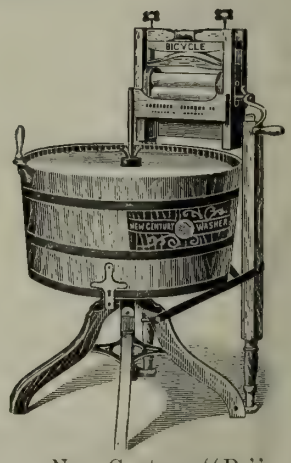
They'll stand any inspection



Progress.

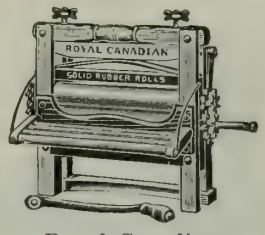


Seafoam (Electric).

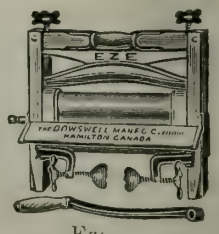


New Century "B."

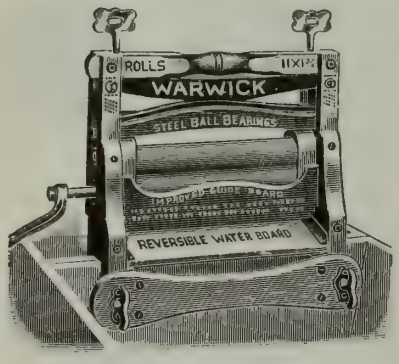
They'll stand up in Service.



Royal Canadian



Eze.

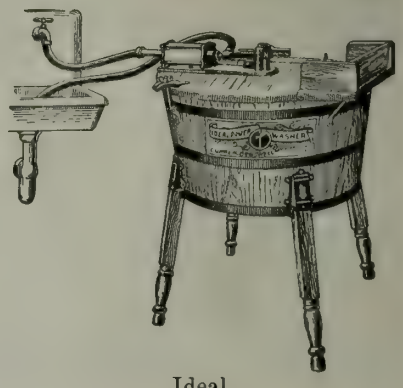


Warwick.



Style "F."

It will mean a busy Spring for you



Ideal.

Cummer-Dowswell, Ltd., Makers - Hamilton, Ontario

Agents: W. L. Haldimand & Son, Montreal **H. F. Moulden & Son, Winnipeg**

Special Case Assortment



Assortment of 25 pieces F.O.B. Toronto

$25.00 REGULAR TERMS

DELIVERED TO RAILWAY

Specially arranged and containing only staple articles of current design.

All goods in this case are of the well-known MONARCH SILVER PLATE, and are backed by the National Reputation of this company.

Individual prices on request. Separate pieces sold on repeat orders.

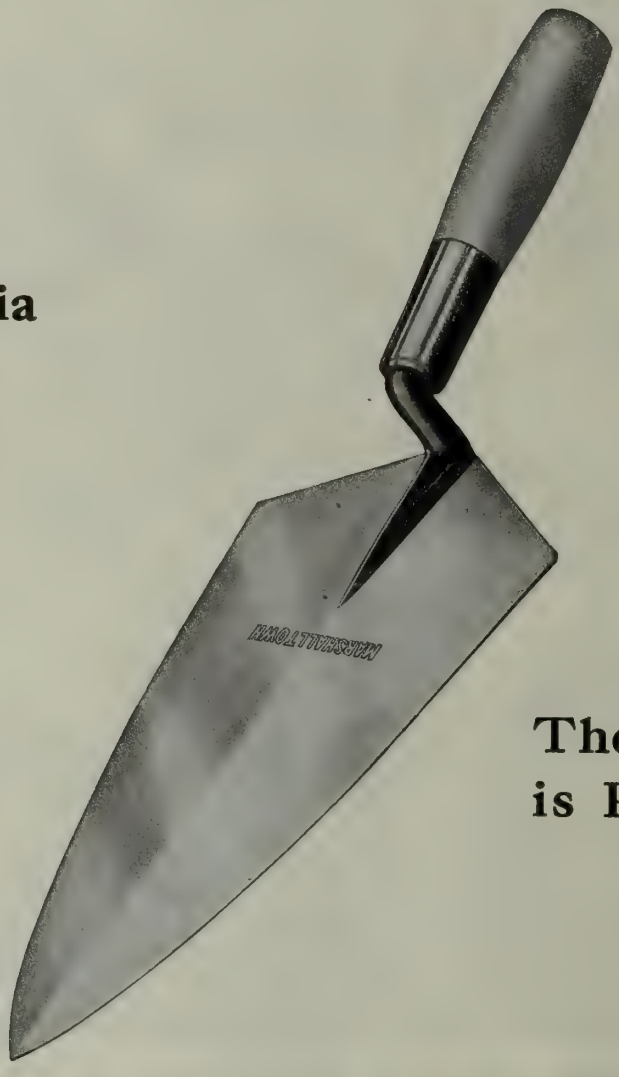
Will be shipped direct or delivered to your jobber for enclosure with your next order.

Standard Silver Company of Toronto, Limited

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia Pattern



The Hang is Perfect

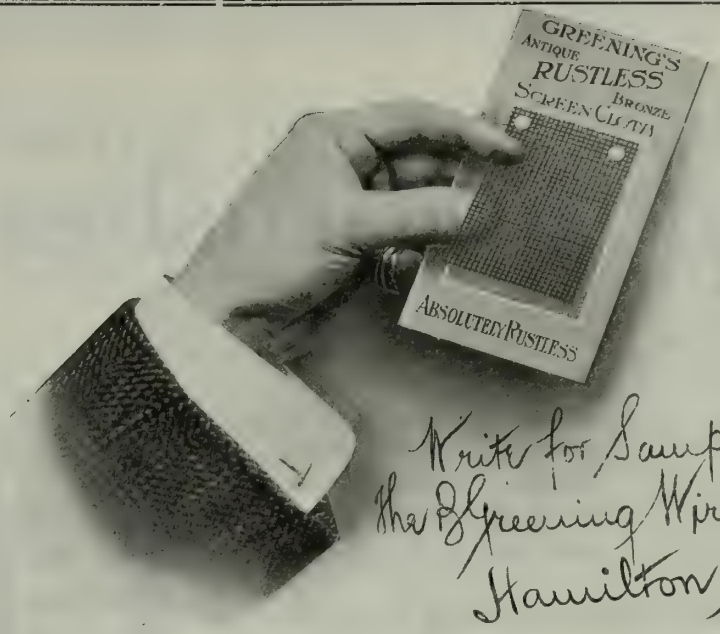
THE QUALITY IS THE BEST

We have created the demand. Now, then, it is up to the dealers to supply it

MANUFACTURED BY

MARSHALLTOWN TROWEL COMPANY

MARSHALLTOWN, IOWA

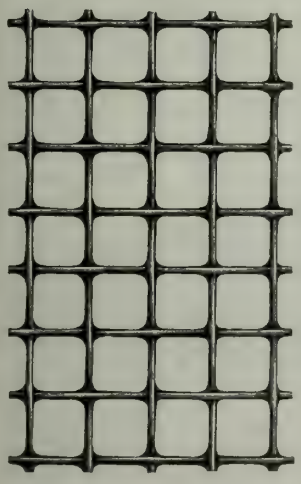


Write for Sample
The B. Greening Wire Co Limited
Hamilton Canada.

The better trade is now demanding Rustless Bronze Cloth.

Greening Goods

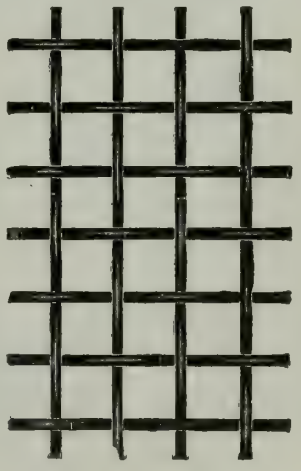
are necessary for the Spring Trade



Wire Cloth

Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of Wire Cloth and Wire Work



Manufactured by

THE B. GREENING WIRE CO., Ltd.
Hamilton, Ont. **Montreal, Que.**

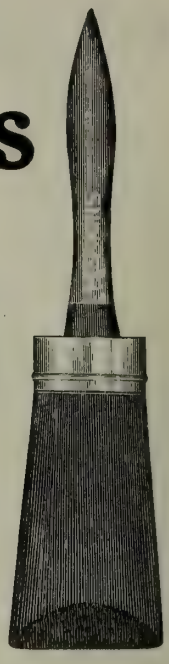
Meakins Brushes



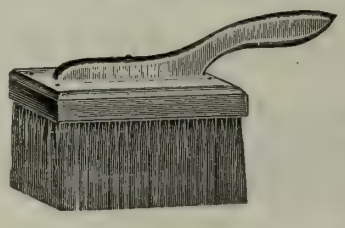


are made with the greatest care from choicest materials and by brush makers of long experience.









The attractiveness brings trial orders and the quality gets steady customers.

We believe our line of brushes are the best that can be procured anywhere.

The rapid growth of our business shows that business is turning our way and that our lines are all that we claim for them.

We have made quite a large addition to our factory so as to give us more room to turn out Flat Varnish Brushes—a line of which we could not begin to supply enough last year. We are now able to supply any quantity of brushes the trade may require.

If your jobber does not handle the "Meakins Line" write us for Illustrated Catalog and Prices.

Meakins & Sons, Limited

Hamilton, Ontario

Making Jigs in a Precision Shop. Every Tool a Starrett !

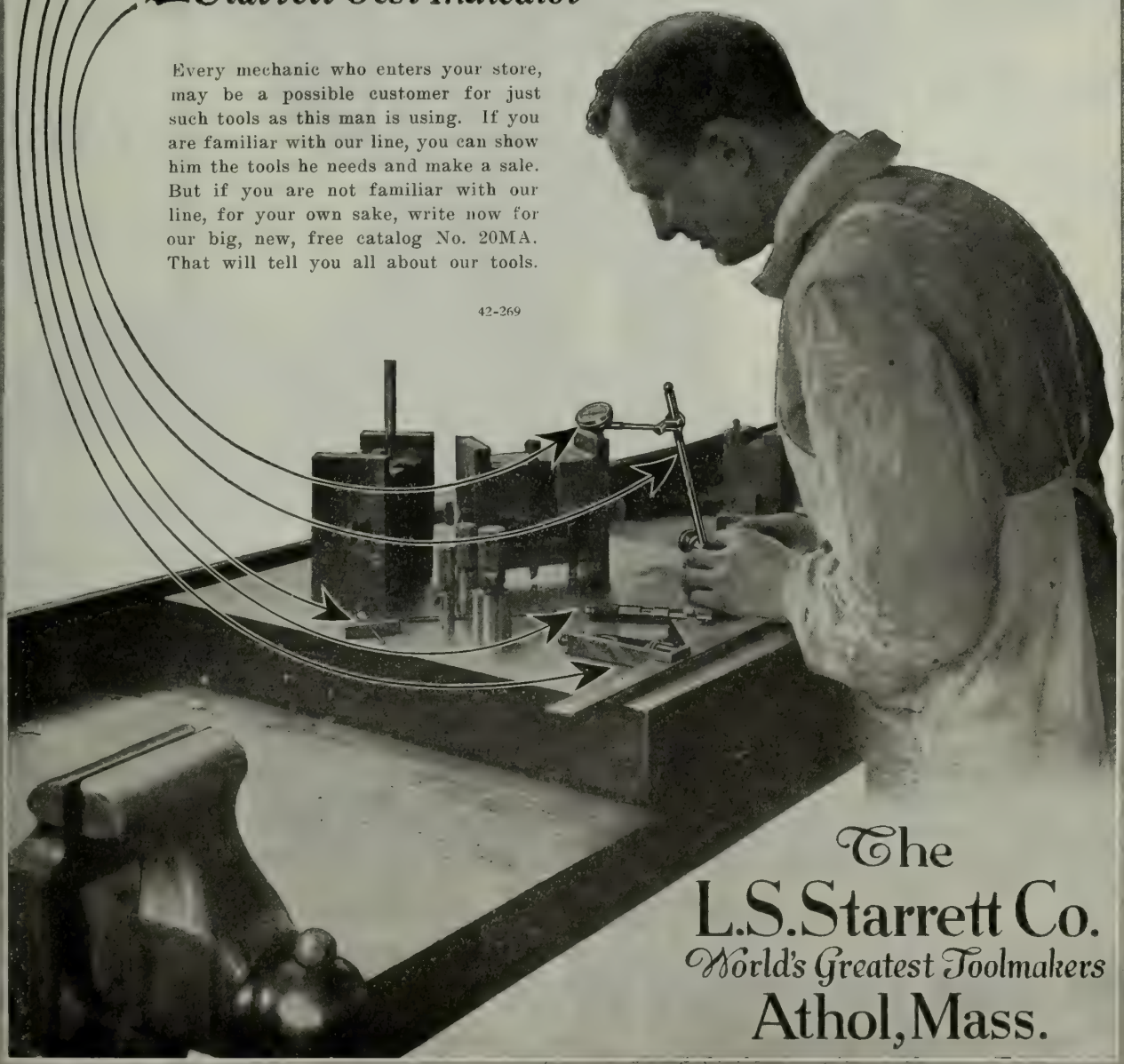
Here is a good illustration of what we mean when we speak of the tremendous sales possibilities for Starrett tools. This actual photograph of a jig maker in one of the finest precision shops in Boston shows the tools which he uses on his work. These tools made profitable sales for someone—but please notice that they are all Starretts.

Starrett Combination Set
Starrett Micrometer
Starrett Depth Gage
Starrett Surface Gage
Starrett Test Indicator

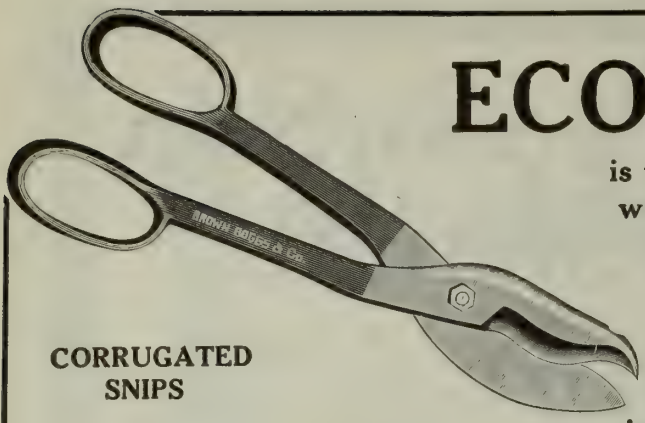
The reliance placed on Starrett tools by the best tool makers, jig makers, and machinists proves our claims for accuracy and service. By service we mean, not only lengths of usefulness but convenience and scope.

Every mechanic who enters your store, may be a possible customer for just such tools as this man is using. If you are familiar with our line, you can show him the tools he needs and make a sale. But if you are not familiar with our line, for your own sake, write now for our big, new, free catalog No. 20MA. That will tell you all about our tools.

42-269



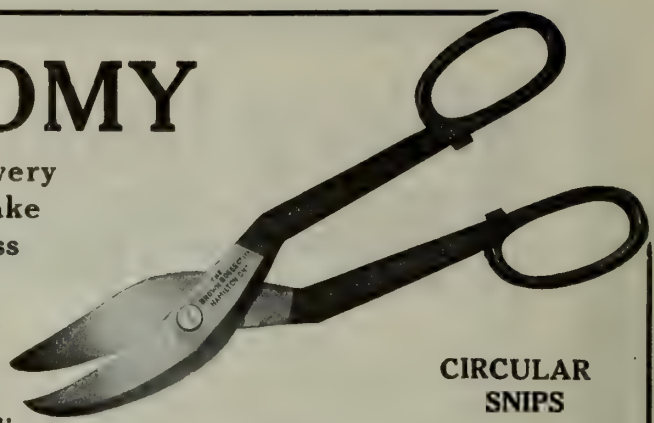
The
L.S.Starrett Co.
World's Greatest Toolmakers
Athol, Mass.



CORRUGATED SNIPS

ECONOMY

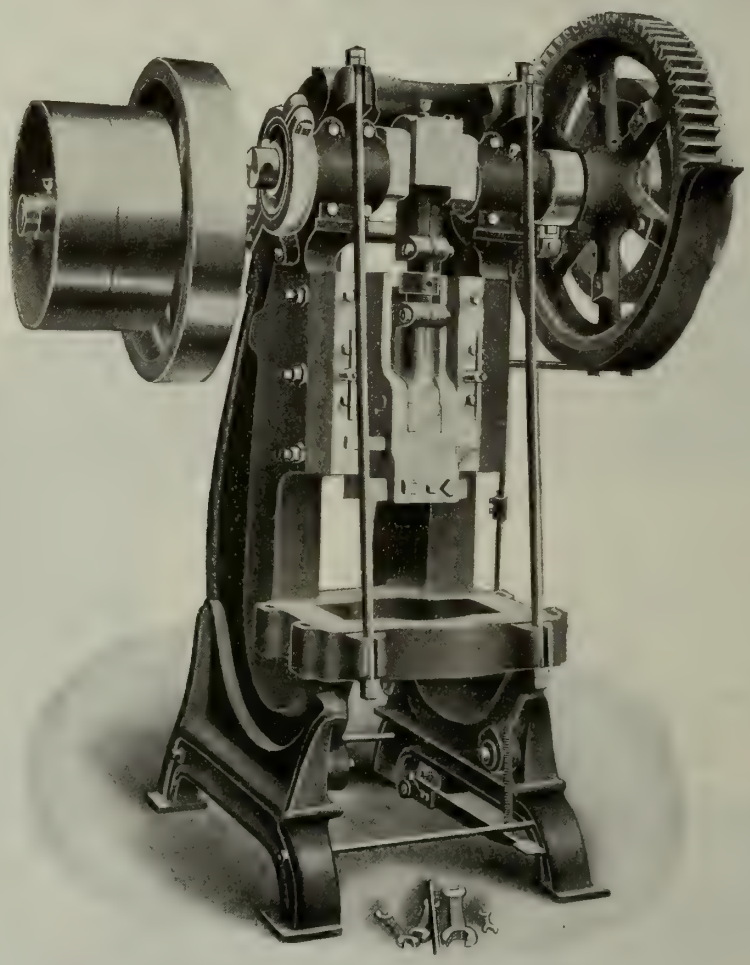
is what every wide-awake business man wants. By installing "BB" Tools and Machines in your factory, you will be economizing.



CIRCULAR SNIPS

You Will

cut down your expenses by using "BB" Snips. Our Snips are drop forged, steel faced, carefully tempered and nicely finished, and are equal to any on the market.



You Will

Stamp out your troubles and worries by using "BB" Power Presses. They are quick acting, accurate and are easily operated.

No 215 Power Press

Our No. 215 Press is adapted for the manufacture of cans, brass goods, trimming pieced tinware, etc. It is equipped with instantaneous clutch, also knockout attachment which is easily adjusted. WE CAN FURNISH PRACTICALLY ANY KIND OF TOOL OR MACHINE THAT TINSMITHS OR SHEET METAL WORKERS REQUIRE.

LET US QUOTE ON YOUR REQUIREMENTS

THE BROWN BOGGS CO., LTD., Hamilton, Canada

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton.

MR. DEALER, HERE IS

The Best and Fastest-Selling Farm Wrench on the Market

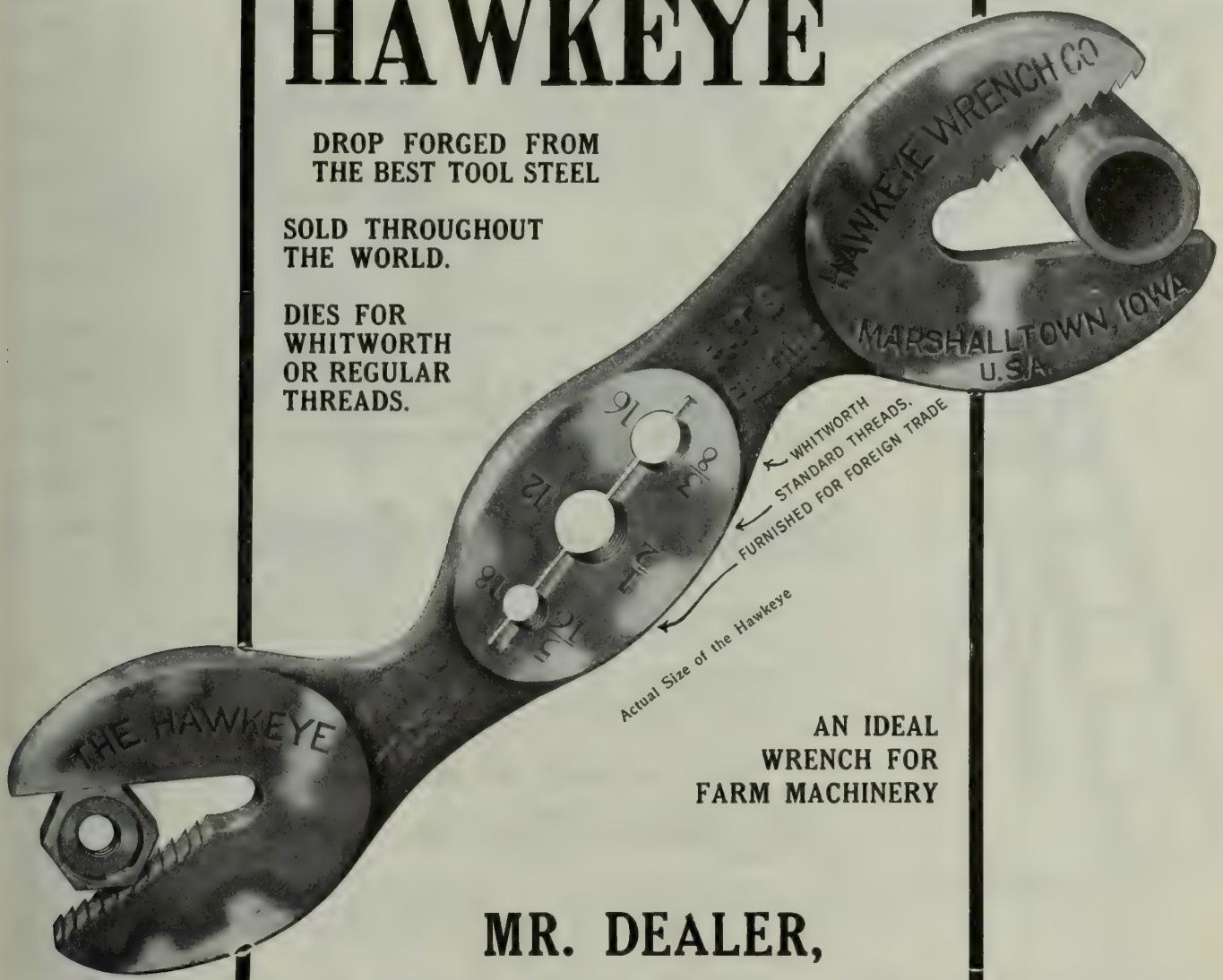
THE GENUINE

HAWKEYE

DROP FORGED FROM
THE BEST TOOL STEEL

SOLD THROUGHOUT
THE WORLD.

DIES FOR
WHITWORTH
OR REGULAR
THREADS.



AN IDEAL
WRENCH FOR
FARM MACHINERY

MR. DEALER,

Order a dozen Hawkeyes from your Jobber with your next order. Display them in a prominent place on your counter. The sales will surprise you. Farmers want this wrench and they will sell on sight.

Thread Cleaners will clean up threads on all standard farm machinery.

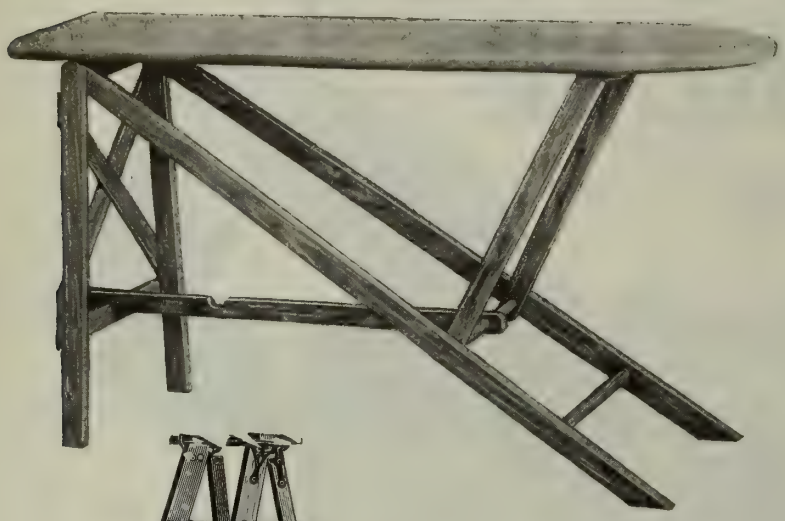
FOR SALE BY ALL JOBBERS.

SOLE MANUFACTURERS AND OWNERS

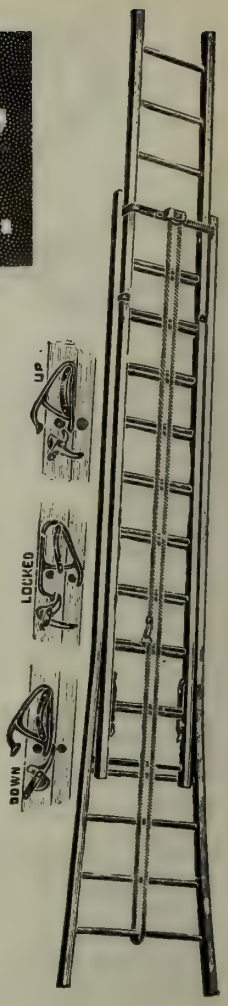
HAWKEYE WRENCH CO.

MARSHALLTOWN, IOWA, U.S.A.

Ladders, Lawn Swings, Ironing & Bake Boards, Clothes Bars, Camp & Lawn Furnishings, Etc.









The "HERCULES"

Complaint-proof Quality

You cannot afford to overlook our lines when in need of such goods.

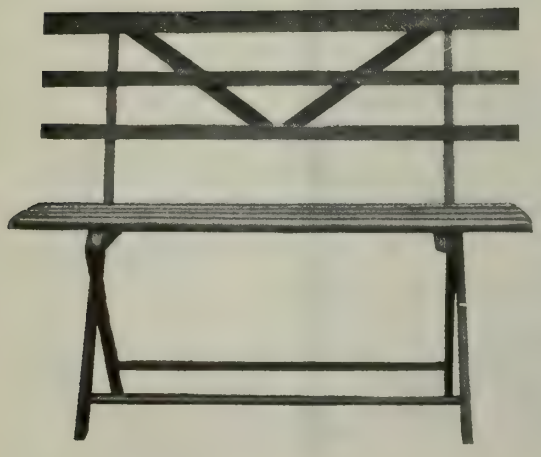
Our **experience, material** and **workmanship** are a positive assurance of completely satisfied customers.

Write for catalog and particulars.

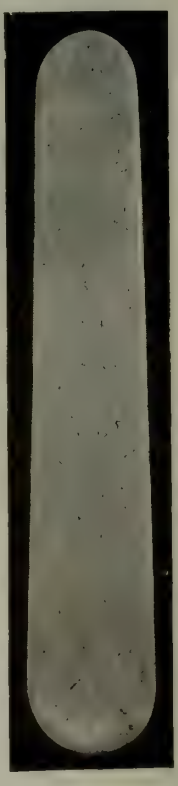
The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver, Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal, Que.—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford. Manitoba and Saskatchewan—H. F. Moulder & Son, Winnipeg, Man.







"RELIABILITY IN RUBBER"



Rubber Goods

FOR THE HARDWARE TRADE

We make Hose of all kinds; Packings to suit every requirement; Belting for all purposes; Tubing, Valves, Valve Discs, Force Cups and Plumbers' Supplies; Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, etc., etc.

Send for Catalogue and Booklets.

Gutta Percha & Rubber, Limited

Toronto Montreal Winnipeg Regina
Calgary Edmonton Vancouver

Sydney, Melbourne and Perth, Australia

Two Pages of "Metallic" Information

For Dealers, Contractors, Builders and Architects

1884 to 1914

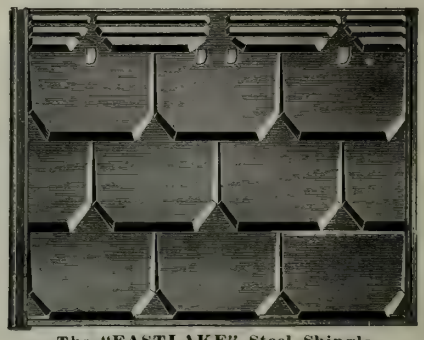
Since the first "Eastlake" Shingle was made by us 29 years ago, there has been no important change in material, style, or finish. The "Eastlake" was the Pioneer Steel Shingle in Canada. Naturally we made the best we could, as in those days quality counted just as much as it does to-day. We have never been able to make a better Shingle than the "Eastlake," and we flatter ourselves that 29 years' wear in itself is a record for roofing—what then would you say of "Eastlake" roofs which are as good as new to-day after this wonderful test?

The fact remains that original "Eastlake" roofs are still braving the elements and look good for another 29 years!

This is "Quality by test." Just as we have been fair to ourselves and to the "Consumer" in making first quality goods, so have we been fair to the Dealer from our first business transaction to the present day. Our policy has always been to protect and work with the Dealer. The help we give to the Dealer is no small item in the building up of his business. Plans, figures, costs—all these are intelligently supplied when intelligent enquiries are received.

Samples of whatever lines Dealers require are always obtainable. Advertising to create a demand for "Metallic" materials (see list on other page) has been a strong feature of our policy in helping Dealers.

Let us get together to make the Building Season of 1914 mutually profitable.



The "EASTLAKE" Steel Shingle. Fireproof. Lightning-proof. and Storm-proof. Lasts a lifetime. Saves money and labor.



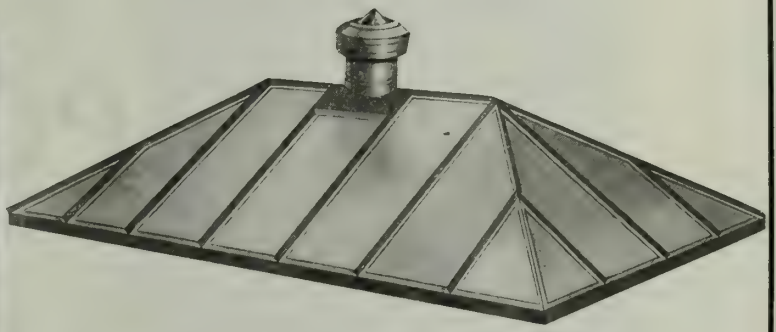
An "Acheson" Barn-Roof Light and a "Metallic" Corrugated Iron Sheet—Two exceptionally good things for Barn construction.



This is but one of the ways in which we assist you. Send in your customer's enquiry with dimensions and full particulars and let us figure out the cost for you, showing you also how profitable it is to handle "Metallic" goods.

Being a Statement of Facts Concerning a Policy of Fair Dealing Which has Been Upheld in Spite of Competition for Close on 30 Years

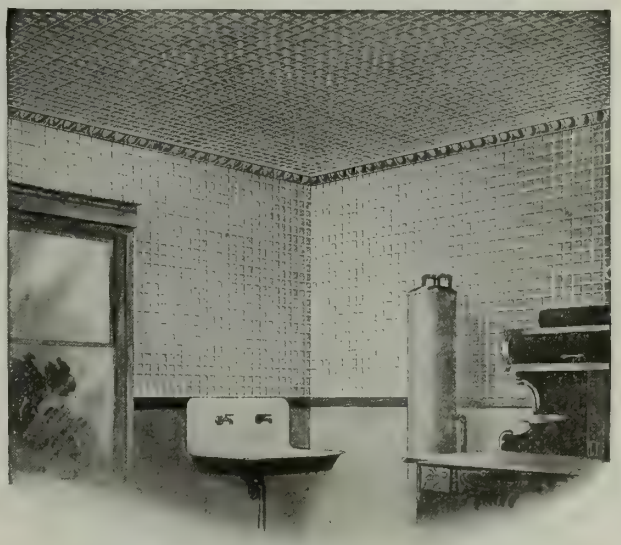




A "Metallic" Skylight with a "Halitus" Ventilator. These are two good lines to handle. The "Halitus" stands supreme as a Barn or Out-building Ventilator, and has no intricate parts to get out of order. The "Metallic" Skylights (especially when the glass is wired) are a splendid adjunct when fireproof construction is required. An outstanding feature is the lightness of this Skylight; it does not require heavy roof construction to support it.

"METALLIC" CEILINGS AND WALLS for the Parlor or Store, Theatre, or Business Building. The most beautiful patterns made by the most perfect machinery, so that every square or sheet is perfect in itself—thus guaranteeing a perfect job. Fire-retardant, lifetime lasting, and always pleasing to the eye, "Metallic" interiors are a strong and satisfactory selling line for you.

Another place where "Metallic" Ceilings and Walls find favour is in the Kitchen. The greatest heat, grease and dust tests are found in the Kitchen, and these are the reasons why "Metallic" materials should be used. The Bathroom, too, is an ideal place for this smart and cleanly covering.



This is the Full Line of Materials Made by the Metallic Roofing Co.

"Get the Cost"



"HAYES" PATENT "METALLIC" STEEL LATH gives the best service of any hollow fireproof constructional material. Plaster and mortar walls will not crack or fall when "Hayes" lath is used.

"Eastlake" Steel Shingles; "Metallic" Corrugated Iron, Brick, Stone and Clapboard Siding and Fronts; Cornices; Roof Ornaments; Roof Tile; Ridge Material; Valleys; Weather Vanes; Eave Trough and Water Piping; Lath; "Acheson" Barn Roof Lights; "Halitus" Ventilators; Ventilator Piping, etc., etc.

The METALLIC ROOFING CO. LIMITED

TORONTO
King & Dufferin Sts.

Manufacturers
Established 1884

WINNIPEG
797 Notre Dame Ave.

Jackson's Specialties

SHOULD BE IN ALL HIGH-CLASS STORES

JACKSON & SONS have spared no expense or trouble to produce goods they believe to be perfect, and venture to assert that the quality, style of packing, showboards and outlay on advertising make the Specialties easier of sale by the retailer than any of the imitations being offered.

JACKSON'S Real English

CAMPHORATED

WAX POLISH

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever a refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS and all kinds of LEATHER. It gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-Tight Tins

3 sizes

Decorated Enamel Finish
Yellow, Blue and Black

No Paper Labels Used



No Soiled Labels

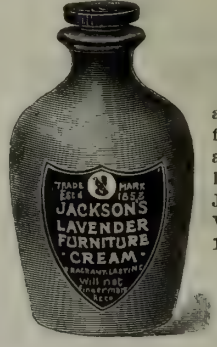
Will keep fresh and good for any length of time



JACKSON'S VARNISH STAINS

Light, Medium and Dark Oak, Walnut, Mahogany, Rosewood, Satinwood, Maple, Cherry, Ebony, Green. For Staining and Varnishing in one operation, Floors, Furniture, and all kinds of Woodwork. Hard Drying, Durable, Economical, Easy. In Enamelled Tins, 4 and 6 ozs., half-pint, pint, quart, half and 1 gallon (Imperial, not American measure—1½ pints more.)

Jackson's Lavender Furniture Cream



Very Fragrant and will not finger-mark. In artistic Doulton Lavender ware. Jars or Glass Vases, ¼, ½ and 1 pint.

MANUFACTURED BY

T. S. JACKSON & SONS

Corner Wharf, Malt Street, LONDON, S.E., England

Contractors to H. M. Admiralty, War Office, Public Institutions, &c.

ESTABLISHED 1852.

CANADIAN AGENTS:—B. R. HARRISON & CO., 505 Welton Bldg., VANCOUVER, who will furnish Price Lists, Tint Cards and all information. PHONE, SEYMOUR 8718.

The--- 1914 EUREKA - The Great Cleaner — The Great Seller

Easy to Operate and Simple

Best of Material and Workmanship throughout

Twelve-inch Wide Nozzle Fitted with Wheels and Brush

Positively Guaranteed

Hydro Commission of Ontario have Adopted the Sale of the "Eureka"



The Best Profit-Maker

One Eureka Sale Means Two

We Carry a Stock in Winnipeg for Our Western Trade

Very Powerful and Will Last Many Years

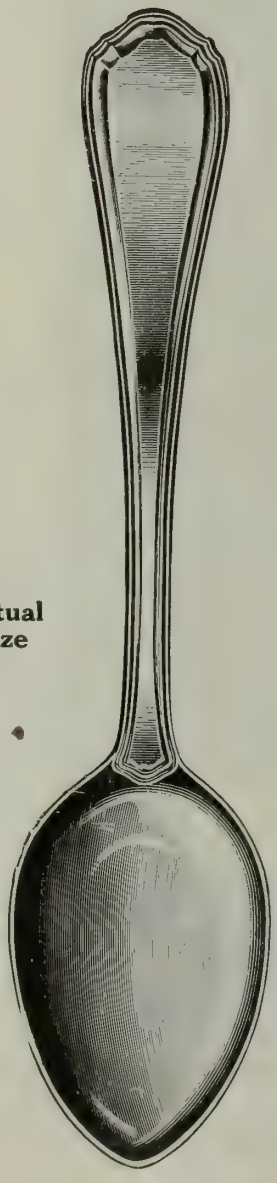
With attachments, the Eureka will clean Anything in the Home

WRITE US FOR LITERATURE AND PRICES

Onward Manufacturing Company

BERLIN :: ONTARIO

THE NIAGARA PATTERN



Actual Size



Half Actual Size.

The attention given to every trifling detail in the manufacturing of our Silverware and Table Cutlery, and the determination to maintain the highest standard, give our goods the distinguished characteristics demonstrated by our Niagara pattern.

This pattern, in outline, is exceptionally graceful and pleasing and the design has the artistic simplicity of the best modern craftsmanship.

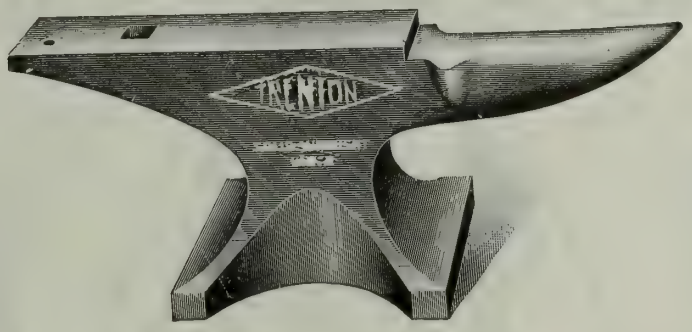
It will be a constant and permanent advertisement for you in our King's Plate quality.

The McGlashan, Clarke Co.

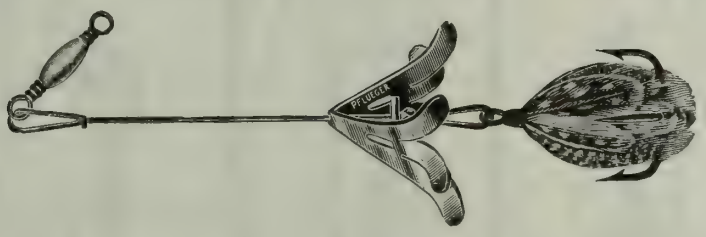
LIMITED

Niagara Falls, Ont.

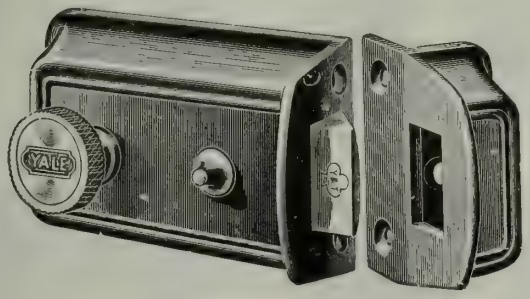
Wholesale Hardware



Shelf, Heavy and Sporting



We carry a good line of Bass, Pike and Muskallonge Trolls, Pearl Wobblers, Devon Baits, Cyclone Spinners, Lines, Reels and Steel Rods.



A complete assortment of builders' hardware. The principal patterns and best sellers always on hand.



Pipe and Nut Wrenches.

Also a full line of mechanics' tools.

Thos. Birkett & Son Co., Limited

Established 1866

Ottawa, Ont.

LOOK FOR THE NAME MYERS ON PUMPS OF ALL KINDS

It Has Long Been a Beacon of Advancement and a Guarantee of Superior Construction on Pumps—the Stamp of Quality Preferred by the Consumer, Supported by the Dealer and Backed by Our Reputation as Builders of Good Pumps for every Purpose.

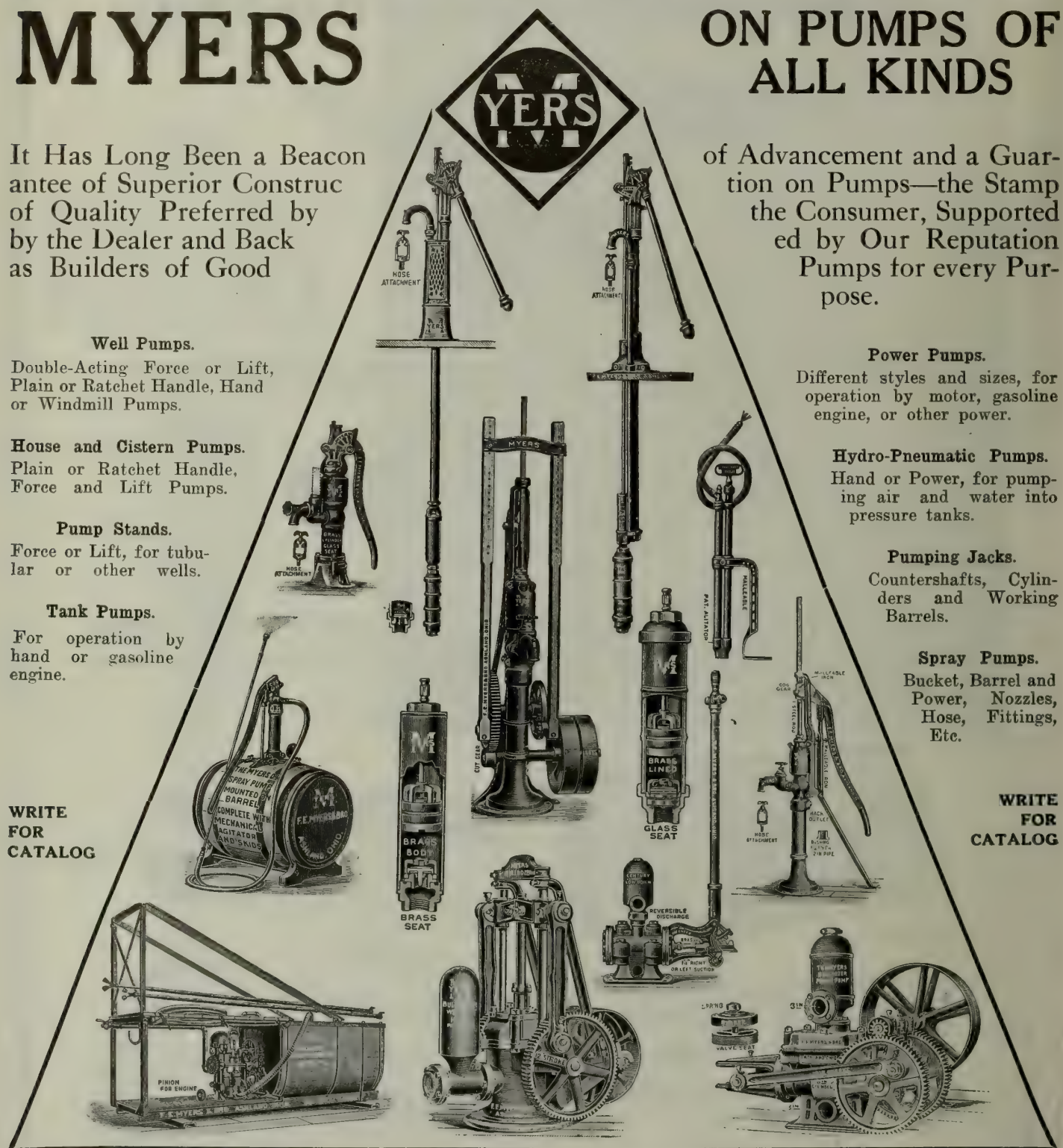
Well Pumps.
Double-Acting Force or Lift, Plain or Ratchet Handle, Hand or Windmill Pumps.

House and Cistern Pumps.
Plain or Ratchet Handle, Force and Lift Pumps.

Pump Stands.
Force or Lift, for tubular or other wells.

Tank Pumps.
For operation by hand or gasoline engine.

WRITE FOR CATALOG



Power Pumps.
Different styles and sizes, for operation by motor, gasoline engine, or other power.

Hydro-Pneumatic Pumps.
Hand or Power, for pumping air and water into pressure tanks.

Pumping Jacks.
Countershafts, Cylinders and Working Barrels.

Spray Pumps.
Bucket, Barrel and Power, Nozzles, Hose, Fittings, Etc.

WRITE FOR CATALOG

ASHLAND PUMP and HAY TOOL WORKS: **F. E. MYERS & BRO.** **ASHLAND OHIO**

CANADIAN AGENTS:

J. H. Ashdown Hardware Co., Ltd.
WINNIPEG, CALGARY
and Branches

E. G. Prior & Co. (Limited Liability)
VICTORIA, VANCOUVER
KAMLOOPS, B.C.

Lewis Bros., Ltd.
MONTREAL, OTTAWA
and Branches

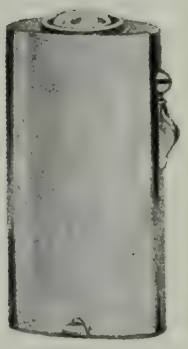
Look into your stock of

Flashlights

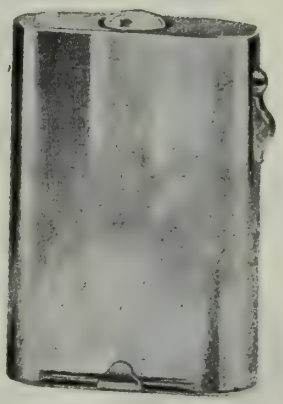
and then look at these prices



No. 1, $6.00 per doz.
Complete with Lamp and Battery.



No. 8, $7.20 per doz. — our best seller. Nickel. Complete with Lamp and Battery.



No. 9. Nickel case, $8.40 per doz.
Complete with Lamp and Battery.

Genuine Tungsten Flashlight Bulbs

2.5 or 3.5 Volts



$11.00
per 100.



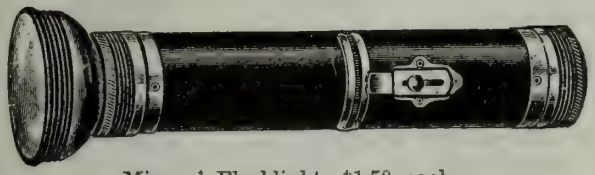
$15.00
per 100.



$12.00
per 100.
Half opal.

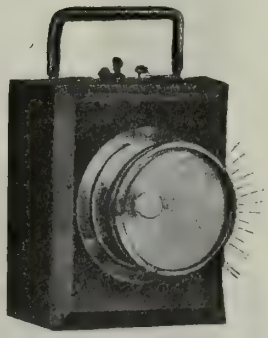


Amperemeters,
$1.25 each.



Miners' Flashlight, $1.50 each.
Complete with Lamp and Battery.

The above prices are for flashlights complete with battery and lamp—We can quote very attractive prices on cases with lamps, but without batteries.



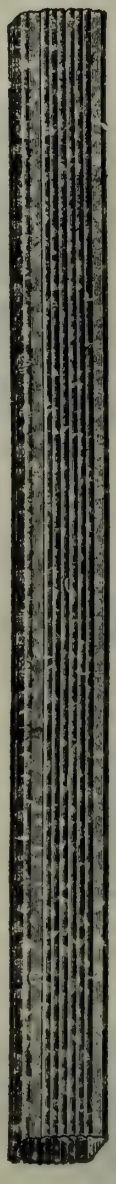
No. 10, $1.20 each.
Complete with Lamp and Battery.

Austrian Import Co., Limited, Montreal

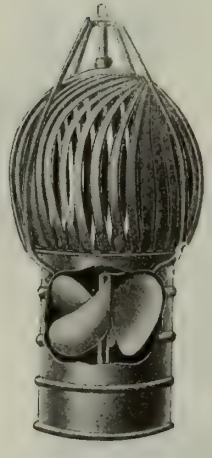




If you want conductor pipe and eave-trough that is always uniform and easy to fit together on the job, order from us.



Eave-troughs, round and square corrugated pipe, valleys, ridge roll, elbows, hooks, finials, conductor heads, ventilators, sky-lights and **Corrugated Iron.**



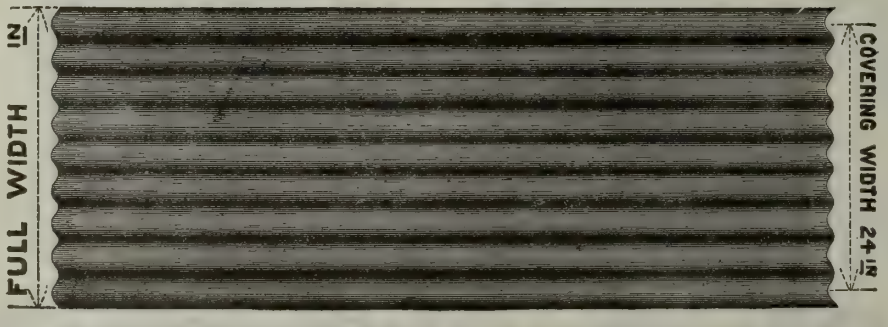
If you want prompt shipment, that is another reason why you should buy from us.

Wheeler & Bain

Manufacturers

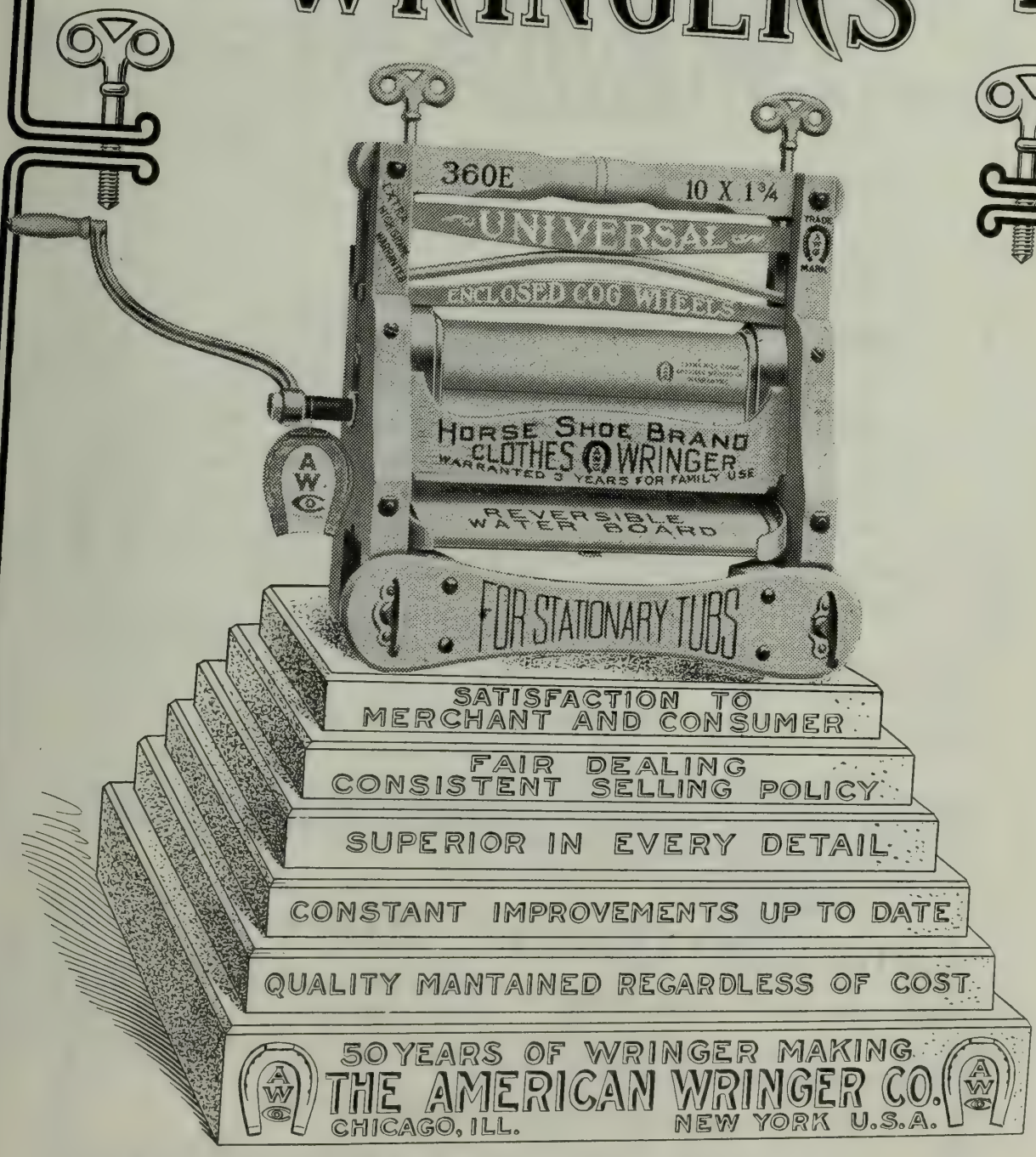
TORONTO

We ship while others are thinking about it.





HORSE SHOE BRAND WRINGERS



Copy of Our Latest Catalog and Price List will be sent upon request



Guelph, Ont. December 26th 1913.

MR. WHEELER,
C/o Flexible Conduit Co.,
GUELPH. ONT.

Dear Sir:-

We have been using your Canadian Queen Electric Iron now in our factory for upwards of a year and we are pleased to state that same is an unqualified success, has given better satisfaction than any other electric iron we have used and we believe same is the best value in the market.

Wishing you every success with the Canadian Queen Electric Iron.

Yours very truly,

EHC/2. THE COLONIAL WHITEWEAR CO. Ltd.

The above reproduction tells you what the

"Canadian Queen" Electric Iron

is doing nine hours a day, every day in the year. This is a strenuous test.

Don't you think they would give your customers absolute satisfaction?

ASK FOR MORE INFORMATION

The Flexible Conduit Co., Limited

GUELPH, CANADA

HENRY BOKER'S

"ARROW" BRAND

Every Piece HARDWARE is Guaranteed

Plyers of Every Description, Style and Finish



Every Pair Tested and Warranted

H. Boker & Co.'s

Knives, Razors, Scissors and Shears

Acknowledged to be the Best on the Market



Trade Mark

A Wide Range of Patterns to Select From

Trade Mark

For Sale by all Leading Wholesale Hardware Firms

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

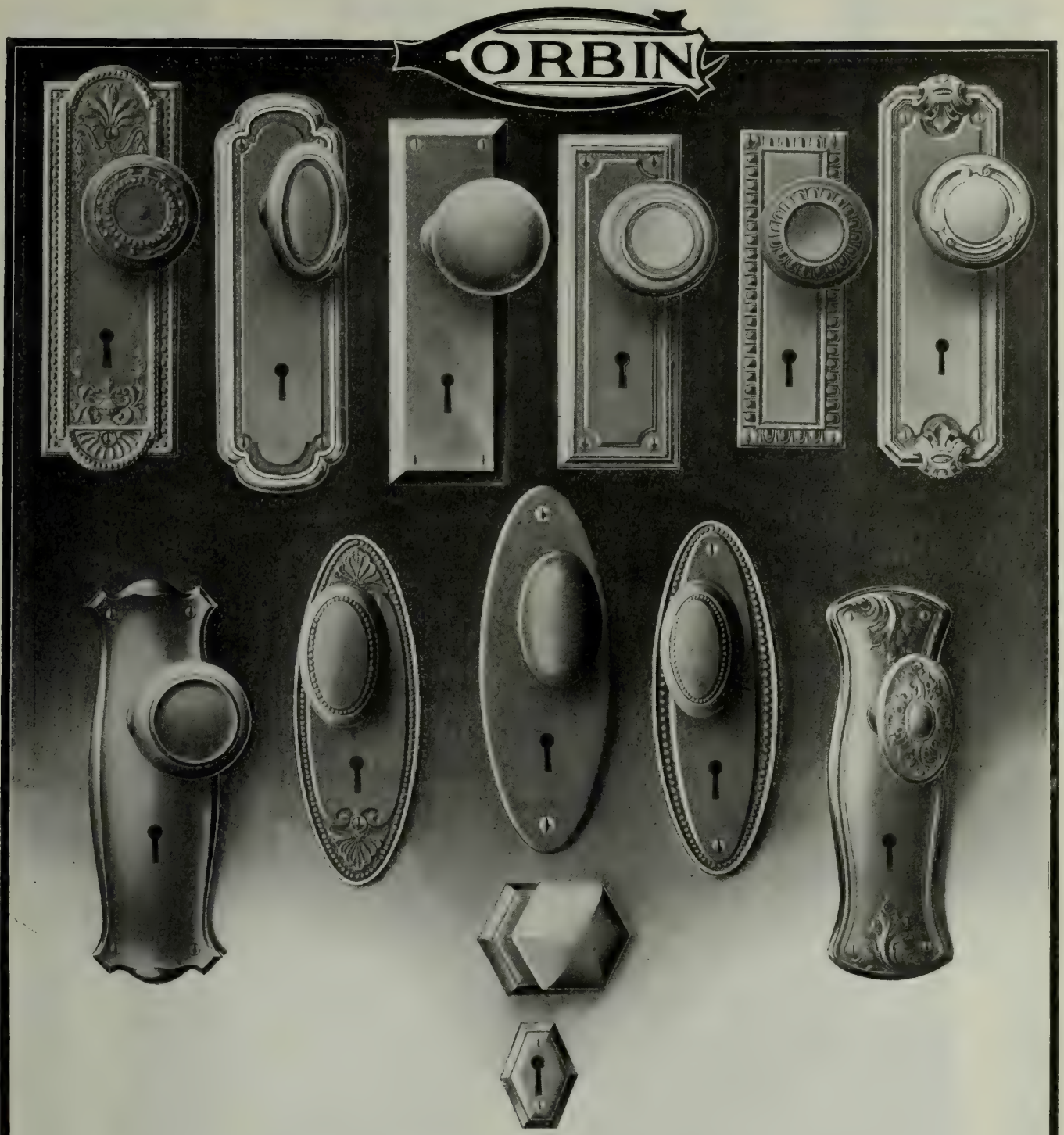
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.



MONEY MAKERS

for the hardware stock. Corbin wrought hardware sells readily. The sizes are right for any ordinary door; the designs are pleasing; the variety affords a wide range for choice, and the prices afford a good profit. Building contractors like the line; so do the owners of moderate priced homes. Any Corbin jobber can fill orders promptly. Send for descriptive circulars.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

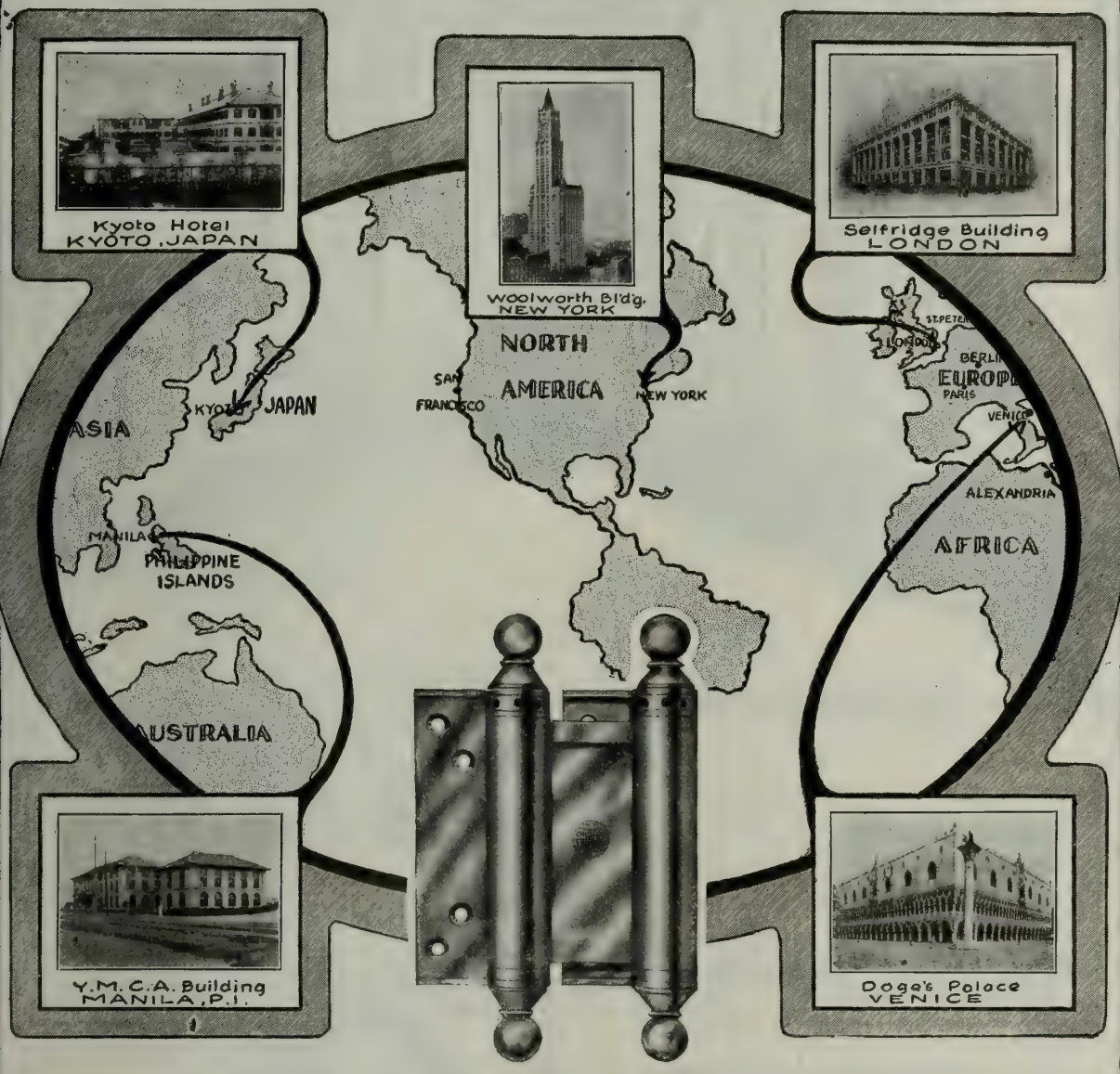
CHICAGO NEW YORK PHILADELPHIA


VICTOR
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1
Philip R. Goodwin

TRADE

CHICAGO

MARK



The Sun Never Sets On The Chicago "TRIPLEX" Spring Butt

No matter where you go, you will find Chicago "Triplex" Spring Butts.

This world-wide distribution is the result of satisfactory service.

Chicago "Triplex" Spring Butts are standard, of highest quality and of universal reputation.

Send for Catalogue K29.

TRADE CSB CO MARK

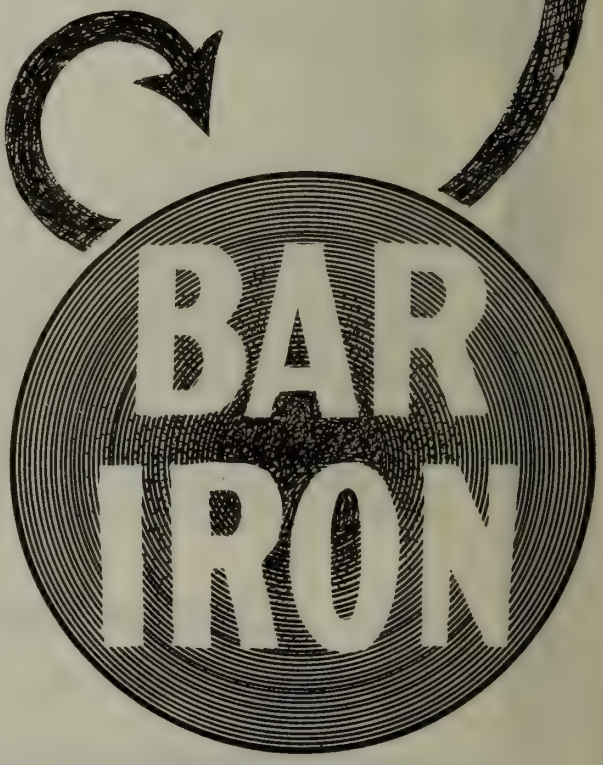
Chicago Spring Butt Company

CHICAGO NEW YORK

TRADE CSB CO MARK

LONDON

High Grade



We have the economical and correct method of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

All orders receive our prompt and careful attention and are shipped quickly. Satisfaction guaranteed.

London Rolling Mill Co., Ltd.
LONDON, CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

A GOOD NAME

As with men, so with merchandise, a good name is won only by years of experience, proving that it is always true and reliable. Such a name is

"DOMINION"

THE STANDARD OF QUALITY

Galvanized Canadas
Charcoal Tinplates
Polished Canadas
Bar and Hoop Iron

AND OTHER GOODS.

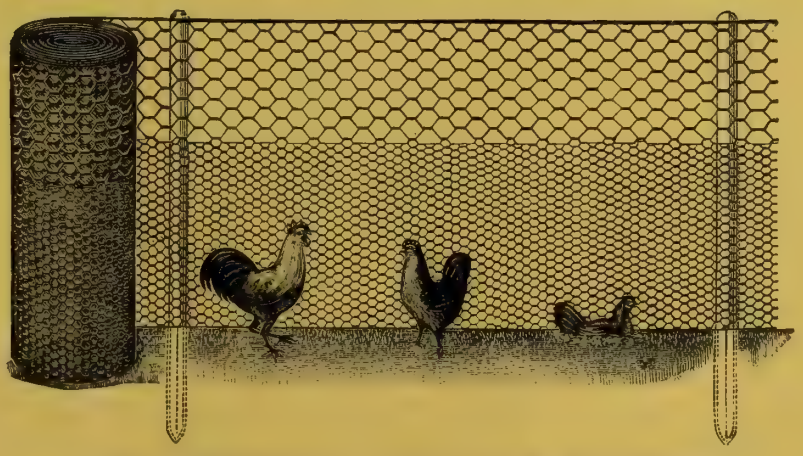
A. C. LESLIE & CO., Limited

MONTREAL

"ORB" BRAND

GALVANIZED WIRE NETTING

Perfectly Flat Uniform Mesh



Thoroughly Galvanized After Weaving

THE FAVORITE FOR FOX NETTING

JOHN LYSAGHT, LIMITED

BRISTOL, NEWPORT AND MONTREAL

"ICE CREAM MADE THE RIGHT WAY WITH A WHITE MOUNTAIN FREEZER IS EASIER TO MAKE THAN A PUDDING OR A PIE"

It drives home the vital selling feature for all time to come. No longer need Ice Cream be considered a shop-manufactured article. Every housewife can make **pure** Ice Cream right in her own home in a few minutes if she makes it the right way with a White Mountain Freezer.

'Tis now a well-known scientific fact that Ice Cream is beneficial to children and can be eaten with safety by invalids or persons with weak digestion.



The Tub of clear white pine treated with a solution that makes it waterproof, brineproof and watertight.

The three flat hoops are heavily galvanized to prevent rusting.

The Can of heavy charcoal tin plate—perfectly sanitary.

The two beaters of malleable iron —guaranteed unbreakable.

The triple motion—the great outstanding feature—learn more of it —simple and effective.

Neatly covered, attractively labeled and immediate shipment.

Supply of advertising literature sent on application to nearest branch.

NEW ADDITIONS TO THE FAMOUS SERIES OF

McClary's GAS RANGES

Style No. 456T



Style No. 415



The extremely small amount of floor space taken up compared to the cooking and baking facilities makes the No. 456 T specially adapted for use in apartment houses, etc.

The Range has seven burners in all—two in oven, one in broiler, two and a simmering on main top and one above—in a floor space of merely 32 in. over all.

A special feature is that the Broiler Oven can be used for roasting, if oven is required for baking.

A new leg socket keeps the Range firm and rigid.

The closed-in shelf will be found very useful.

We strongly recommend this Range to your notice.

The 415 is a small, compact and highly efficient Range for use in cottages, small apartment houses, etc.

A strong feature and one that will appeal to housewives is that all the cooking burners are at the front—no bending over hot burners

The Range is strongly braced round the edge of the Oven Bottom and up the sides to keep it perfectly rigid.

Has one Oven Burner and three burners on top.

The leg socket constructed on the same principle as the 456 T.

The inside of the oven prevented from rusting by the application of a special process of aluminizing.

The 415 can be provided with a solid top for use of Natural Gas.

A Range that will please the economical housewife.

London **Toronto** **Montreal** **St. John, N. B.** **Hamilton** McClary's

Two Outstanding Models of the Famous Series of McClary's GAS RANGES

The "Champion"



Is absolutely the only interchangeable Range manufactured.

A Range that meets the requirements of an all-year range to perfection.

The "Champion" is a complete Coal Range and a complete Gas Range all in one, at the price of one—that is, double service from one Range.

It also means that the housewife has only one Range to clean and does all her cooking in one place, thereby saving many steps during the day's work.

The Champion burns, with complete satisfaction, Natural Gas, Artificial Gas, Coal and Wood, and all garbage accumulated during the day.

It takes but a minute to change from one fuel to another.

Fitted with McClary's famous semi-steel indestructible fire-box linings.

Constructed of highest grade steel, same as used in our famous Steel Coal Ranges.

Ask our nearest Branch for more particulars.

Style No. 456 E.S.



This Range, as illustrated, gives exceptionally large cooking and baking space.

For neatness, compactness and efficiency the No. 456 E.S. is hard to beat.

Has eight burners in all—two long burners for oven and broiler, one round burner for broiler, four star and one simmering on main top.

The housewife has no stooping—everything at a convenient height.

All fumes and odors carried away by special flue system.

The Canopy Top and large, closed-in shelf will be found extremely useful to the housewife.

Extra large broiler oven, fitted with sanitary white enamel broiler pan and retinned broiler rack. resting on cast iron supports.

We urge all dealers to make a special feature of this highly-efficient gas range—we have found it an exceptional business-producer.

See our 1914 catalogue.

McClary's Winnipeg Vancouver Calgary Saskatoon Edmonton

Every Canadian Jobber Carries in Stock

STEVENS SHOTGUNS AND RIFLES



No. 520—12-Gauge Repeating Shotgun

Shotguns	Price to Retail Dealers
No. 235 Double Barrel Hammer	$13.25
No. 255 Double Barrel Hammer	20.00
No. 335 Double Barrel Hammerless	17.50
No. 345 Double Barrel Hammerless	17.50
No. 520 12-Gauge Repeater	24.00
No. 200 20-Gauge Repeater	24.00
No. 101 44-Gauge Single	4.50
No. 105 12-16-20-28 Gauge Single Hammer	5.00
No. 107 12-16-20-28 Gauge Single Hammer	5.25
No. 180 12-16-20 Gauge Single Hammerless	9.00

Rifles		Price to Retail Dealers.
No. 14½	"Little Scout" Single Shot	$ 2.25
No. 26	"Crackshot" Single Shot	3.00
No. 12	"Marksman" Single Shot	4.00
No. 17	"Favorite" Single Shot	5.00
No. 27	"Favorite" Single Shot	5.25
No. 70	"Visible Loading" Repeating	7.60
No. 425	"High Power" Repeating	20.00

Manufactured by

J. Stevens Arms & Tool Company

970 Broadway, Chicopee Falls, Mass., U.S.A.



Allow your Oil Heater Trade to expand by selling the "New Famous"

It's a great seller between seasons. It provides just the right amount of heat for those chilly mornings and evenings and saves time, trouble and money by removing the necessity of starting the regular heating system.

Its one-piece Copper Tank is unique since it's the only one manufactured and is practically indestructible.

The new method of replacing the wick reduces this operation to the minimum amount of trouble.

The Automatic Locking device is safe and sure—keeps the wick the height you want it.

The improved oil indicator saves a good deal of worry as to amount of oil in tank.

Finished in nickelled or black enamel.

Let our nearest Branch send you full particulars for your Spring business.

McClary's

MONTREAL HAMILTON LONDON TORONTO CALGARY WINNIPEG
VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

Concentrate your activities on a big Spring business

Do this by selecting the right goods, by getting them in early, by making sure you get the live kind of co-operation, in other words sell

McClary's Quality Goods

Here we illustrate two popular refrigerators that have already become famous and are exceptionally good sellers.



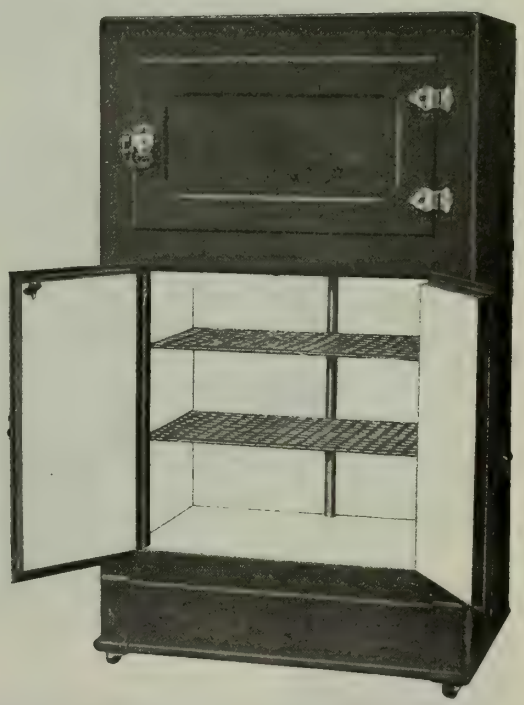
McCLARY'S ICEBERG REFRIGERATOR

An extremely moderate-priced Refrigerator made of Hardwood, with Golden finish, and Brass Locks and Hinges.

Insulated with cerite paper and lined with galvanized iron, and fitted with cleanable flues and large provision shelf. Provided with drip cup, casters and a swing base for removing drip pan.

All working parts subjected to critical examination before leaving the factory.

In three sizes: Nos. 450, 460 and 470.



McCLARY'S MODEL REFRIGERATOR—No. 68

Compares very favorably with more expensive lines.

Made of Hardwood, finished in Golden Oak, with heavy brass locks and hinges. White enamel lined with superior insulation.

Ice Chambers linings of metal are removable for cleaning. Doors on provision chambers are white enamel lined. Has retinned wire shelves.

In four other styles: Nos. 66 and 67, 66A and 67A.

Write our nearest Branch for our 1914 Summer Goods Catalogue.

McCLARY'S SHIP QUICK

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN EDMONTON SASKATOON

DAVIDSON'S
"PREMIER MARATHON"



A Modern Steel Range

Constructed according to correct principles, and for convenience and durability is unexcelled.

All improvements that experience has shown to be of any real value are embodied in this Range.

Body is made of extra heavy Wellsville steel. Fire box is large—burns coal or wood. Large cooking space on top. Has large oven, 20 x 20 x 14.

Broiling door. Pouch feed and many other features that cannot be adequately described in this space.

The number of these Ranges that you can sell annually is limited only by your ability and your persistence in making sales.

It will involve only a very small investment on your part to try out a sample. All Ranges are thoroughly inspected before leaving our Foundry—Consequently we give the most liberal guarantee possible—Write us at once for prices and further particulars.

The Thos. Davidson Mfg. Company, Limited

MONTREAL **TORONTO** **WINNIPEG**

DAVIDSON'S



FROST RIVER Refrigerators

MADE ENTIRELY OF SHEET STEEL, Galvanized

The exterior is finished in a beautiful French grey with decorated panels and corner scrolls. The food chamber is coated with white enamel and is delightfully dainty and clean in appearance. Locks, hinges and handles are solid brass-polished—they are also fitted with roller-bearing castors which make them very easy to move.

All Inside Parts Are Removable For Cleaning Purposes

The all-steel body cannot warp, shrink, crack, fall apart or decay, and without abuse a "Frost River" Refrigerator will last through a generation.

Three sizes: Nos. 22, 24, 26.

We Are Also The Manufacturers Of The Celebrated

"COLONIAL" and "PREMIER"

ENAMELED WARE



Every article you sell in these wares will make you more solid with the customer who buys it. Every piece labeled—and guaranteed to stand fire, fruit acids and hard wear.

NON-EXPLOSIVE

Premier Underwriters' Safety Gasoline Cans

Specially made for Gasoline, Benzine and all highly inflammable explosive liquids. Saves Evaporation, and preserves the volatile qualities of the oil.

Approved by Inspection Department of the Mutual Fire Insurance Companies of New England.

Reduce your fire hazard by using these cans.

Made in 3 sizes:
1,—2,—5 gals.

Write for descriptive circular.



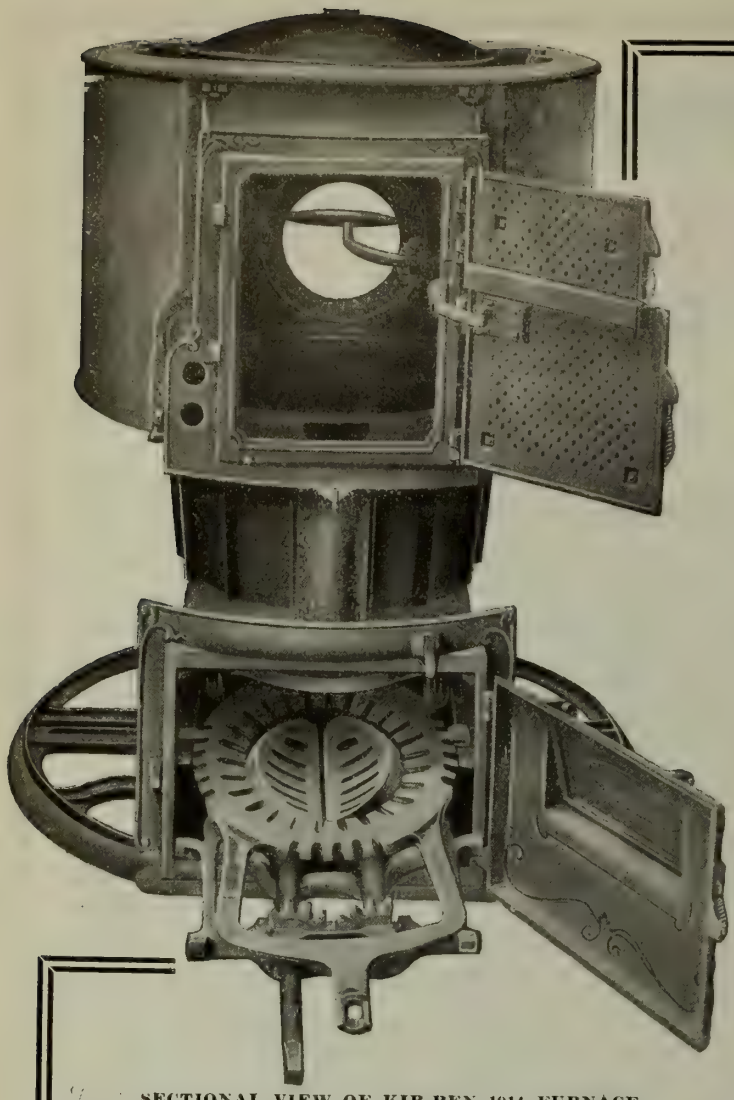
The Thos. Davidson Mfg. Company, Limited

MONTREAL **TORONTO** **WINNIPEG**

KIR-BEN

KIR-BEN
Damper Talk

A Series of Kir-Ben Talks will appear in this paper—watch for them



SECTIONAL VIEW OF KIR-BEN 1914 FURNACE
Showing New Style Duplex Grates, Large Feed Doors, Automatic Damper Control, Water Coil Openings, Heavy Base and Bottom, Straight Firepot with Heavy Flanges, Large Ash Door, Etc.

COAL when burning gives off a poisonous gas, which, if allowed to escape from a furnace into the living apartments is disagreeable, and in large quantities very dangerous. To prevent the escape of this gas it is therefore necessary in constructing a furnace to have as few joints as possible, and to have all joints used thoroughly tight. Much has been accomplished in this direction, but in all cases where direct draft dampers are included in the furnace (and they should be on all furnaces,—and are on many), existing constructions require one or more holes through the radiator or radiator connections into which the damper may be built, thus allowing opportunity for gas to escape through them. The Kir-Ben patent damper is the only construction that does not require such openings, and may be regarded as the only gas-tight direct draft damper obtainable.

Automatic Feature

The Kir-Ben Damper is entirely automatic in its action, and requires no regulating or attention whatever. The fire travel of the Kir-Ben furnace is so free and, at the same time so perfect, that the fire will kindle and at all times burn perfectly with the damper closed, and the real function of the damper is to provide a short or direct connection with the chimney so as to prevent smoke or gases coming through the open feed door when adding fuel.

The automatic action is such, that opening the feed door opens the direct draft damper —and closing the feed door closes the damper. Nothing could be more positive, or trouble-proof—the mechanism is so simple that it cannot go wrong, and so heavy that it cannot burn out. It is so well arranged that it cannot refuse to operate, and will always give good service. The damper flap is so constructed that it is absolutely tight and fits like a door with a ground joint. It cannot block up with soot or give trouble of any kind. The flap hangs free, and is entirely disconnected from the damper mechanism, thereby providing an explosion damper that will take care of any gas explosions, and providing fully for safety in this respect.

Patents Pending. Send for Catalogue now ready.

KIR-BEN LIMITED, Almonte, Ont.

KIR-BEN KIR-BEN



A Battery Of

"GOOD CHEER" FURNACES

HEATING THE IMMENSE BUILDING OF

The Ottawa Hardware Exhibition, February, 1914

Wherever opportunity offers, we are there with our manufacturers to prove out their sterling qualities. Seeing is believing, but if you were not fortunate enough to have been at the Exhibition, the above illustration of "Good Cheers" at work will be a great aid to you in deciding on the line of furnaces it will pay you to handle.

Catalogue and price-list on application.

THE JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

Western Warehouse: 156 Lombard Street, Winnipeg, Man.

GURNEY-OXFORD

If you were not a dealer, and you wanted a new range ——

Wouldn't Gurney-Oxford be one of the first names you'd think of?

The single-handle Economizer control would appeal to you.

The Divided flue strip and the special grate would interest you further.

You'd know about these things—

Gurney-Oxford advertising and Window Dress see to that.

You'd want to do business with the Gurney-Oxford Dealer —he has a reputation for promptness.

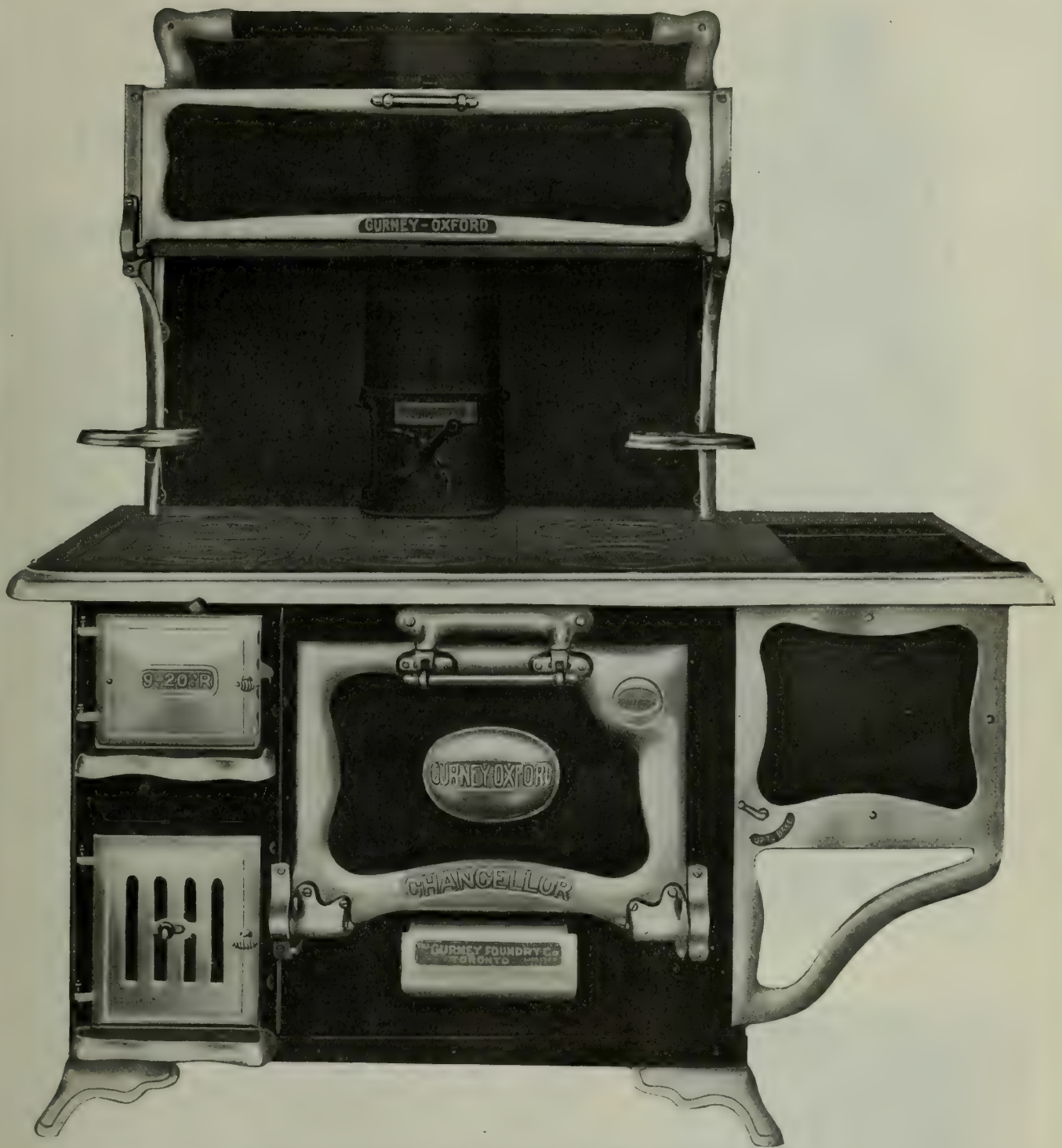
You would buy a range—possibly the one shown on the opposite page.

But you are a dealer

Better have these things pulling in your favor—Details come on request.

The Gurney Foundry Co. LIMITED

Head Office - - TORONTO

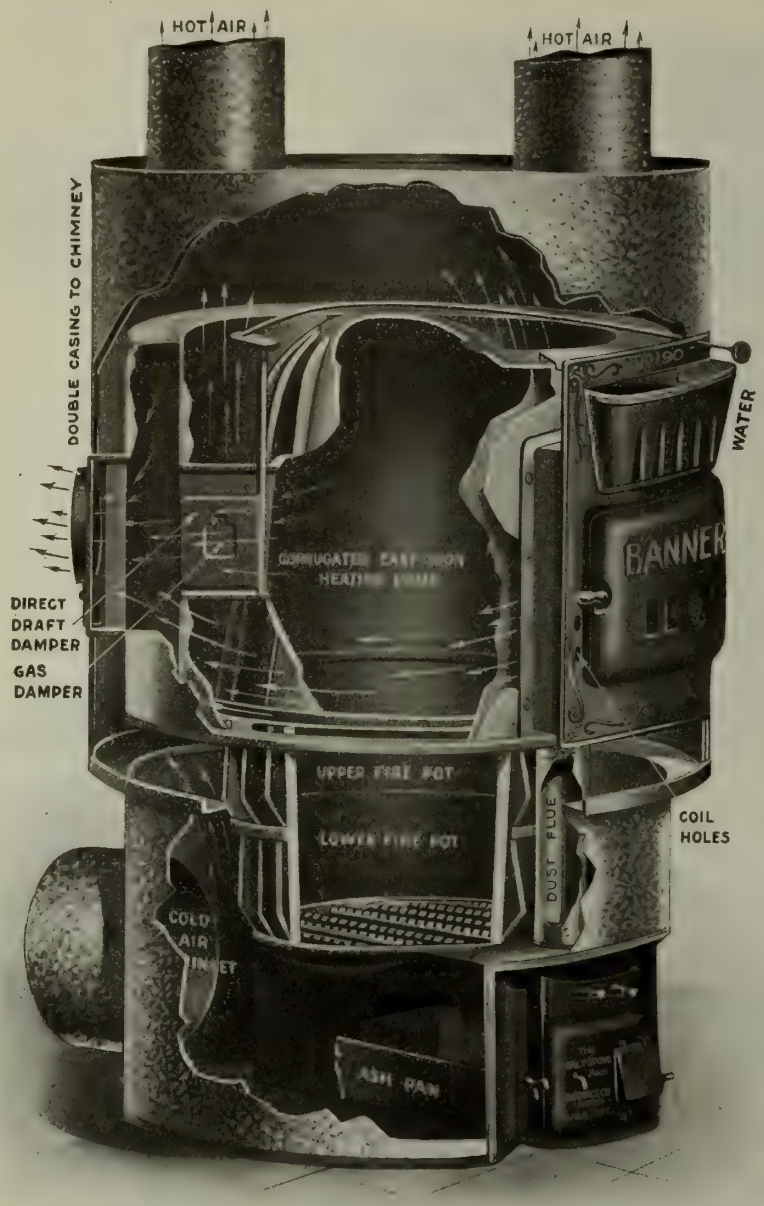


Gurney-Oxford Chancellor

With Damper-Controlled Reservoir on Right-Hand End.
Made with 16 in., 18 in., and 20 in. Ovens.
Economizer with each Range.

The Gurney Foundry Co., Limited

Head Office, TORONTO



The Banner Furnace

If you will take time to study this illustrated view of The Banner Furnace, you will find many interesting features, and you will then realize why you would have the best selling proposition by using the Banner Furnace.

Every furnace that you sell will make a satisfied customer and bring others to your store.

Just a few of the leading features:—

Large, roomy ash pit fitted with an ash pan.

Four triangular grate bars. The corrugated Cast Iron Dome.

The Direct Draft Damper, which is fitted with an Automatic Gas Damper. Flanged Fire Pots. Made in 5 sizes.



Majestic Coal Chutes

This is a new line which should be sold in every hardware store. Every new house in your town or city should be equipped with one of these Chutes.

Show it to your customers, or to your builders. They will instantly realize the merits of the Chute.

We have a Special Coal Chute Booklet

Send for a copy

The Galt Stove & Furnace Company

Galt - - Ontario

The Colonist Banner



This handsome four-hole range is designed to meet the ever-increasing demand for a cheap cast iron range.

It is equipped with all the salient features of a high-class range.

The oven is large and roomy, being 18 inches wide.

The fire-box is fitted with heavy cast iron linings, duplex grates, and is proportioned so that it is a perfect operating range in every department.

Our new catalog, illustrating the various lines which we manufacture, is now ready for distribution.

If you are not in possession of a copy, write for it.

The Galt Stove and Furnace Co., Ltd.

GALT, ONT.

STEEL RANGES

SUPREME

Cast Iron GAS RANGES

SUPREME AS SELLERS AND GIVERS OF SATISFACTION



We guarantee every Supreme Range to Save 50 per cent. of the Fuel

and to give absolute satisfaction, installed properly under normal conditions, and operated according to the direction card supplied with each range.

The secret of this enormous saving lies in the improved fire travel, which causes practically all heat units to be absorbed.

Can you get or sell any other range with a guarantee like this?

This range gives the high cost of living a severe blow and will make you many friends and customers.

"Every Supreme user is a Supreme Booster."

The Supreme Gas Range

embodies everything that could be wished for in order to make it an ideal gas-cooking apparatus. It has the appearance, the durability, and is equipped in every way to give the maximum amount of service for the least possible cost.

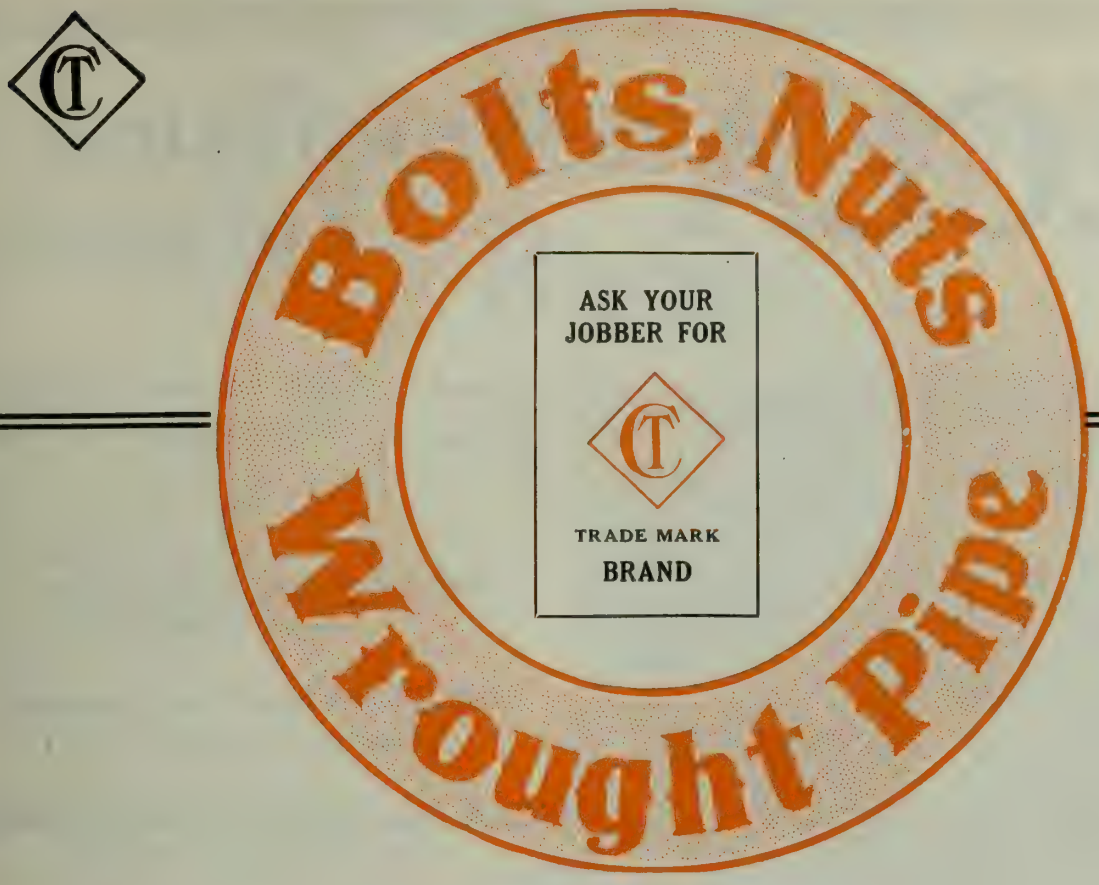
Be sure to have this range at hand when the warm weather comes. You'll find it a splendid seller and a good profit-producer.

This also applies to our "Quality" Elevated Oven Gas Range.

Drop us a line for literature and prices. Your enquiries will receive our prompt attention.



The Supreme Heating Co.,
Limited
WELLAND, ONTARIO.



BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc., Etc.

WROUGHT PIPE

All our pipe is thoroughly inspected and tested to 600 lbs. pressure and every length is branded with our trade-mark, made in black and galvanized, sizes ¼" to 4".

WROUGHT NIPPLES

Black and Galvanized, Sizes ⅛" to 8".

CANADIAN TUBE & IRON CO., Limited

MONTREAL

WORKS:
LACHINE CANAL

HECLA Warm Air Furnaces



Good sellers because of the following features:

HECLA Patent Fused Joints
(No gas or dust)

Steel-Ribbed Fire Pots (Patented)
(Save one ton of coal in seven)

HECLA Cast Iron Combination Chamber
(Makes for durability)

Individual Grate Bars
(Make cleaning easy)

Circular Water Pans
(Even distribution of moisture)

SEND FOR OUR CATALOG

Where a Hecla Furnace is used there is perfect satisfaction—and where it is sold it pays a good profit.

Write for our new selling plan.

Be a Hecla Dealer and get our special advertising service

Clare Brothers & Co., Limited

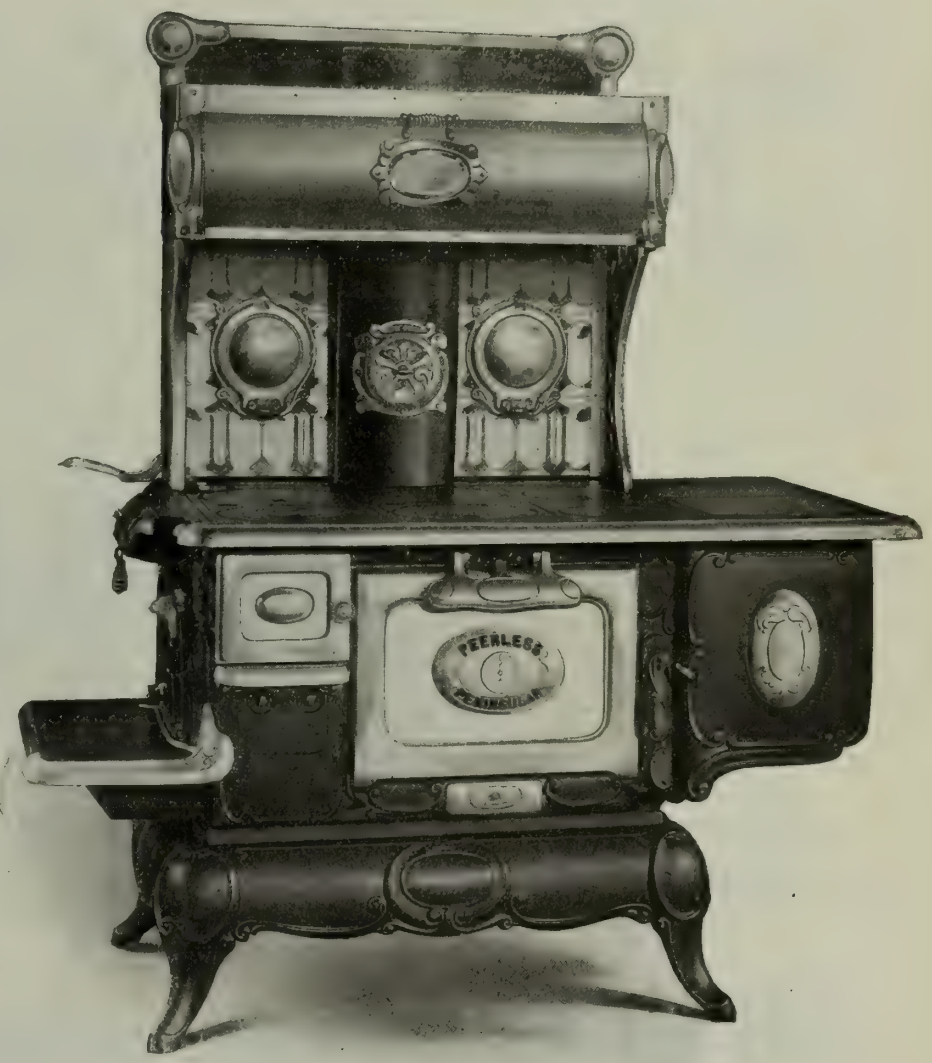
Preston, - Ontario

BRANCHES

CLARE & BROCKEST, Limited, Winnipeg
RACE, HUNT & GIDDY, Edmonton
REYNOLDS & JACKSON, Calgary
J. M. KAINS & CO., Vancouver
The MECHANICS' SUPPLY CO., Quebec

The Peerless Peninsular Range

Has the distinctiveness in design and quality that is essential to a good, reliable seller.



Prospective range buyers in your vicinity will seldom fail to become your customers if they see this attractive and well-finished range in your store.

Write for our special selling plan.

The margin for profit is exceedingly good—and our guarantee of satisfaction or money refunded is your protection.

Drop us a card now, lest you forget.

By special advertising in your vicinity we help you sell our stoves and ranges. **Write for our special plan.**

Clare Brothers & Co., Limited

Preston, Ontario

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg
RACE, HUNT & GIDDY, Edmonton
REYNOLDS & JACKSON, Calgary
J. M. KAINS & CO., Vancouver
The MECHANICS' SUPPLY CO., Quebec

DOMINION
SHOT SHELLS

Are There Any Idle Shot Guns In Your Town?



NOW is the time to organize A TRAP SHOOTING CLUB—let us help—it will make an all-year-round market for your

IMPERIAL, REGAL and SOVEREIGN SHOT SHELLS

Loaded with only the best known brands of smokeless powder and double-chilled shot. LOOK AT THE TOP WAD.

CANADIAN MADE



Dominion Cartridge Co., Limited,
MONTREAL

AMMUNITION

METALLIC CARTRIDGES

It's the Eye, Backed Up
By DOMINION Confidence
That Fills the Game Bag



Hit the High Mark in Cartridge Sales this Year by Specifying

DOMINION METALLICS

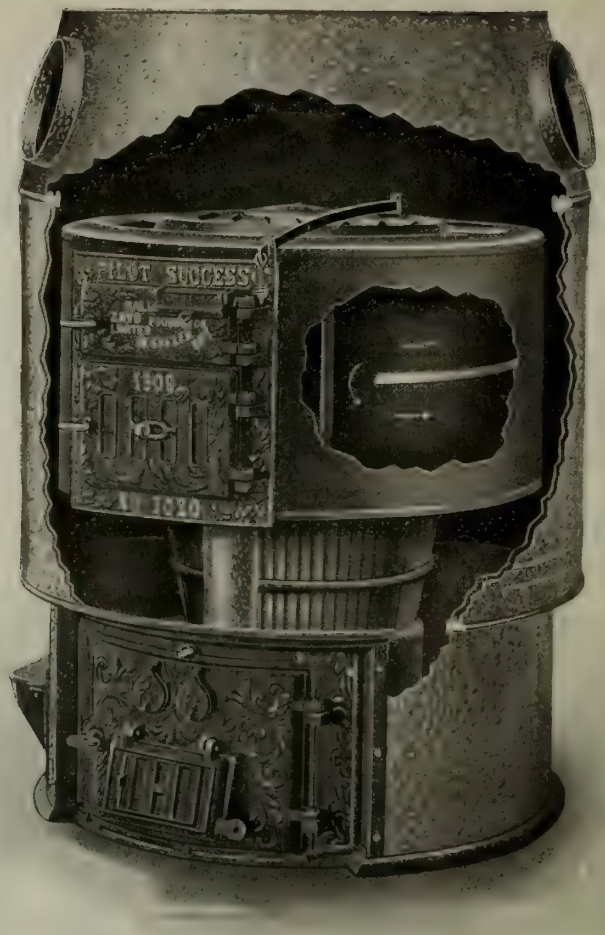
They are Made in all Sizes

FOR CANADIAN SPORTSMEN

Dominion Cartridge Co., Limited,
MONTREAL



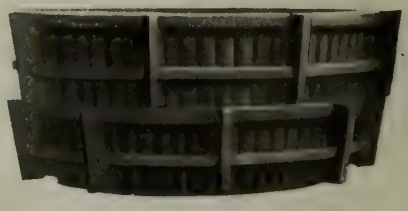
For Your Success



Handle the "Pilot Success"--the most economical and effective heater on the market. Why? Note long Fire Travel in radiator, giving twice the Fire Travel of any other furnace.

Large Air Space between radiator and combustion chamber, assuring quick circulation, and other features including ---

Our New Patented Steel-Trussed Fire Pot



Write to-day for our Circular on Steel-Trussed Fire Pot

The Hall, Zryd Foundry Company, Limited

Hespeler, Ontario

Western Agencies :

G. A. Zryd, Sault & Porteous, R. Forbes Auld,

288 Princess St., 160 Third Ave., N.W., 335 Fourth Ave. E., P.O. Box 1530.

Winnipeg, Man. Edmonton South, Alta. Calgary, Alta.

SOMETHING NEW

"Pilot Alerta"

4-holed Steel Range, 16" oven, especially adapted for town and city trade, with Duplex Draw-Out, Double-Shaking Grate.

Can be supplied with or without Reservoir.





"Pilot Winora"

Same as the Pilot Alerta, but made in Cook Style of Dead Flat Steel.

Get our price before placing order elsewhere.

The Hall-Zryd Foundry Company, Limited

Hespeler, Ontario

WESTERN AGENCIES:

G. A. Zryd, 288 Princess St., Winnipeg, Man.
Sault & Porteous, 160 Third Ave., N.W., Edmonton South, Alta.
R. Forbes Auld, 335 Fourth Ave. E., Calgary, Alta.
P.O. Box 1530

We Solicit Your Enquiries

Sheet Steel and Tinplate

United States Steel Products Co.,
Sheet Steel and Tin Plate Dept. - New York

Swedish Tool Steel and Anvils

Stora Kopparbergs Bergslags Aktiebolag - Falun

Chain

Jas. McKay Company - - - - Pittsburgh

Bright Wire Goods, Clout Nails, Ratchet Braces, etc.

Guest, Keen & Nettlefolds, Ltd. - Birmingham

Sheet Zinc

Verband Deutscher Zinkwalzwerke - - Berlin

Sheet Copper

Baltimore Copper Smelting & Rolling
Co. - - - - - - - - - - Baltimore

Architectural Terra Cotta and Sanitary Ware

Doulton & Co., Limited, - - - - - - London

Bath and Portland Stone

Bath & Portland Stone Firms, Ltd. - - Bath

Marble

Walton, Gooddy & Cripps, Ltd. - - Carrara

Sole Agents for Canada

B. &. S. H. THOMPSON & COMPANY, Limited

TORONTO **MONTREAL** **WINNIPEG**

We Solicit Your Enquiries

Portland Cement, Keene's Cement, Whiting

Associated Portland Cement Mfrs. (1900) Limited - - - - - - - - - - London

Belgian Window Glass

Emile Regniers & Co., - - - Charleroi

Muffled, Figured Rolled, Cathedral and Rolled Plate Glass

Chance Bros. & Co., Limited, - - Birmingham

Wired Glass

Pennsylvania Wire Glass Co., - - Philadelphia

Lead Products

Foster, Blackett & Wilson, Limited, - Newcastle

Zinc and Lead Products

Lindgens & Sohne, - - Mulheim

Seed Oils

Hull Oil Mfg. Co., Limited, - - - - Hull

Heavy Chemicals

Chance & Hunt, Limited, - - - Birmingham
Estrine & Co., - - - - - - - - Marseilles
Shields & Ramsay, Limited - - - - Glasgow
Christopher Thomas & Bros., - - - - Bristol

Also Brass and Copper Sheets and Tubing, Pig Tin, Pig Lead, Spelter, Cast Iron Soil Pipe, Water Pipe, Soft Swedish Iron, Nitrate of Lead, Salammoniac. Gold Leaf, Metal Leaf.

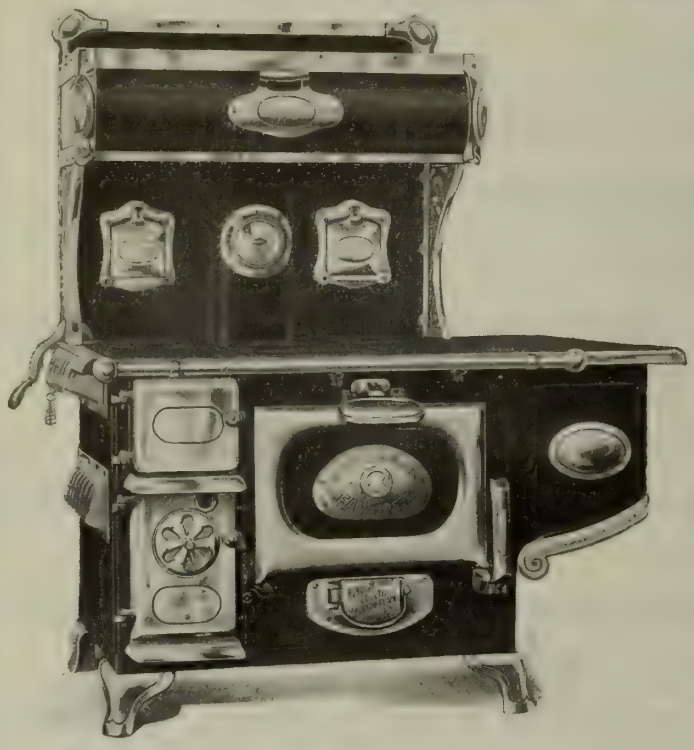
Sole Agents for Canada

B. & S. H. THOMPSON & COMPANY, Limited

TORONTO **MONTREAL** **WINNIPEG**

The Favorite Line gives Satisfaction and Increased Profits

FASHION LEADERS FOR 1914



The **UNIVERSAL FAVORITE** is our leader. It has **style, size, weight** and is bristling with good selling points.

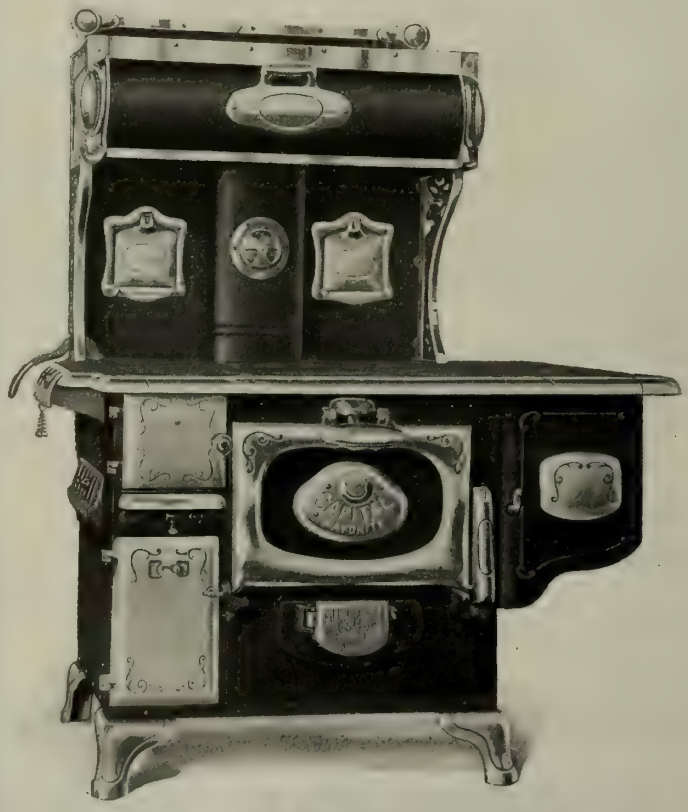
Its **semi-plain design, plain nickel,** and **smooth castings** attract the attention of the buying public.

Place a **UNIVERSAL FAVORITE** on your floor. It will prove the silent salesman of your stove department.

Made in two sizes.

19 and 21 inch ovens

and all of the various styles.



The **CAPITAL FAVORITE** is a medium-priced high-grade Steel Range, and everything entering into its construction is selected for durability.

The **smooth castings, tight and well-fitted joints, semi-plain design** and **splendid working qualities** have made the CAPITAL a great favorite with the trade for a medium-priced Range embodying all the features known to range building.

It Leads in Its Class

Made in three sizes, 16, 18 and 20 inch ovens.

Closets are finished in either standard or tiled finish.

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. **Branch House; 260 Princess St., WINNIPEG**

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, EDMONTON

D. V. Cope & Co., Calgary Distributing Agents Geo. D. Horsman, Vancouver

The "Favorite" Line Combines Quality, Class and Individuality.

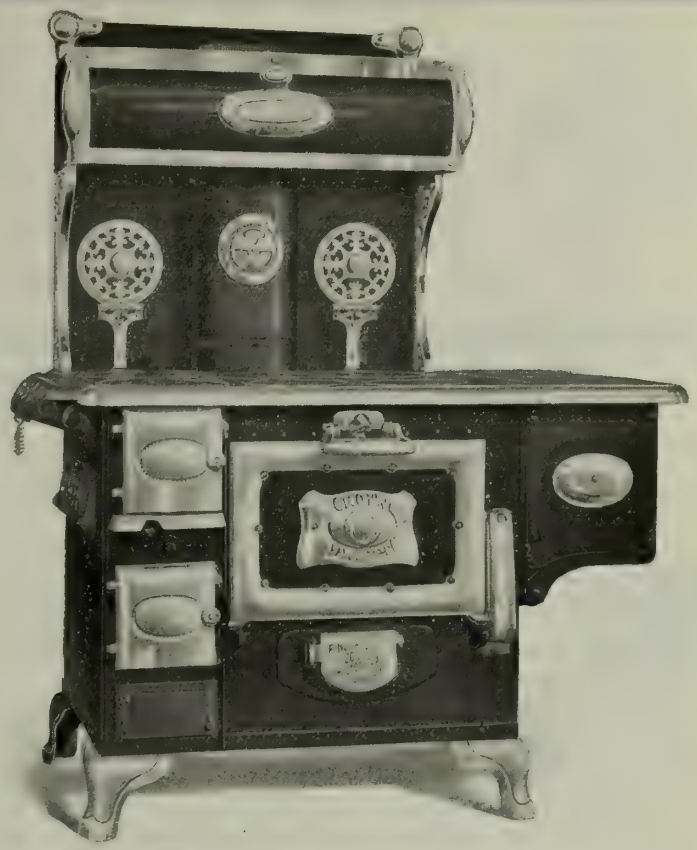
The **CROWN FAVORITE** is now being made in **four sizes,** namely: 14, 16, 18 and 20 inch ovens.

This Range being offered in such a range of sizes and in its New Dress is proving a great Business-Getter.

The price is such that you can meet any kind of competition.

The price of the 20 inch oven Range will surprise you.

Every one sold means a satisfied customer both as to Quality and Price.

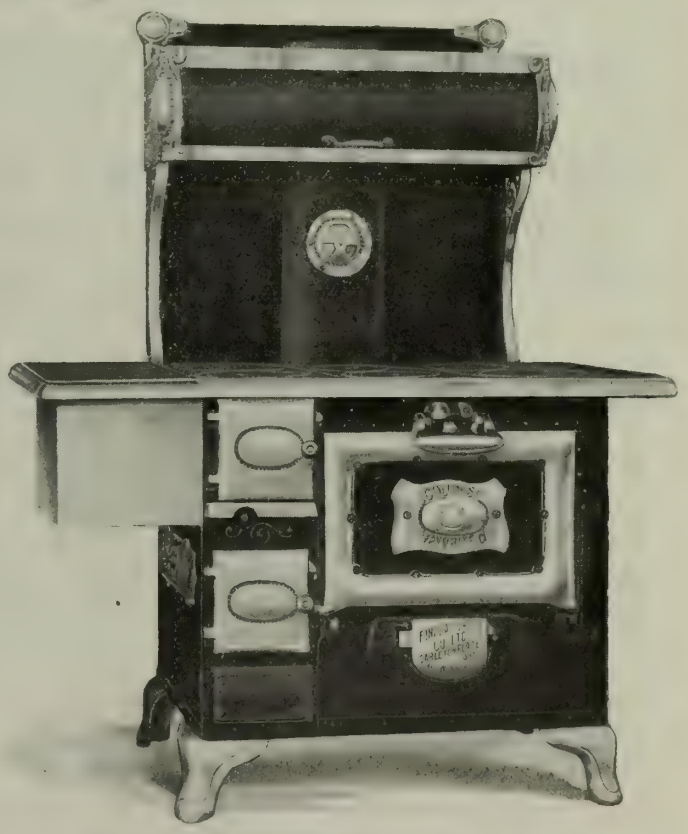


The **COLONIST FAVORITE** in its New Dress probably caps the climax of our efforts in offering a Range that has **style, size** and **quality,** and at a price that will meet the competition of Catalog Houses.

Look at the Range and look up the Price, when you will realize that you cannot afford to be without this Range on your floor.

Made in two sizes.

16 and 18 inch ovens, with six-hole tops.



Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE, LIMITED, EDMONTON.

D. V. Cope & Co., Calgary Distributing Agents **Geo. D. Horsman, Vancouver.**



Illustration Shows No. 17

ORDER

BURMAN'S

BRITISH CLIPPERS

EVERY TIME

They are sure to please, and leave you a better profit than others.

Cut gears and interchangeable parts.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

All British-built, and made from the best materials obtainable.

Will meet with the approval of your customer.

Gives you a profit that is worth while.

Every Clipper is Guaranteed

Hand Clippers
Barbers' Clippers
Sheep-Shearing Machinery
Clippers of all Kinds

Sold by all Jobbers

FULL STOCK OF PARTS CARRIED AT MONTREAL



Sole Agents for Canada

B. & S. H. Thompson & Co.
MONTREAL

Apollo-Keystone

Copper Bearing STEEL SHEETS

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

KEYSTONE

—FROM
UNITED STATES STEEL
PRODUCTS COMPANY,
NEW YORK, U.S.A.

The Product that has revolutionized the Metal Roofing Business. It withstands to the greatest possible extent all corrosive influences.

B. & S. H. Thompson & Co.
Limited

TORONTO **MONTREAL**

Canadian Selling Agents

1864-1914

50 YEARS OF STOVE BUILDING

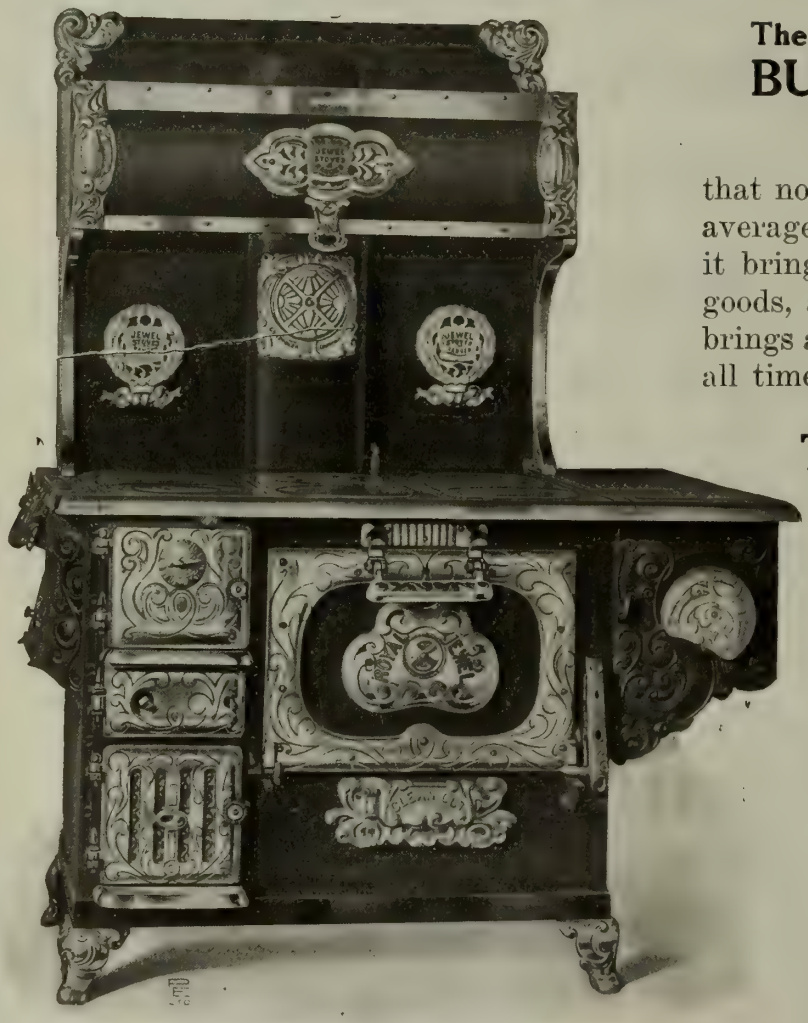
And with it the building-up of a most successful business, is a direct result of the old principle of **making good goods at right prices.**

¶ To build up a successful retail business the dealer must invariably **sell good goods at right prices.**



"HAMILTON JEWEL," No. 70 Series

CHOOSE YOUR LINES CAREFULLY—



"ROYAL JEWEL," STYLE R.F.

The Two Lines Here Shown Are

BUSINESS-BUILDERS

WE VENTURE TO SAY—

that no agency is more important to the average dealer than his **Stove Agency**—it brings him business in other lines of goods, and one delighted stove customer brings another, and is usually a friend for all time.

THE JEWEL LINE

WILL PLEASE YOU

because they please your customers. They are business-getters.

NEW 1914 DESIGNS
WRITE FOR DETAILS

RANGES, HEATERS, FURNACES AND GAS STOVES

of all descriptions and for every purpose.

MANUFACTURED BY

THE BURROW, STEWART & MILNE CO., LIMITED

HAMILTON TORONTO MONTREAL WINNIPEG



"The Cuba"

"The Cuba"

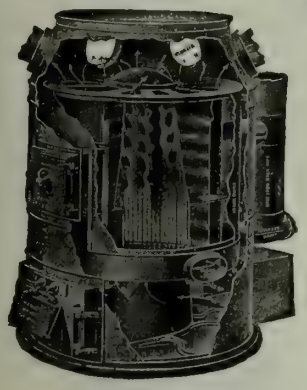
A New Heating Stove for Hard or Soft Coal, Coke or Wood

This beautiful and original design surpasses anything yet produced in the stove makers' art, and excels in powerful radiation and economy of fuel.

Special Features:—Genuine Duplex Grates similar to a range grate, Hot Blast attachment, large deep ashpit, loose nickelled trimmings, cast iron linings above grates. For wood only, reverse duplex grates.

This Heater has embodied in its construction most all of the improvements in modern heaters. In design it is handsome and symmetrical. It is highly finished and fully nickel-plated.

Try a sample and you will repeat your order. Patterns are not yet ready, but we will be able to ship samples in two months. Do not book orders for Heaters before seeing the Cuba.



The Kelsey

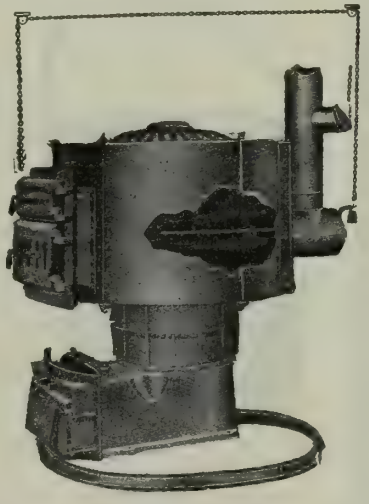
The Kelsey has three times as much heating capacity as any other furnace with the same size grate—note the zig-zag Heating Tubes, with all sides exposed to the heated gases. Kelsey Heating is the most efficient and economical. A dealer with the Kelsey agency has something different.

Our line of Warm Air Heating Devices is complete in every respect. The Kelsey Warm Air Generator is in a class by itself. They all admit it is the best. A dealer with our line of heaters can compete with anyone, as we have also the "Canadian Air Warmer," which is all that its name implies, and the Tropic furnace, the lowest-priced furnace we make.



The Tropic

The Tropic is a little wonder. It is well made and its flue construction and radiator proportions are perfect. For a low-priced furnace, The Tropic cannot be beaten.



The Canadian Air Warmer

This cut shows the Canadian Air Warmer without the galvanized casings. Note the long fire travel, the straight fire pot. Fire Door does not become over-heated, and ashes do not cling to sides of fire pot. We are not afraid of comparing the C. A. W. with any other furnace made in Canada.

WRITE US RE OUR EXCLUSIVE AGENCY PROPOSITIONS.

The Jas. Smart Mfg. Co., Limited, Brockville, Ont.

WESTERN BRANCH: WINNIPEG, MAN.

S.M.P.

Anti-Rust Galvanized Ware

Extra Heavy

Straight Pattern



No. 160.

12 inches across top. Heavy rod bail with wood grip and heavy steel ears. A serviceable pail for all ordinary purposes.

Heavy Steel Buckets

A great deal of the galvanized ware on the market is made from sheet galvanized iron, whereas **the S. M. P. Anti-Rust Galvanized Ware** is manufactured out of black iron, the galvanizing being the last operation. Our ware is, therefore, non-leakable, and is strong, durable and perfect in every respect.

Do not delay

Order your Spring Stock NOW

Flaring Pattern



No. 140.

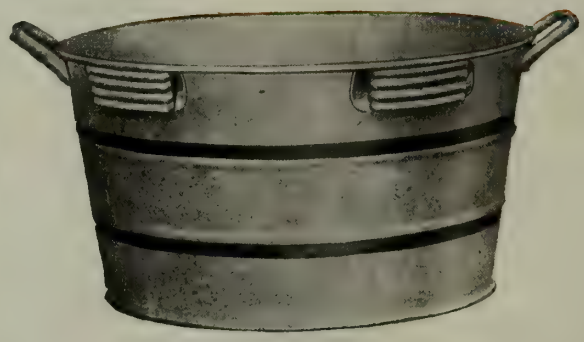
14 inches across top. Red Bands, Rimmed Bottoms. Specially adapted for general farm use.



S.M.P.

Contractors' Buckets.

Extra Heavy Malleable Ears. Heavy wire around the top, which is reinforced by oval rod securely rivetted. The bucket for the contractor, the railroad, the farm, etc.



S.M.P.

Galvanized Tubs.

Extra Heavy, Stationary Handles, Painted Bands and Wringer Attachments.

Saleable—Satisfactory.

Prices on application



S.M.P.

Garbage Cans.

Corrugated Bodies, Seamless Covers. Extra strong and durable. A perfectly sanitary and odorless can.

THE SHEET METAL PRODUCTS CO.

OF CANADA **LIMITED**

SUCCESSORS TO
KEMP MANUFACTURING COMPANY.
TORONTO

MONTREAL **WINNIPEG**

S.M.P.

No. 3 Beacon Lantern

1914 Improved Pattern

Made out of extra heavy material. Has all the latest lantern features—short bowl-shaped globe which prevents breakage; large dome-shaped seamless oil-well with rigid bottom, providing strength and rigidity; deep flange on burner dome giving a better fit and stronger grip on lantern; smooth finish with no crevices for oil or dirt to collect; large oil filler hole with brass cap. Our guarantee stamped on bowl of every lantern. Burns 32 hours with one filling.

STRENGTH, DURABILITY AND SUPERIOR BURNING QUALITIES COMBINED

Absolutely Wind Proof

New Improved Self-Righting Bail



New Extinguishing Device

New INSIDE LIFT

Fitted with No 2 Burners and 1-inch Wick

ASK OUR SALESMEN OR WRITE FOR PRICES OF THIS FAST-SELLING LINE

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG



"OTHELLO" TREASURE

THE LATEST IMPROVED CAST IRON RANGE ON THE MARKET.

SEND FOR BEAUTIFUL SALES PORTFOLIO

Supplied with Glass Oven Door or Tile Closet when ordered

RESERVOIR AND HIGH CLOSET

If you have not received a sample of this Beautiful Range, order one now, or write for full information. The Hardware Dealers who have seen the OTHELLO on exhibition at Ottawa were so pleased with it, that we are daily receiving orders for Samples of this Range, which is in a class all by itself.
We are the largest manufacturers (exclusively) of Stoves and Ranges in Canada.
We want Agents in every locality.

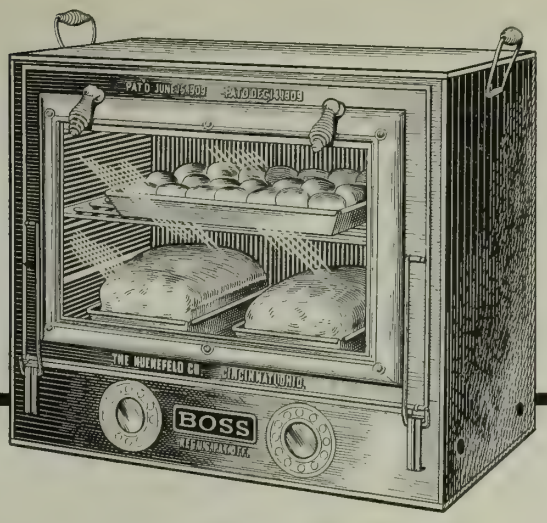
The D. Moore Company, Limited

HAMILTON, CANADA

WESTERN DISTRIBUTERS

Merrick-Anderson Co., Winnipeg, Man. **John Burns, Vancouver, B.C.**

BOSS OVEN



GLASS DOOR

GUARANTEED

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalog, which will be sent on request. Write for it to-day.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



The HUENEFELD CO. 6000 Valley St., Cincinnati, Ohio

Are You Ready For Spring?

You have ordered your garden tools, paints, window screens, etc., but how about

STEWART HORSE-CLIPPING AND SHEEP-SHEARING MACHINES?

They are big sellers that your competitor may forget, but don't you!

Stewart advertising has taught people to clip their horses, and Stewart machines are now a hardware store staple.

We are "going the limit" for dealers in our Spring Advertising Campaign. Big sales are certain.

A few dollars invested in a stock of Stewart Machines will show you a handsome profit in the next six weeks.

If Stewart Machines were not highly satisfactory and big sellers, the following Canadian jobbers would not carry them exclusively. All have complete stocks.

Order to-day for rush shipment.

ALBERTA:

Marshall-Wells Alberta Co.	Edmonton
Wood, Vallance & Adams, Ltd.	Calgary
Revillon Wholesale, Ltd.	Edmonton
Great West Saddlery Co.	Calgary

BRITISH COLUMBIA:

McLennan, McFeely & Co.	Vancouver
Wood, Vallance & Leggat, Ltd.	Vancouver
Storey & Campbell	Vancouver
E. G. Prior & Co., Ltd.	Victoria
Wood, Vallance Hdw. Co., Ltd.	Nelson

MANITOBA:

The Hanbury Hdw. Co., Ltd.	Brandon
Borbridge Western	Brandon
J. H. Ashdown Hdw. Co., Ltd.	Winnipeg
Marshall-Wells Co., Ltd.	Winnipeg
Merrick-Anderson Co., Ltd.	Winnipeg
Miller-Morse Hdw. Co., Ltd.	Winnipeg
Wood, Vallance, Ltd.	Winnipeg
Adams Bros. Harness Mfg. Co.	Winnipeg
Great West Saddlery Co., Ltd.	Winnipeg
The Trees-Spriggs Co., Ltd.	Winnipeg
Winnipeg Saddlery Co., Ltd.	Winnipeg

NEW BRUNSWICK:

Sumner Co.	Moncton
H. Horton & Son, Ltd.	St. John

ONTARIO:

Wood, Vallance & Co.	Hamilton
Wilkinson & Kompass	Hamilton
Hobbs Hardware Co.	London
D. H. Howden & Co., Ltd.	London
James Wright & Co.	London
Thos. Birkett & Sons Co., Ltd.	Ottawa
S. & H. Borbridge	Ottawa
Geo. May & Sons	Ottawa
M. J. Wilson & Sons	Ottawa
Cochrane Hdw. Co.	Sudbury
H. S. Howland, Sons & Co., Ltd.	Toronto
Kennedy Hdw. Co.	Toronto
Rice Lewis & Son, Ltd.	Toronto

NOVA SCOTIA:

Douglas & Co., Ltd.	Amherst
Kelley's, Ltd.	Halifax
Thompson & Sutherland, Ltd.	New Glasgow
J. J. Snook	Truro

PRINCE EDWARD ISLAND:

Rogers Hardware Co.	Charlottetown

QUEBEC:

Caverhill, Learmont & Co.	Montreal
Frothingham & Workman, Ltd.	Montreal
Ludger Gravel	Montreal
L. F. Hebert & Co.	Montreal
Lamontagne, Ltd.	Montreal
Letang Hdw. Co.	Montreal
A. Prudhomme & Fils, Ltd.	Montreal
Starke-Seybold, Ltd.	Montreal
Lewis Bros., Ltd.	Montreal
La Cie Codere & Fils	Sherbrooke
J. S. Mitchell & Co.	Sherbrooke

Chicago Flexible Shaft Co.

Chicago, U.S.A.

Don't Forget Stewart Machines

We are "going the limit" for dealers in our Spring Advertising Campaign and are spending the money to send people to you for Stewart machines.

Be ready to make sales, your profit right.
Here are the machines to stock.
The best known and largest sellers.
Guaranteed to please or money refunded.



Stewart Ball-Bearing Horse-Clipping Machine.

Stewart No. 1 Ball-Bearing Horse-Clipping Machine

Retail price, complete - $8.75

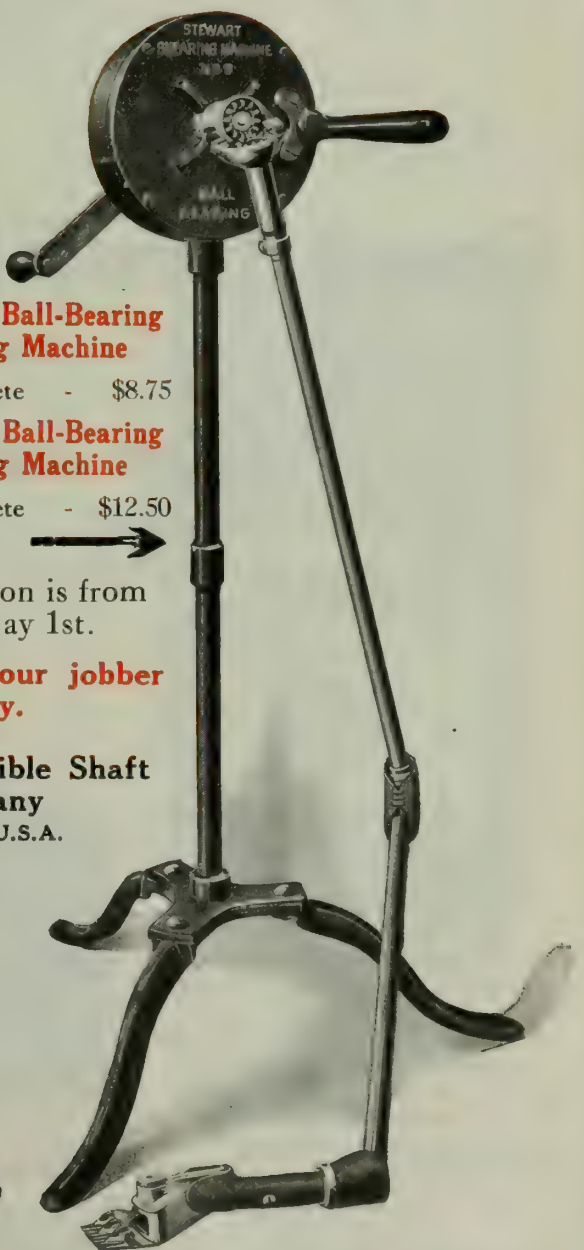
Stewart No. 9 Ball-Bearing Sheep-Shearing Machine

Retail price, complete - $12.50

The big Season is from now to May 1st.

Order from your jobber to-day.

Chicago Flexible Shaft Company
Chicago, U.S.A.



Stewart Ball-Bearing Sheep-Shearing Machine.

ALFRED WILLIAMS

Sheffield, England



GUARANTEED CUTLERY

for the

Canadian Market

TRADE-MARKS

EBRO

Pen A·W Brand

Sold by Hardware Jobbers

Good Profits

WE ARE THE **PREMIER HOUSE**
for GENERAL HARDWARE, etc.
CHINA and EARTHENWARE
also SOLE SUPPLIERS
of the renowned Triood

Trade  Mark

TRIOOD.

ALUMINIUMWARE, etc.

SEND FOR OUR CATALOGUES

136 China and Earthenware
138 Lamps
147 Enamel and Aluminium Ware
149 General Hardware
150 E. P. Ware

Write for complete century catalogue

HOODS LTD.

CABLES: Hood Birmingham

WHAT ARE YOUR REQUIREMENTS?

No matter how varied they are we can supply. Our extensive stock enables us to give IMMEDIATE DELIVERY of the bulk of all orders.

A TRIAL RESPECTFULLY SOLICITED

WE GUARANTEE YOU SATISFACTION

SEND US YOUR ORDERS
for
SPRING DELIVERY

Prompt Shipment will be given and we think repeat orders will follow

Write To-day



HEAD OFFICES
INTERNATIONAL EXCHANGE

BIRMINGHAM, ENG.

BANKERS: Bank of England

AGENTS

F. R. MURRAY & CO, Ltd., 1118 Hamilton St., VANCOUVER, B. C.

and

FRANK D. C. RICHARDS, 70 Lombard Street, TORONTO

Sanderson-Harold Refrigerators

Eight wall insulation and with **MINERAL WOOL** the best known non-conductor of heat or cold

Mineral Wool has the appearance of wool. It is a vitreous substance produced by steam coming in contact with a small stream of liquid glass, which consists usually of the slag of a blast furnace or other similar substance. After this substance has become cold, the expansion produces about 90% air cells and 10% solid matter. Thus, the air is confined in its minute cells, consequently **it cannot carry heat** and makes the best insulation for refrigerators. It is light and will not hold nor produce a bad odor. Does not decay.

We make a specialty of refrigerators. Materials are the best obtainable. Lumber is thoroughly kiln dried before cut up. Trimmings, shelves and casters are latest designs.

Pure, DRY air, free from odors. Experiments show that the air is drier in the Sanderson-Harold than the external air. Perfect circulation.

Strong trap assures perfect drainage and keeps warm air out.

Every Sanderson-Harold Refrigerator is guaranteed. We will remit purchase price and take it back if not exactly as we claim. **Write for booklet.** It shows our complete line.

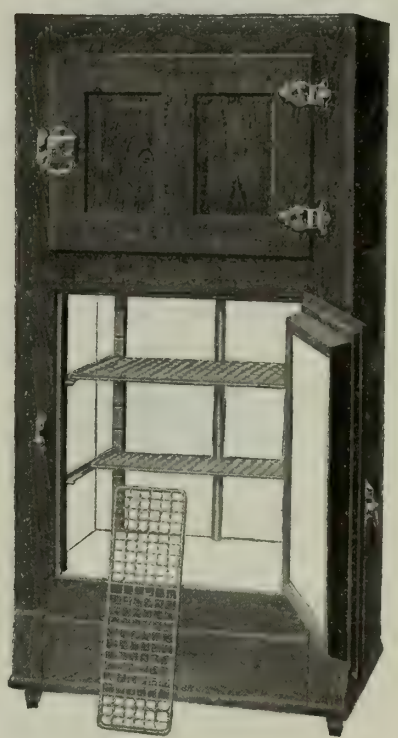
Sanderson-Harold Refrigerators are very profitable as well as dependable. **A trial will convince you.**

We also manufacture a line of **Screen Doors** and **Window Screens** that are good sellers.

Sanderson-Harold Co., Limited

PARIS, CANADA

Save the Ice



Imperial, No. 47, White Enamel Lined.
Porcelain, No. 77, Genuine Porcelain Lined.
Opalite, No. 117, Opal Glass Lined.

No. 47, Solid Ash, Golden Finish, Weight 170 lbs.
No. 77, Solid Oak, Golden Finish, Weight 205 lbs.
No. 117, Solid Oak, Golden Finish, Weight 240 lbs.

	Width	Depth	Height
Outside Measurements....	27½	19½	56
Ice Chamber.....	19	14⅓	15
Provision Chamber.....	23⅓	14½	23½

Mr. Hardware Dealer

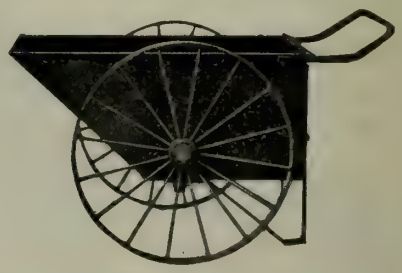
When you are buying goods you always want to buy the best, don't you, and get the best value for your money? In buying rifles, is it not Winchester's; revolvers, Smith & Wesson; wrenches, Coe's; hammers, Maydole; anvils, Peter Wright. So when buying Wheelbarrows, Scrapers, Trucks, Concrete Carts or other Contractors' Supplies insist on getting the "MEAFORD" line, as they are the best on the market. Let us send you our latest No. 10 catalogue and quote you prices.

THE MEAFORD WHEELBARROW CO. LIMITED — MADE IN CANADA — MEAFORD — MEAFORD – ONTARIO – CANADA

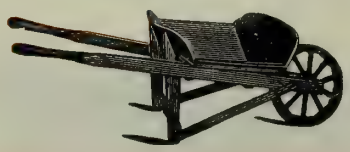
TRADE-MARK



CONCRETE WHEELBARROWS — Steel tray, wood handles, steel wheel, channel legs. Ten sizes, different capacities.



STERLING CONCRETE CARTS—Self-lubricating wheels, Five sizes, Nos. 0-1-2-3-4.



RAILROAD OR NAVVY WHEELBARROWS made in eight styles.



DRAG SCRAPERS, with handles on top or sides, runners on bottom or without. Four sizes, Nos. 0-1-2 and 3.



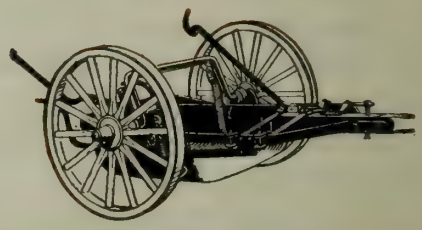
TRUCKS — Two-wheeled and four-wheeled, with or without rubber tires.



FRESNO OR BUCK SCRAPERS—Three sizes, Nos. 1, 2 and 3.



ALL STEEL TUBULAR Wheelbarrows. Seven sizes, Nos. 0-1-2-3-4-5 and 6.



WHEEL SCRAPERS—Pressed Bowl or Square Box styles.
No. 2—13 cubic feet capacity.
No. 3—17 cubic feet capacity.



GRADING PLOWS—Four sizes—Nos. 1-2-6 and 7.



ALL STEEL CONCRETE WHEELBARROWS—Ten sizes, all different capacities.

The Meaford Wheelbarrow Co., Limited

MEAFORD ONTARIO CANADA

SELLING AGENTS

Quebec and Maritime Provinces: Alexander Gibb, 1-2 St. Nicholas Bldg., St. Nicholas St., Montreal, Que.

Manitoba and Alberta: Bissett & Loucks, Limited, 151 Notre Dame Ave. E., Winnipeg, Man.
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Saskatchewan: Kilvert Bros., Wall St., Saskatoon, Sask.

British Columbia: John Burns, 329 Railway St., Vancouver, B.C.

We carry a full stock of
High Quality

Glass

of every description
for building purposes

**Sheet, Plate,
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Send a trial order. You'll find our prices reasonable and our services quick and efficient. We guarantee satisfaction.

THE CONSOLIDATED PLATE GLASS COMPANY

OF CANADA, LIMITED

MONTREAL
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The Choice of the Man Who Knows

Coldwell Lawn Mowers are the oldest established, best known and most liked lawn mowers on the market. In

COLDWELL'S
Imperial Hand Mower

You are offering your customers the best lawn mower made. It has

Reversible channel-shaped bottom-knife,
Triple-pawl ratchets,
Renewable bronze bearings,
Positive lock adjustment.

The Coldwell line is complete, in 150 different styles and sizes. It includes horse and putting green mowers with the new patented feature — demountable (interchangeable) cutters; and other hand mowers for every purpose.

Catalogue and prices will be mailed you on request.

Let us make you a subscriber to "The Long Green," our monthly magazine. It will cost you nothing, and we think you will find it instructive as well as entertaining.



COLDWELL LAWN MOWER COMPANY
PHILADELPHIA NEWBURGH, N.Y. CHICAGO

Wrico ANTI-RUST

TINWARES
and
GALVANIZED WARES
are the
CANADIAN STANDARD OF PERFECTION
to-day



Wrico ANTI-RUST

DAIRY PAILS

are Clean, Strong and Lasting. Used in every sanitary dairy and farm kitchen.



Wrico ANTI-RUST

GALVANIZED STOCK PAILS

Just the thing for watering the stock and for use around the barnyard. You can't smash them.

Wrico ANTI-RUST

TINWARES
are
X. X. X. X.
stock.

Re-dipped—coated with pure tin—
Clean, Smooth, Bright.

—THE BEST—

There is Nothing Just as Good



There is Nothing Better

WRIGHTLIGHT
SHORT GLOBE LANTERNS.

Our new type for the coming season is worth investigating. See our representative or write us. New shape—new dies—new principle.

—IT WON'T BLOW OUT—



Wrico ANTI-RUST

GALVANIZED WASH TUBS.

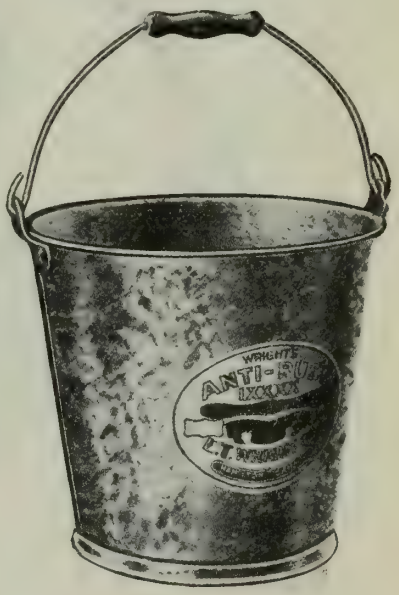
Are good for continual years of service. Will withstand the hardest usage and neglect.



Wrico ANTI-RUST

DAIRY STRAINER PAILS

are Sanitary, Rustproof and Economical. A part of the equipment of every model dairy.



Wrico ANTI-RUST

GALVANIZED BUCKETS.

Good and strong—well galvanized—fit for every use. Leakproof and unbreakable.

Wrico ANTI-RUST

GALVANIZED WARES
are
perfectly coated with the finest quality of zinc spelter.
Crystallized, Smooth, Rustproof.

—THE BEST—

E. T. WRIGHT CO., Limited, Hamilton, Canada

Red S Brand

PLATE, FIGURED, STAINED, WIRED

ORNAMENTAL, MIRROR & BENT.

Window Glass



GLASS BENDERS TO THE TRADE

Special low jobber's price for carload buyers to import. All orders given our immediate attention.

MIRROR MAKERS TO THE TRADE

THE

Toronto Plate Glass Importing Co.

LIMITED

Toronto, Ontario

Who's Supplying the Belts
Used in Your District?



Every Belt Sale Means a Big Profit

and for this reason you should make a bid for this business.

You'll surely get it coming and keep it coming if you sell

"AMPHIBIA"

Waterproof Thresher

Leather Belting

"Amphibia" Thresher is recognized as a "better belt" after it has been in service but a short time.

It is made to stand every kind of hard wear, and it is just as good when wet as it is when dry; in fact it thrives on adverse atmospheric conditions.

None but the finest of first-class oak waterproof leather is used in its manufacture, and we positively guarantee that it will not come apart.

By supplying your trade with this belting you'll **profit twice**—you'll make a profit at the time of the sale and you'll profit by the satisfaction given.

Let us furnish references and full particulars.

Sadler & Haworth

Tanners and Manufacturers

TORONTO
38 Wellington St. E.

MONTREAL
511 William Street.

ST. JOHN, N.B.
89 Prince William Street.

WINNIPEG
244 Princess Street.

VANCOUVER
217 Columbia Avenue.



Make This a Dana Peerless Freezer Summer

"Summer!—Ice-cream!" Don't these two seem to belong to one another?

Wouldn't there be something kind of missing in a Summer without Ice-cream?

That's how most people—your customers included—feel about it.

In the hot evenings, when they're away—at summer cottage at the lakeshore—at camp—they want ice-cream. And they even take the trouble to bring it out from town—so that they may have it fresh.

If they had a freezer they could make it themselves, fresher, colder, than they could possibly buy it.

Just here is your chance! Be in a position to introduce them to the Dana Peerless Freezer, to fill their orders for the Dana, to reap the profits that go wherever the Dana goes.

And how can you do this? It's simple enough! Stock the Dana Peerless Freezer **now**. Have it in your store, where those customers can see it. Call their attention to its many elegant features. Such as—

The tall, slender can, that presents a maximum surface to the freezing mixture.

The scientifically designed dasher that removes every bit of cream as soon as it becomes solid.

The ease with which it may be cranked.

Make a regular Dana Peerless Freezer campaign of it and you won't regret it. For the Dana Peerless Freezer will pay you for your trouble, handsomely—both in good-will and actual profit.

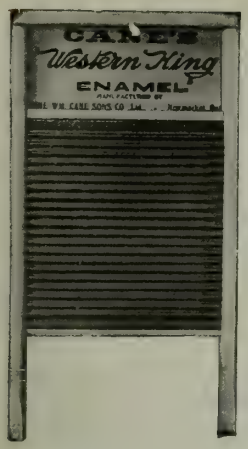
Write now and get the details.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

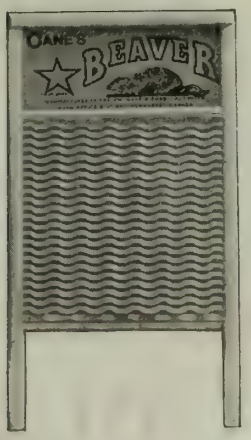
SOLE LICENSES OF DANA CO., CINCINNATI



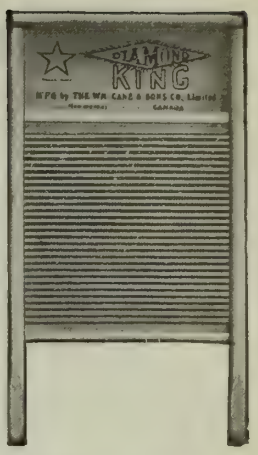
ENAMEL
WASH BOARDS.



ZINC WASH
BOARDS.



BRASS WASH
BOARDS.

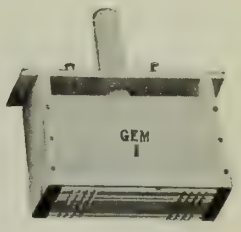


GLASS WASH
BOARDS.

Cane's Woodenware



PAILS.



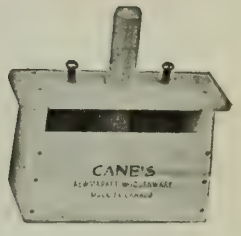
GEM BUTTER
MOULDS.



WASH TUBS.

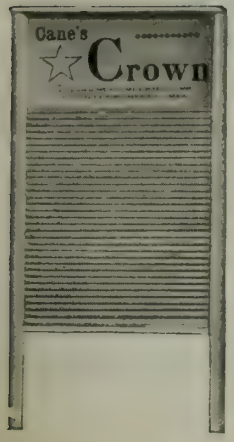


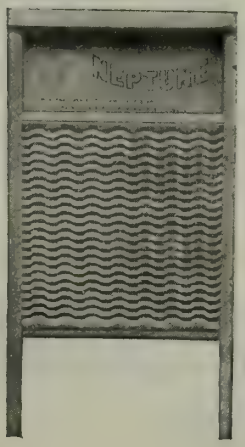
JERSEY BUTTER
MOULDS.

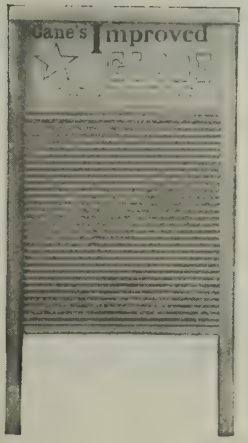


ACME BUTTER
MOULDS.

for quick sales and liberal profit









ARE YOU INTERESTED IN A WALL COVERING THAT IS

ECONOMICAL
DURABLE
CLEANLY

PREPARED DECORATIVE BURLAPS

possess these good qualities in addition to many other excellent features.

There is nothing experimental about our Burlaps, as they have now been on the market for a good many years, during which time the demand has grown by leaps and bounds, proving the exceptional merit of our product.

See opposite page for particulars of widths, lengths, etc.

HANDLED BY LEADING WHOLESALE JOBBERS OF WALL PAPER, PAINTS, ETC.

Write for Sample Book and Pamphlet giving prices and useful information concerning them.

Manufactured by

The Dominion Oil Cloth Co., Limited

MONTREAL

BURLAPS FOR WALLS

DOUBLE SIZED and OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
ALL STANDARD SHADES.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.
A GOOD VARIETY OF SHADES
Length of Rolls, all lines, 30 and 60 yards.

HARDWARE DEALERS who have handled our Burlaps have found them profitable and in good demand wherever building is being done.

To those dealers who have **NOT** investigated the merits of our Burlaps we especially address the remarks on opposite page.

HANDLED BY LEADING JOBBERS OF WALL PAPER, PAINTS, ETC.

Write for samples and prices.

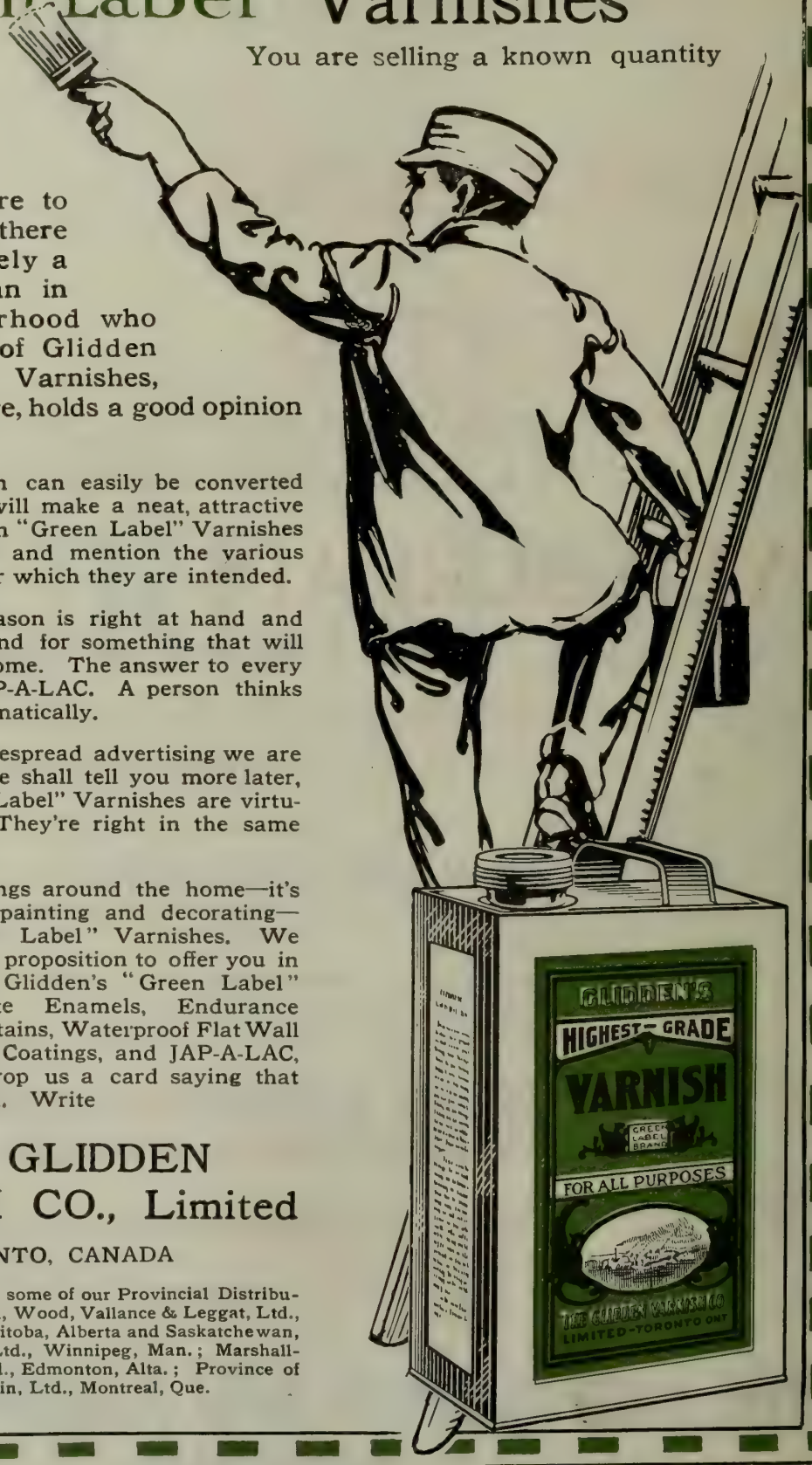
Manufactured by

The Dominion Oil Cloth Co., Limited

MONTREAL

When you sell GLIDDEN "Green Label" Varnishes

You are selling a known quantity



WE venture to say that there is scarcely a man or woman in your neighborhood who hasn't heard of Glidden "Green Label" Varnishes, and what's more, holds a good opinion of them.

This good opinion can easily be converted into cash if you will make a neat, attractive display of Glidden "Green Label" Varnishes in your windows and mention the various useful purposes for which they are intended.

Housecleaning season is right at hand and with it the demand for something that will brighten up the home. The answer to every such need is JAP-A-LAC. A person thinks of it almost automatically.

Thanks to the widespread advertising we are doing, of which we shall tell you more later, Glidden's "Green Label" Varnishes are virtually self-selling. They're right in the same class as staples.

For renewing things around the home—it's JAP-A-LAC. For painting and decorating—Glidden's "Green Label" Varnishes. We have an attractive proposition to offer you in connection with Glidden's "Green Label" Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes, Cement Coatings, and JAP-A-LAC, if you will just drop us a card saying that you are interested. Write

THE GLIDDEN VARNISH CO., Limited

TORONTO, CANADA

Here are the names of some of our Provincial Distributers:—British Columbia, Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Manitoba, Alberta and Saskatchewan, Marshall-Wells Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Ltd., Edmonton, Alta.; Province of Quebec, McArthur, Irwin, Ltd., Montreal, Que.

HARDWARE AND METAL

Vol. XXVI MARCH 21, 1914 No. 12

Solving the Problem of Sales Expansion

How One Firm Solved a Perplexing Problem—Business Expanded With Very Little Extra Expense—Overhead Cost of Doing Business Reduced—New Lines Added—Results.

Written for Hardware and Metal by David G. George

A WELL-KNOWN Canadian hardware firm doing business in a store which had been established for many years, found that the yearly net profit was dwindling. The firm had a good connection, the store was in a good location, but with competition becoming keener and the profits on staple lines becoming shaded on account of excessive competition, the firm found that they were not making the net profit they thought they were entitled to. They were a few years ago in exactly the same position that a large number of other firms are in to-day.

This particular firm realized that something would have to be done in order to expand the sales end of the business, and at the same time keep down the overhead cost of doing business, which at that time was running fairly high.

The sales staff could be placed in Class A. The men comprising the staff were good, capable men who thoroughly understood the rudiments of retail hardware merchandising. They clinched nearly all the sales that could be made to customers who entered the store. They thoroughly understood the stock and its location, and they always kept it in a well arranged and tidy condition.

The buying was well looked after by a capable man who always secured the best prices, and the firm was able to figure successfully on many of the contracts which presented themselves from time to time.

The firm did a large cash business, and were always careful in keeping the credit account as low as possible.

A nice trade was secured from local factories. Sometimes the quotations on belting, oils, screws, etc., were very close, but the firm catered to this class of trade and figured that the factory trade was desirable, particularly in view of the fact that settlements were always made at the end of each month.

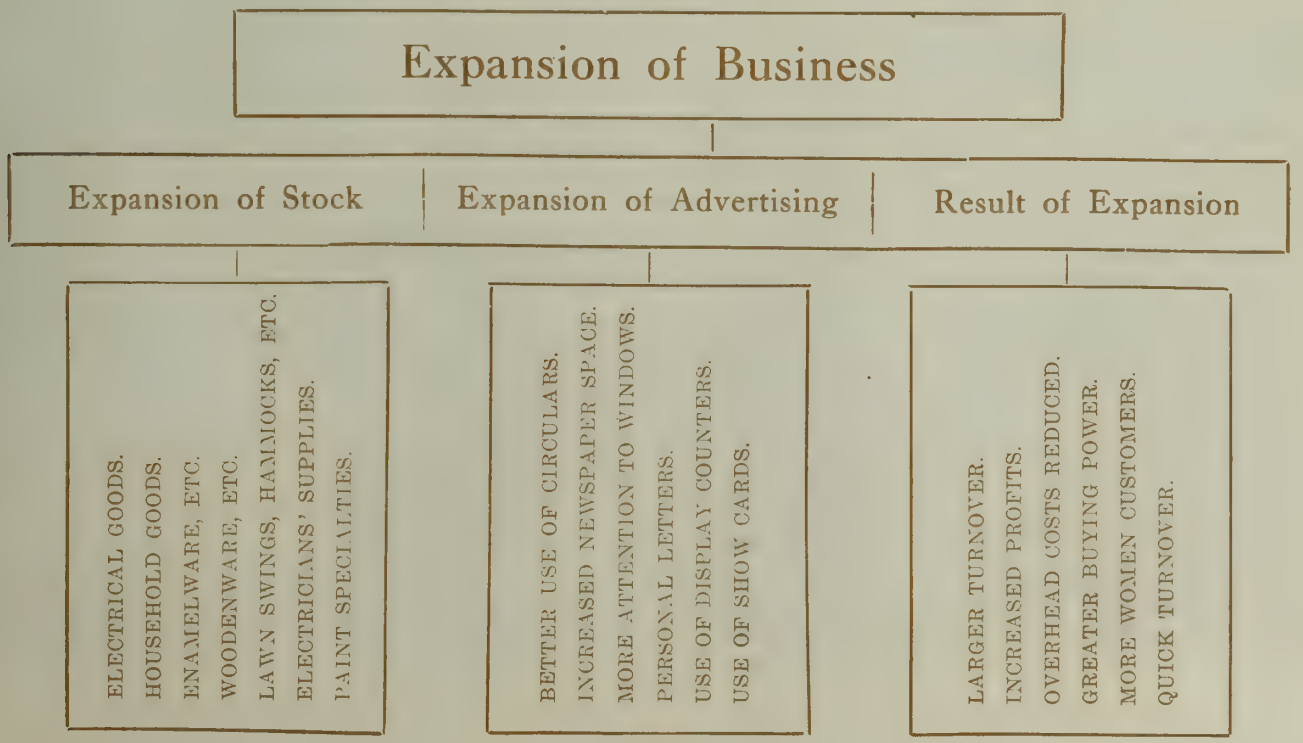
The office work was in capable hands, the delivery system was adequate, and customers always received good service.

The goods carried in stock were always of a high quality, everything was done to please customers, and still the firm was not making money, at least not a reasonable amount on the investment.

It took the members of the firm a considerable length of time to figure out just where the difficulty was and why they were not making good returns on their investment.

Analysis of Business.

After a close analysis of their business they arrived at the conclusion that



a business expansion would have to take place. They would have to increase their sales and at the same time keep down the operating expenses. They had the utmost confidence in the ability of their selling staff, but came to the conclusion that the selling staff could dispose of a larger quantity of goods, if the goods were there to sell. In other words, the selling staff was not working up to its full capacity. It was doing as well as could be expected with the stock at its command, but it could handle other lines in addition.

Held a Conference.

The next move on the part of the members of the firm was to call a general conference of all the employees. One of the firm explained that more goods had to be sold, and asked the clerks if they could suggest any new lines which could be added. A large number of suggestions were made, and before the conference was over it was decided that among the new lines added there should be household goods, enamelware, woodenware, lawn swings, hammocks, electricians' supplies, electrical appliances, and paint specialties.

It might be here explained that at the conference the clerks mentioned the names of several lines for which they had been asked, but which were not carried in stock.

One clerk intimated that he had received several inquiries for electrical appliances such as coffee percolators, electric toasters, irons, vacuum cleaners, etc. Another clerk thought woodenware would be a good seller, and suggested that such lines as bakeboards, clothes baskets and racks, sleeve ironing boards, rolling pins, wood bowls, wood spoons, door mats, etc., be carried in stock.

Another clerk said that during the summer months the firm should be able to sell hammocks, lawn swings, seats, croquet sets, etc.

The clerk who had charge of the tool department suggested that the mechanics' tool department be extended, and that electricians' supplies be added. This meant the addition of electricians' braces and bits, drills for expansion bolts, pliers with insulated handles, electricians' screwdrivers, blow torches, etc.

The clerk who had charge of the paint department suggested that some system be worked out whereby more prominence would be given to paint specialties. This line had not been pushed as thoroughly as it might have been, and the result was that although there was an exceedingly heavy sale of the ordinary ready mixed paint, there was not a heavy sale of sundries, the most profitable line of all.

Other lines suggested were dustless mops, express wagons, and several lines which could be readily sold in a hardware store.

One or two of the older clerks thought that the introduction of such lines, and the departure from the old methods of doing business, would have a bad effect on the firm's business, and that the store would be looked upon as a department store rather than as a hardware store. Their objections were overruled when instances were cited to indicate that certain other large and successful firms were making a success of selling the new lines which were to be added to the stock.

The two older clerks still maintained that a hardware store should only carry the lines which they supposed constituted a hardware stock. These lines included nails, wire, paint, bar iron, and the staple lines of hardware. They were so persistent that it remained for the senior partner in the firm to remind them that their duty would be to sell



Two of the older clerks thought the plan would not work out satisfactorily.

goods, and that in future a complete record would be kept of the sales of each clerk.

Buying the Stock.

The buyer's attention was first devoted to the purchase of a good line of electrical appliances. The order included electric toasters, irons, disc stoves, percolators, and a medium-price line of vacuum cleaners. Next came the woodenware order, including ironing boards, washboards, wood tubs, clothes driers and baskets, bakeboards, mops, wood bowls, spoons, and several other lines of woodenware.

Enamelware, tinware, and aluminumware were next taken up, and a representative stock was purchased.

In the tool department such lines as electricians' pliers, drills, screwdrivers, blow torches, and several other specialty lines were added.

It was during the month of February when these orders were placed and the goods received into stock. The season was rather slack, and the clerks had plenty of time to become familiar with the new goods and arrange the stock.

An order was also placed for hammocks, lawn swings, croquet sets, and other summer lines to be delivered May 1.

You would naturally think that the addition of these lines would mean the necessity of an addition to the store, but such was not the case.

The hardware firm could not enlarge their quarters on account of other old-established firms being located on each side of the building, and the latter would not think of selling any part of their property.

Before the new stock began to arrive, plans were under way for displaying the goods.

One section of wall space about 12 x 12 had for years been practically wasted. The only articles displayed in this valuable space were a clock, a calendar, a whip rack, and several articles hanging from brackets attached to the wall.

This space was immediately cleared and shelving erected for the enamelware, tinware, and aluminumware. Plenty of space was then available for displaying at least one sample of each utensil, the balance of the stock was carried upstairs, and taken down as required.

The electrical goods were displayed on a special table secured for the purpose. The table was in the form of a double-decker, the stock being carried in the lower section and the samples shown on top of the table. The top of the table was covered with green baize, and the nickel-plated appliances showed up to splendid advantage. Showcards supplied by the manufacturer were also displayed on the table, and in various parts of the store. A stock of electrical appliances does not take up very much room. The goods are neatly packaged and are not heavy.

The woodenware was also displayed in an attractive manner. It had previously been the custom to have three or four washing machines of each kind shown on the main floor. The idea in showing so many was figured out by one of the older clerks, who said that customers were always impressed when they saw a large stock. Whether he was right or not did not make any difference when the new plans were carried out. Under the new arrangement only one washing machine of each kind was shown instead of three or four as formerly.

The result was that with only four machines on display there was a large amount of extra space. This space was used to show clothes driers and racks, tub stands, tubs, mangles, folding and plain ironing boards, and other lines of woodenware.

Some small tables were also secured. One was used to display food choppers, raisin seeders, meat juice extractors, apple parers, cherry stones, etc. Another table was used for dustless mops, dust-

ers, etc., and a small rug was secured for demonstrating the use of the vacuum cleaner. Several other innovations were also introduced, and the store took on an entirely new appearance.

If you are a hardwareman, and in all probability you are, or you would not be reading this article, take out your pencil and figure up how much this extra stock would cost.

You will find that the investment was not very heavy. You can buy a splendid assortment of the goods mentioned at a very moderate cost. It might be here mentioned that this firm did not plunge. They simply bought a good representative stock for the purpose of feeling their way.

Selling the New Lines.

With the new lines in stock the problem of disposing of them was taken up. After the goods were well displayed in the store, the first advertising mediums to be taken up were the show windows.

The show windows of this firm had always been very neat and the goods were always in good order; but the windows always had a certain sameness. It was decided that one window would always be used for featuring tools, builders' hardware, etc., as formerly, but that the other window would in future be devoted largely, for some time at least, to displaying the new lines which had been introduced.

The first display consisted entirely of household goods, principally wash-day needs. In the centre of the window was placed an ironing board ready for use. A lady (model borrowed from dry goods store) using an electric iron stood at the board. This was the centre of attraction. The balance of the window was used for displaying other lines in which the housewife was interested. A price card was placed on each article and the prices could be easily read by persons who stopped to look at the display.

A large showcard appeared in the window, and on it appeared: "Blue Monday a Day of the Past, Since Blanks have started to sell Washday Needs."

The first day on which the display appeared was a Saturday, and during the day a number of sales were made. Ladies stopped and looked at the display, some went into the store, others passed on only to return at some later date to inquire for some household article. The members of the firm could see from the start that the new lines were going to sell.

Electros were secured and the new lines were featured in the newspaper advertisements. Ads. were inserted twice each week instead of once as formerly.

Lady customers began to visit the store, and the news soon spread around the vicinity that the hardware store had gone into the sale of household goods.

From that time on the business in the new lines began to grow, and repeat orders were numerous.

The salesmen were enthused with the success of the new departure, and each clerk tried to run his weekly sales as high as possible. A record of sales of each clerk was kept, and this had the



The new household goods department proved popular with the ladies.

effect of keeping the sales staff always on the alert.

The goods on the display counters were always kept clean, and the price tickets with prices in plain figures accompanied each article.

The window displays were changed at regular intervals, and no advertising matter was allowed to be wasted.

It might also be stated that the predictions of the older clerks did not prove correct. Instead of affecting or decreasing the sale of staple lines of hardware, the sale was increased. The new innovation brought into the store many customers who had never been in before, and at the end of the year every department of the store had shown an increase.

The Result.

It is over two years since this firm added household goods to its stock, and when one of the members of the firm was asked a short time ago what the result had been, he stated to a representative of "Hardware and Metal" as follows: The result has been a larger turnover and a quicker turnover. We have more women customers, and the business is nearly all cash. Our profits have increased considerably, and our percentage cost of doing business has been reduced. We have greater buying power. Business in our paint department has increased partly because we now have more lady customers and partly because we are more active in pushing the sale of paint sundries. With the introduction of the new lines a wave of enthusiasm seemed to pass over our sales staff, and the results have been excellent. I think we are on the right track. A few of the old-timers told us that we were making a mistake, but results have proven otherwise.

CREDIT SYSTEM THE BEST.

(Reprinted from "Trade" of Detroit.)

A prominent merchant, who recently abandoned the cash system, says that credit strictly and carefully given is the only system on which to do business.

His experience woke him up to a few big facts in the trade that cost him something to learn, but which he now says are worth the price. In summing up reasons for a change, he gives seven good ones:—

1. They have the "shopping around" habit bad.

2. They refuse to get the habit of trading at one store.

3. They demand good service, but are not willing to pay for it.

4. About 20 per cent. demand good quality; low prices attract the other eighty.

5. They are closer buyers than people who have credit accounts. They will run all over town to save a few cents.

6. They are not liberal buyers; they make a certain sum of money buy a week's supply.

7. The telephone, so largely used by women, demands as a corollary the credit system; this the cash man automatically abjures. In a cash concern "leaders" assure too much importance and are often sold below cost. Credit buyers are found to be the best livers and [illegible] on quality.

The merchant concluded that credit, strictly and carefully given, was the only system. He notices that the big department and jewellery stores of Chicago and New York advertise for charge customers. He has "reneged" in strict cash and is more prosperous than before.

A Blue Store With Distinguishing Features

A Retail Hardware Store With an Individuality—Blue the Predominating Color—Novel Advertising Stunts—A Well-Arranged Stock—Description of Store.

WHEN Reg. F. Scott decided to open a hardware store at Guelph, Ont., he also decided to give his store an individuality that would distinguish it from all other stores in the city.

He has succeeded in giving his place of business, the "Blue Hardware," many distinguishing features.

Before giving a description of the store or of the methods adopted it might be in order to give some information regarding the business experience of the proprietor of the "Blue Hardware."

Reg. F. Scott first entered the hardware business as an employee of the Hobbs Hardware Co., London, Ont., in 1893. After three years he went to Buffalo to look for a new job and secured employment with the McLennan French Paint Co. at Black Rock. Mr. Scott worked his way through the factory and secured a very complete insight into the various phases of paint manufacturing. He was then sent to Columbus, Ohio, to open the Onyx Paint Store for the manufacturing firm with which he was associated.

After five years as manager of the Onyx store, Mr. Scott joined the staff of the H. W. Johns Manufacturing Co., Columbus branch.

His next move was to Forest, Ont., his home town, where he opened a hardware business, which he conducted for twelve years and disposed of last year.

In July, 1913, Mr. Scott opened the present store at Guelph, Ont.

He decided to call his store the "Blue Hardware," and to make blue the predominating color throughout his store.

One of the accompanying illustrations shows a front view of the "Blue Hardware."

The whole front has been painted a deep blue, which makes the front stand out conspicuously among the other stores in the vicinity. Not only is the store front painted blue, but the brickwork as well. In the store blue also predominates. The face of the shelving is painted blue, the counters are blue.

The interior of the wall cases are painted blue, and the silent salesmen are lined with blue cloth. The metallic ceiling is painted a light blue color, and it is the intention of the proprietor of the store to have the floor painted blue early in the spring.

Blue wrapping paper and blue twine are used for wrapping parcels. In the show windows blue also predominates, and on the price cards in the windows the figures are printed with blue ink.

The delivery wagon is pointed blue, and all delivery tags, stickers, shipping tags, etc., are blue in color.

Mr. Scott ran an advertisement in the Guelph daily papers in an effort to secure a blue horse for his delivery outfit. One of the horses secured as a result of the ad. was an extremely rare-colored animal, and more may be heard about this horse in the near future.

In the office blue stationery is used. All correspondence, statements, accounts, receipts, etc., are sent out on blue paper. All envelopes are blue in color, as well as all counter checks.

Blue stickers bearing the "Blue Scott" trade mark of the firm are placed on many lines of goods, such as enamelware, tools, garden tools, etc.

During the, winter when sleighing was good, all the delivery was done with a blue sleigh.

Mr. Scott is a great horse fancier and takes great pleasure in driving a fast horse.

The cutter in which he takes his pleasure drives is painted blue. A Hardware and Metal representative was told by a resident of Guelph that when Mr. Scott goes driving in his blue cutter you will often hear people remark: "There goes the Blue Hardwareman."

He has ordered a new buggy for the coming season, and it will also be painted blue.



Exterior View of the Blue Hardware.

Novel Advertising Stunt.

On opening day, which was a Saturday, Mr. Scott gave away absolutely free 1,200 blue dust pans. The pans were all japanned blue, and in gold letters in the centre of each pan appeared "The Blue Hardware Prices Right. Phone 31."

Two weeks later 1,200 blue stove shovels were given away free.

Pans and shovels were given to adults only. No wrapping paper was used on these free gifts, and each of the days on which this novel advertising stunt took place 1,200 people helped to advertise the "Blue Hardware" by carrying

the blue shovels and pans through the streets.

Another form of advertising indulged in by Mr. Scott is the giving free of carpenters' pencils to carpenters. These pencils are enameled blue and bear the firm name and telephone number.

The Store Interior.

One of the accompanying illustrations shows an interior view of the "Blue Hardware." Mr. Scott, the proprietor, is standing behind the silent salesman on the left side. The store is a model for neatness. There is a place for everything, and everything is in its place. The paint department is near the main entrance, and is considered one of the most important departments in the store. Immediately following the paint department on the right side is the household goods department, where such lines as enamelware, aluminumware, woodenware, etc., are featured.

Still farther back and under the office (which is elevated) is a large bolt cabinet or rack, consisting of enough compartments to carry a full line of carriage and machine bolts, coach screws, square and hexagon nuts, etc. The facing of each compartment is painted blue, and the lettering showing the sizes is in gold.

A large display rack is used to display farm and garden tools and other such lines.

On the left side of the store are wall cases, i which are displayed percolators, casseroles, and other plated ware. Some of the cases are not shown in the accompanying illustration. Shelf and builders' hardware is sampled on the face of shelf boxes, as shown in the illustration. A number of sliding ladders are used to enable salesmen to reach the high shelves.

All goods are priced in plain figures.

The office is elevated, as shown in the illustration. The office is reached by ascending a stairway near the back of store. This stairway also leads to the two upper floors, where a large number of lines of goods are displayed.

The basement of the "Blue Hardware" is also a model in many respects.

No dirt or waste material is allowed to accumulate.

Nails are stored on a platform, which has been elevated about 6 or 8 inches above the cement floor. This affords protection in case of flooding of the cellar.

The oil-room, located in the basement, is encased in brick and concrete, the only entrance being through a fire door, which is closed each night, and which would close automatically should a fire break out when the door is opened.

A visitor to the store cannot help but be impressed by the splendid arrangement of the stock and the neatness and cleanness of the various departments of the store.

Mr. Scott is a great believer in show window publicity, and believes the show window to be one of the best publicity mediums at the command of the retail hardwareman. He also believes in newspaper advertising, providing, of course, that it is properly looked after.

Another business feature which is recognized by Mr. Scott and his staff is the necessity of good service and satisfied customers.

Customers are always given prompt attention.

"Blue Hardware" has many interesting features, and is a model hardware in many respects.



Interior View of the Blue Hardware. Mr. Scott is standing behind the silent salesman.

HARDWARE AND METAL

VOL. XXVI. No. 12 Toronto, Canada, March 21, 1914 Two Dollars per Year

Our Annual Spring Number

IN THIS issue we present to our readers our Annual Spring Number. It is the result of many weeks' hard work, not only on the part of the editorial staff, but on the part of the advertisers as well. We have striven to make this issue as valuable as possible to the retail hardware merchant.

It is issued for the purpose of assisting him in his spring campaign. In this connection the retailer will find the Annual Spring Number of Hardware and Metal of two-fold value. By reading the editorial contents hardwaremen are put in touch with the best ideas for the management of the store, and the direction of the selling policies. The experiences of other dealers are given. Many practical methods for displaying stock and increasing sales are also featured. Valuable hints on various phases of the hardware business are treated in this number. We have endeavored to present only such matter as will be practical and actually useful to the Canadian retail hardware merchant. In these days when competition is extremely keen and is daily growing keener, the retail hardware merchant has to face many problems. Inroads are constantly being made in his territory by mail order houses, syndicate stores, etc. Profits on many lines are cut almost to the limit, and selling certain lines at cost is not uncommon. When problems such as these begin to affect the net profits of the retail hardwareman he often finds that he can profit from the experiences of others. In this issue we have endeavored to show how progressive dealers have overcome obstacles and expanded their sales and profits, despite the fact that they have had to face keen competition and other difficulties. Practical display methods, which help to increase sales are also featured, along with many other interesting subjects on retail hardware merchandising.

There is also another aspect in which this issue is of inestimable value to the retail hardware merchant. We have here, the largest number of advertisements ever placed before the Canadian hardware trade, by a Canadian hardware trade paper, in one issue. On these pages are shown the products of leading manufacturers and wholesalers. By studying the advertising pages closely the merchant can get in touch with many products that can be made to make profits for him. He has an opportunity of studying the many propositions advanced. He can study the advertising pages at leisure, and by keeping the number on hand for future use he has a source of ready reference to guide him in his buying. He can gain valuable pointers from the advertisements regarding goods which he may now have in stock. These points, if used, will materially assist him in making sales. There are, also, many new lines here shown, lines of goods which you may not carry in stock, but which if added to your stock, would prove to be ready sellers and profit makers. We know many of the most successful hardware buyers in Canada, who study closely the advertising pages of every issue of Hardware and Metal. We cannot impress upon our readers too strongly the fact that there is money for them in the advertising pages as well as in the editorial contents. The Annual Spring numbers of Hardware and Metal are published with a view to assisting the retail hardware merchants in their spring campaign and we believe that in this issue we have excelled all previous efforts.

Heralds of Expansion

IT was deemed highly fitting that the Spring special number of Hardware and Metal should be made an expansion number. It followed that the cover should represent expansion and to C. W. Jeffreys, one of Canada's most prominent artists, was allotted the task. Mr. Jeffreys has been painting covers for Hardware and Metal for the past three years, and during that time has prepared many which might well be termed masterpieces, but in "Heralds of Expansion," he has excelled all previous records. This remarkably realistic cover smybolizes in the most direct way the idea of expansion in a country of vast and unexplored stretches. The surveyor extends the border lines of civilization into unknown land, paving the way for the advance of agriculture and industry. In his wake follow the miner, the woodsman, the farmer and the merchant. He is in every sense of the word the Herald of Expansion.

There are evidences at the present time of the return of prosperity in Canada. As the summer develops, this movement will become more pronounced, and by harvest time the country should be swinging forward in the march of complete prosperity. The present year will see the inception of the most pronounced era of growth that the country has ever experienced. We believe this number of Hardware and Metal will serve as a herald of expansion in the hardware trade in Canada.

The Business Situation

AS FAR as hardware and paint manufacturers and jobbers are concerned, there has been a decided improvement in business during the past week or ten days, due largely to activity in spring lines. Beginning March 1, there is always an improvement in the demand for spring goods. Large numbers of orders which had been booked for spring delivery are shipped between March 1 and May 1. How the volume of this year's spring business, compared with previous years, will be, is still problematical, but judging by the number and the size of booked orders in the hands of the manufacturers and jobbers, the volume should be very heavy. On some lines booking is heavier than last year, and there is a feeling of confidence in the trade that there will be a steady improvement in business conditions from now on. It is quite true that in some lines of trade, the seasonable movement is lighter than a year ago, and that orders and inquiries are not as large in volume, nor as pressing as is usual when the winter shows signs of breaking up. The hardware trade appears to have suffered less than many of the other trades. Retail hardware merchants in particular, in many parts of the country report that business with them has not been affected by the money stringency, and that sales have kept up well. Particularly pleasing reports come from hardware merchants in the smaller towns and cities in Ontario and the East. Hardware and Metal has interviewed a large number of prominent men identified with the trade and all express confidence in the future, and believe that although it will not come by leaps and bounds, there will be a sure and steady improvement in the business situation.

In the metal markets business is admittedly quiet at present, but nevertheless a good feeling exists, and metal merchants are looking forward to a brightening in business before long. The Financial Post in commenting on the business outlook, says in part:

There are one or two hopeful signs—or signs that are usually taken to be indicative of better times. Our banks, for instance, are accumulating cash, and Ontario investors are absorbing a large volume of municipal securities. Private buying of low-priced but high-grade securities, has been very satisfactory and very soon the institutions will be compelled to come into the market for the same class of securities.

The demand for mortgage money has dropped appreciably, hence our institutions will very soon have to get other employment for their funds. This is usually a condition precedent to business activity. For some years mortgage demands have been heavier than the supply of money, and there now exists a condition of monetary ease in that respect. We cannot but regard this as a good omen in so far as the hope of better business conditions are concerned. A few months ago the demand for mortgage money was acute; it is now dull. It should be borne in mind, however, that the immigration movement has commenced. Already the migration from the United States to the Canadian West has commenced. Ontario farmers are themselves taking steps to secure laborers from Britain. These are but indications that the usual immigration movement will take place in the spring, though on the whole it will be less than in the previous year, but it will stimulate business, and to facilitate more business there will be ample funds.

Editorial Briefs

PESSIMISM is disappearing with the snows of winter.

* * *

NO ONE has placed a limit on possibilities—save only yourself.

* * *

WE ARE not measured so much by what we do as by what we get done.

* * *

OF BUSINESS the more you know about it the more you know there is to know about it.

* * *

THE ADVENT of Parcels Post has stimulated the Mail Order Houses to greater activity.

* * *

THERE WOULD be fewer failures if there were fewer men blocking the way to their own success.

* * *

SPRINGTIME is Paint time. What have you done to assist in expanding your paint sales this Spring?

* * *

FAILURE is more often due to a want of ideas than to a want of capital. Study your trade paper for new ideas.

* * *

YOU might as well chain your body to a stake as to chain your business to an immovable and unchangeable policy.

* * *

SALESMANSHIP is the fine art of making the other man feel the same as you do about the thing you have for sale.

A PIECE of merchandise without a price ticket is a dead, meaningless thing—but with one—it becomes an answer to an unasked question.

* * *

JUST BECAUSE a merchant knows how to conduct a big store is no reason why he should not learn some new and fundamental things about a small one.

* * *

WHEN you stop fighting your neighbor and combine your energies to defeat the common enemy you will make progress toward better local trade conditions.

* * *

THE WORSHIP of Precedent is the death of Business. If the old method is unsatisfactory or out-of-date, adopt a new one. If at first you don't succeed, try again.

* * *

DISPLAY your goods where people can see and examine them. Goods hidden away might as well be in a foreign country so far as their direct appeal to a customer is concerned.

* * *

DON'T FOOL yourself. Your real competitor may not be the fellow across the street. It may be right in your own store, in your method of doing business, in your salesstaff, or the indifferent manner in which the wants of your customers are looked after.

A Hardwareman in Foreign Lands

A Hardwareman in Foreign Lands — An Account of a Trip Around the World of a Well-Known Merchant of Lindsay.

SOMETHING ON THE HARDWARE BUSINESS IN OTHER COUNTRIES.



A view of the great pine tree at Karasaki. It is 1200 years old.

THE merchant needs the broadening influence of travel quite as much as the author, the artist and the professional man. By getting abroad and seeing how things are done in other lands, he gains new ideas and learns to regard his own business and the problems contingent thereto from a new angle.

It was partly with this in mind and partly to enjoy a much-needed rest that a party of four business men from the town of Lindsay, Ont., decided to make a tour around the world. One of the quartette of globe-trotters was Dan Cinnamon, hardware merchant, a past president of the Ontario Retail Hardware and Stove Dealers' Association. Mr. Cinnamon has given some facts relating to the trip to Hardware and Metal, and the story of the wanderings of the party is appended.

The party consisted of Mr. Cinnamon, A. L. Campbell, grocer and president of the Lindsay branch of the Retail Merchants' Association; J. D. Flavelle, of the firm of Dundas & Flavelles, dry goods merchants, and G. H. Hopkins, a lawyer.

They sailed on March 12 on the Victorian for Liverpool.

Here they transhipped to the Empress of Russia, and sailed on it all the way around the globe to Victoria. The advantages of a trip without change will be clearly apparent to anyone who has travelled and learned the trouble of moving luggage and getting on a basis of mutual satisfaction with new stewards, etc. The Empress of Russia was being sent out to travel the route from Hong Kong to the B. C. coast, and the C.P.R. sent it to Pacific waters via the Suez Canal. Thus the passengers who shipped for the trip enjoyed the advantages noted.

But a travel story can best be told in chronological order, and it will be necessary, therefore, to start at the very beginning of the trip.



A view of Mr. Cinnamon, taken as the boat approached Victoria.

The trip across the Atlantic was very rough and foggy, and most of the passengers were confined to their berths for the greater part of the time. Mr. Cinnamon was lucky enough to escape with one day's disability, and even then he was not reduced to what might be termed the abject stages of mal-de-mer. On the third day out he was up on deck as steady and sure on his sea legs as an old salt.

They arrived in London on Easter Sunday and stayed until Friday of the next week, and not one minute of the time was idly spent. At that the party were so busy that they had little time to investigate retail conditions, although Mr. Cinnamon visited a few of the best ironmongery establishments.

At this stage it should be mentioned that, although the trip had been planned to combine business with pleasure, inasmuch as occasion was to be taken to inspect business methods and conditions, the pleasure part was given the upper hand. "There were days on end," says Mr. Cinnamon, "when I didn't think of hardware once."

Not Doing Too Badly.

However, he kept his eyes open during the short time that they spent in England and gained some insight into merchandizing conditions. The impression that he carried away was that the English merchant, particularly the ironmonger, is not doing too badly in point

of profits, despite what one hears to the contrary. For instance, an English ironmonger joined the party at Liverpool. He had been in business in a small town near Liverpool for fifteen years, and had retired on what might conservatively be termed an ample competence. His business had not been a large one as compared with the average Canadian store.

After doing London, the party ran over to Paris and spent several days in the gay French capital. They were astonished to find people rowing on the ponds in the parks with their coats off, for on leaving London the weather had been very foggy and damp.

Paris Stores Magnificent.

Mr. Cinnamon was mightily impressed with the Paris stores. He found them palatial in their appointments and equipment, dazzling in the high quality of the stock carried, and unique in the service offered.

The hardware stores were very good, carrying large stocks and offering at prices which in the main were quite reasonable. They found that they carried plenty of English and American-made hardware.

Proud to Belong to Empire.

Returning to London on the following Monday via Bologna and Folkestone, they met with two experiences which they will never forget. The first was a London fog of the real, thick, drizzling variety—a fog which enveloped the city like a pall, cramping traffic effectually.

The second experience was a view of the funeral of the late General Wolseley. It was attended by representatives of practically all British regiments—the very flower of the Imperial military.

"It was an awe-inspiring spectacle," declared Mr. Cinnamon," to see the seemingly endless rows of soldiers streaming past—men of magnificent physique, symbolizing the immensity and the might of the British Empire. I tell you, it made me proud to belong to the Empire, with a deeper pride than I had ever felt before."

Small Party on Board.

The passengers for the round-the-world trip assembled at Liverpool about two hundred in all. Only first-class passengers were carried so that the usual crowding was missing. The Empress of Russia sailed from Liverpool on April 1.



A view of the party at the bottom of the Hoodzu Rapids.

Women Deadly Gamblers.

The first stop was Gibraltar, where the better part of a day was spent. Next port of call was Monaco, and of course, all the party took a trip to the Carino at Monte Carlo. Some did not know that the laws of the Kingdom of Gamblers anent dress are very strict and went with soft collars. They were refused admission. At Monte Carlo one cannot gain entrance in the evenings unless in full dress and proper credentials. A substantial letter of credit would probably pass muster as credentials.

Mr. Cinnamon became convinced of the truth behind one of Kipling's most recent poems, in one respect at least. The female of the species is more deadly than the male when it comes to a question of gambling. The tables were crowded with women for the most part —women from 40 to 70 years of age. They play hard do these female habitues of the Casino, as their drawn faces and tense attitude attest.

A Heavy Toll.

The Empress of Russia was the largest ship that had ever gone through the Suez canal and its advent was regarded as quite an event out of the ordinary. All other shipping had to be suspended and the manager of the canal himself went through with them. The toll paid for the trip was $12,500; rather a staggering amount—so large, in fact, that the passengers could hardly credit it at first.



A study in contrast—A gunboat at Shanghai and a Chinese dhow —The latter is the same type of boat that the Chinese have used for centuries.

The passengers left the ship for visits to Cairo, the Pyramids, and the Sphinx. The return trip to Suez by railroad was the hottest time experienced. It was so hot that when the boat approached Aden, which enjoys the reputation of being the warmest spot on the globe, the passengers were relieved to hear that no stop would be made there, one of the rather frequent plagues having broken out.

Through the Indian Ocean.

The trip through the Indian Ocean brought out many interesting points. At nights the Southern Cross was to be seen and much surprise was aroused by the sight of the Dipper upside down. The tropical nights in fact were a source of continual wonder and delight all through this part of the trip.

The ship was surrounded by flying fish at all times but, strange to say, never once was a shark seen. Mr. Cinnamon's theory for this phenomenon was that there was too much competition. Included in the party were quite a number of real estate men who presumably were taking the trip on the strength of the 1912 real estate boom. This theory found general acceptance with the rest of the company.

Ceylon was the only part of British Indian possessions touched. The trip to this island which is probably associated in the mind of the average Canadian with tea, proved one of the most interesting of the whole trip. Mr. Cinnamon took considerable interest in visiting the cinnamon groves which abound on the island, this being one of the staple products of Ceylon.

It is said that a wild animal could go from one end of the island of Ceylon to the other without once touching ground, so dense is the undergrowth.



Mr. Cinnamon and party shooting the Hoodzu Rapids, near Kyota, Japan.

Nearly Missed the Boat.

An amusing incident occurred at Singapore. One of the lady passengers took a gold piece from her purse while looking for a small coin to pay a native guide, and the latter promptly grabbed the coin and ran. He was caught by a native policeman, and the lady was notified to appear next day in the police court. Quite a party from the boat accompanied her to take in the proceedings and were rewarded by the sight of a dignified tribunal presided over by a darky magistrate, who seemed determined to take advantage of this opportunity to show off before the distinguished visitors. For two hours the court proceedings dragged along without anything being done but with much ceremony. Knowing that the steamer was due to leave at 12 o'clock, the party grew nervous and finally at 11.30 the services of an interpreter were enlisted and the pompous "beak" was petitioned to get down to cases. The prisoner was then brought up, deprived of the filched coin and sentenced to thirty days hard labor, all in the space of two minutes. Just as the party reached the ship, the gangway was being drawn up for departure.



A view of a hardware store in Kyota, Japan, taken by Mr. Cinnamon.

Hong Kong Architecture.

A noticeable feature in Hong Kong was the general style of architecture. The buildings fronting on the main streets, particularly the stores, are two-storeys in height with large open porticoes in front on both floors. The result is that the buildings get plenty of light and air. This same idea he found was being worked out to a modified degree in a number of European countries.

The Stores of the Orient.

Mr. Cinnamon paid considerable attention to the hardware stores of the Orient and was literally amazed at the size of the stocks carried. The average store is very long and narrow. Sometimes there would not be a frontage of over ten feet but the store would run back two hundred feet. And the amount of stock piled into the space was almost inconceivable. Such lines as pipe are literally carried in carloads. This is probably due to the fact that the Oriental hardwareman has limited facilities for getting stock in and must order in large quantities.

To walk through the typical hardware store of the East it is generally necessary to squeeze along through piles of stock. Any attempts at orderly arrange-



A "spicey" view—Mr. Cinnamon standing beneath a cinnamon tree in the cinnamon gardens at Colombo, Ceylon.

ment or display are absolutely lacking. In cases where the street is only 6 feet wide, one wonders how the stock, particularly the long lengths of pipe could be removed from the store; and, more remarkable still, how they were ever worked in in the first place.

China is starting to manufacture hardware to no small extent. Going through one of these jumbled alleys which are called stores, one finds many objects which even a thorough-paced hardwareman will not recognize at first glance. For instance, Mr. Cinnamon bought a padlock in Canton which is certainly constructed on an unique plan, but which undoubtedly serves the purpose of a padlock. It is constructed of two separate parts, one of which fits into the other, automatically locking it. The cost was fifteen cents!



The rickshaw—the street car of the Orient.

A Comparison of Rates

A Comparison of Canadian Parcels Post, Canadian Express Rates and American Parcels Post Rates.

THAT the Canadian Parcels Post rates are considerably lower than express rates is apparent from a comparison of the rates. This applies particularly to parcels under ten pounds for places within about 150 miles of the mailing point, while in all long distance parcels there is an advantage in Parcels Post.

In the current number of Industrial Canada there is given a comparison of the Canadian parcel post and express rates. To this has been appended, in each example, the rate which would be imposed under the regulations of the United States system for parcels of a similar size. This shows that in the vast majority of instances the United States rate is by far the lowest. It must be remembered that in that country the limit of weight for the farthest points is 20 pounds, while within a radius of 150 miles the limit is 50 pounds. Then, too, there is a special local rate for delivery in the same place, and the rates for the first and second zones, which include a radius of 150 miles, are slightly lower than the Canadian rate for parcels of same weight.

FROM TORONTO, ONT

	1 lb.	2 lbs.	3 lbs	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
20-mile zone—To Brampton, Ont., 20 miles.											
Express rates	$0.25	$0.25	$0.25	$0.25	$0.25	$0.30	$0.30	$0.30	$0.30	0.30	0.30
Parcels post rates	.05	.06	.07	.08	.10	.12	.14	.16	18	.20	.22
U.S. parcels post, similar distance.	.05	.06	.07	.08	.09	.10	.11	.12	.13	.14	.15
Provincial—Ottawa, Ont., 155 miles.											
Express rates	.25	.30	.30	.35	.40	.40	.40	.40	45	.45	.45
Parcels post rates	.10	.14	18	.22	.26	.30	.34	.38	.42	.46	.50
U.S. parcels post, similar distance	.06	.08	.10	.12	.14	.16	.18	.20	22	.24	.26
Provincial—Windsor, Ont, 227 miles.											
Express rates	.25	30	.35	.35	.40	.45	.45	.45	.50	.50	.55
Parcels post rates	.10	.14	.18	.22	.26	.30	.34	.38	.42	46	.50
U.S. parcels post, similar distance	.06	.08	.10	.12	.14	.16	.18	.20	22	.24	.26
Provincial—Fort William, 817 miles.											
Express rates	25	.35	.45	.60	.65	.75	.80	.80	.85	.85	.95
Parcels post rates	.10	.14	.18	.22	.26	.30	.34	.38	.42	46	.50
U.S. parcels post, similar distance	.08	.14	.20	.26	.32	.38	.44	.50	.56	.62	68
Interprovincial (1)—Montreal, Que., 334 miles.											
Express rates	.25	.30	.30	.35	.40	.40	.40	.40	.45	.45	45
Parcels post rates	10	.16	22	.28	.34	.40	.46	.52	.58	.64	.70
U.S. parcels post, similar distance	.07	.11	.15	.19	.23	.27	.31	.35	.39	.43	47
Interprovincial (1)—Quebec, Que., 507 miles.											
Express rates	.25	.30	.40	.45	.50	.55	.55	.55	.60	.60	65
Parcels post rates	10	.16	22	.28	.34	.40	.46	.52	.58	.64	.70
U.S. parcels post, similar distance	.07	.11	.15	.19	.23	.27	.31	.35	.39	.43	47
Interprovincial (2)—Fredericton, N.B., 794 miles.											
Express rates	.25	.35	.45	.55	.60	.65	.70	.70	.75	.75	85
Parcels post rates	12	.20	.28	.36	.44	.52	.60	.68	.76	.84	.92
U.S. parcels post, similar distance	.08	14	.20	.26	.32	.38	.44	.50	.56	.62	.68
Interprovincial (2)—Sydney, N.S., 1,254 miles.											
Express rates	.25	.35	45	.60	.70	.75	80	.85	.90	.95	1.05
Parcels post rates	.12	.20	28	.36	.44	.52	.60	.68	.76	84	.92
U.S. parcels post, similar distance	.09	.17	.25	.33	41	49	.57	.65	.73	.81	.89
Interprovincial (1)—Winnipeg, Man., 1,242 miles.											
Express rates	.30	.35	.45	.60	75	.85	.90	.90	.95	1.05	1.15
Parcels post rates	.10	.16	.22	.28	.34	.40	46	.52	.58	.64	.70
U.S. parcels post, similar distance	.09	.17	.25	.33	41	.49	.57	.65	.73	.81	.89
Interprovincial (2)—Regina, Sask., 1,600 miles.											
Express rates	.30	.35	45	.60	.75	90	1.00	1.05	1.10	1.10	1.30
Parcels post rates	.12	.20	.28	.36	.44	.52	.60	.68	76	.84	.92
U.S. parcels post, similar distance	.11	.21	31	.41	.51	.61	.71	.81	.91	1.01	1.11
Interprovincial (3)—Calgary, Alta., 2,079 miles.											
Express rates	.30	.35	.45	.60	.80	.90	1.00	1.10	1.15	1.20	1.30
Parcels post rates	.12	.24	.34	.44	54	.64	.74	.84	.94	1.04	1.14
U.S. parcels post, similar distance	.12	.24	.36	.48	.60	.72	84	.96	1.08	1.20	1.32
Interprovincial (4) Vancouver, B.C., 2,898 miles.											
Express rates	.30	35	.45	.60	.80	.90	1.00	1.15	1.25	1.35	1.80
Parcels post rates	12	.24	.36	.48	.60	.72	.84	.96	1.08	1.20	1.32
U.S. parcels post, similar distance	.12	.24	.36	.48	.60	.72	84	.96	1.08	1.20	1.32

A Series of Seasonable Window Displays

An Article on the Value of Window Displays Showing Illustrations of Six Displays Which May be Used at Various Seasons—A Plea for the Window Trimmer.

Written For Hardware and Metal by A. T. Black, of the Martin-Senour Co.

WE frequently hear it said and not entirely without cause that this is an age of materialism. True it is that in the race for dollars which seems a necessary pursuit for us all, many new departures from old-time custom, and advanced methods are in evidence to keep ourselves in the running.

It is said, and with some degree of truth, that sentiment, friendship, old-time connection and standing are cutting less figure in the business world every day. It is not a sufficient guarantee of future success for a merchant to be resting on his oars, buoyed up as it were, with the feeling of confidence from the knowledge that he is well known, of knowing that his place of business is and has been a centre of attraction for years gone by, and that it is bound to continue so for all time. Some merchants have been conducting businesses which have been handed down to them through two or three generations and they are enjoying the patronage of succeeding generations of buyers.

No special effort has been put forth to retain this patronage. Old stand, old fixtures, old methods, and all developed into old-time custom and habit. But a day of awakening was bound to come. The alarm clocks in these instances sometimes are found in different forms. It may be through the advent of a new dealer who comes in with up-to-date aggressive methods or perhaps the earlier awakening of some older competitor, whose existence and ways had been overlooked and despised. The inevitable result is that our Mr. Old Time Merchant finds some of his old-time friends, breaking away from their old-time custom of dealing at his old-time store. I would not like this to be construed to mean that the personal touch in business and the friendly relationship and confidence between seller and buyer is to be minimized for they play a very important part in the success of any business.

Many merchants content themselves with the knowledge and also advertise the fact that **they have the goods and their prices are right.** These, of course, are quite essential and the very foundation of a good business, but what are these same merchants doing to rear a splendid structure above these foundation stones? Honest dealing, courteous treatment, prompt and efficient service, good bookkeeping coupled with a sound credit system are all stones which should find a place in this structure, but something else remains and it is to that which remains that the writer wishes to devote these few lines.

Some may take issue, and with good cause too, that this is an age of materialism but all must admit that it certainly is an age of "Show Me." People want to be shown. Seeing is believing and it's up to the man who has goods to sell to show everyone what he has for sale, to show it in the most attractive manner, and show it at the proper time or season.

Now the proper time and season for the display and showing of certain lines of goods is a matter worthy of more than passing or haphazard consideration.

Everybody knows that skates and sleighs and winter sporting goods should be shown in the months they are used in, and not July or August. Likewise a display of screen doors and windows just before or during the fly season is preferable to the winter months. Snow shovels are not usually in demand in



Window Display of Sporting Goods by A. T. Black.



June Wedding Gift Display Arranged by Chas. Byford, with Bond Hardware Co., Guelph.

July nor yet lawn mowers in January, but there is just the possibility of a merchant in arranging his goods in seasonable displays to sometimes cut the season too short for certain lines.

This is often brought about by lack of main floor space, and therefore the store room or back shop becomes the resting or will I say hiding place of saleable articles long before their season has expired, or on the other hand new lines are kept in a like place until too late, and the early season sale has been lessened on account of not having been given an earlier showing.

Again there are an increasing number of lines sold in hardware stores which were formerly looked upon as only short season sellers, and have become all-year-round sellers. This condition is entirely regulated by the dealer, by the length of time he displays the line, and as to whether he gives such lines prominence for only part or all of the year.

To instance a couple of lines in particular a few years ago the sale of silverware and fine cutlery by the hardwareman was to a large extent accomplished at the Xmas season, and the dealer was disappointed if he did not pretty well clear out of this line then, as he did not figure on giving it any prominence during the balance of the year. I remember quite well of an occasion when a very prominent Eastern Canada dealer when in attendance at one of the hardware conventions in a western Ontario city, visited one of the local hardware stores which had recently been remodeled and refitted. In offering his criticism of the arrangements, which were solicited by the management, he did not approve of a large 14 ft. silent salesman, filled with silverware and occupying prominent space directly opposite main store entrance. He based his objection on the ground just mentioned, that it was only sold for a very short period at the Xmas season and was dead the rest of the year, and was, therefore, taking up too valuable space. He was, no doubt, basing his opinion on his own experience of how he treated this line. "As he had sown, so had he reaped." He apparently kept this line buried for eleven months out of the twelve, and usually buried things are dead.

Now as a matter of fact the great bulk of the silverware trade is to-day being done by the hardware and not by the jewelry trade as in years gone by.

There is no doubt that this change has been brought about to a large extent owing to the better facilities provided by the hardwareman to give the line a good conspicuous showing the entire year round. Hence it is a pretty tame hardware store which does not have a silent salesman nicely stocked with a line of silverware. As a paint man I make no apology for making mention of the other line, that of ready-mixed paints and varnishes.

Not many years ago a general survey of the hardware stores of the country would have found this stock under the counters, or under the floor (in the cellar) or shoved into some out of the way place. A few cans were brought forward and placed on the counter during the spring house-cleaning season. It was looked upon as a short season seller.

What do we find to-day? This, at least, in the case of the dealers who are doing the biggest business and getting the best out of the line. We find the paint stock occupying the most conspicuous place in the store, usually right at the front, and not just for a portion of the year but for the whole year round. In conversation a few days ago, with the members of a firm whose store arrangements I had always looked upon as being very fine, and whose paint stock arranged on special shelving about the centre of the store was a model of neatness and good taste, they expressed themselves as being in favor of and have planned to move their paints to the very forefront of their splendid store. And you may believe it, they will experience the same results as many other dealers who have done likewise when increased sales will accrue.

These are but two of many lines which the dealer cannot afford to bury for any portion of the year.

This question of the proper goods to display in certain seasons cannot be decided by a reference to your experience as to whether you have call for them or not. There may be numerous articles you do not have call for because you have not got them displayed and your compefitor having the article on view has the call and on those occasions he has the call over you.

It's a shame the way that hackneyed phrase is used, "We have no call for it." Its the refuse of the short-sighted buyer who only wants to buy what he has call for. He never thinks of buying a line which he may be able to help create the call for. Instead of having it, they display cards like these:—If you don't see what you want ask for it, and if we haven't got it we'll get it. Instead of having the call for it, he is more likely to get called himself for not having the article. In fact, the merchant who only buys just what he has call for, may soon find that calls on his place of business are growing less numerous. Some merchants will argue that appearances don't count for much, but let some seedy looking, run-down-at-the-heel-looking individual approach him and try to sell him gold dollars for ten cents and he will put his hands in his pocket and back away. Appearances are against his would-be benefactor.

Appearances certainly do count for something and, Mr. Merchant, they count for a great deal in a business way, in the general appearance of your place of business, in the tidiness and arrangement of your stock and the attractiveness of your displays.

The evolution of the hardware store from the status of the iron-monger's shop to the modern well equipped sales emporium of to-day has been of but a few years' working.

In no other line of business has a more marked change and improvement been shown in recent years than in the altered appearance, both interior and exterior of the hardware store. Appearances do count for something as I am sure every merchant can vouch for who has made any of these changes. What a great handicap many well-stocked, centrally located stores are laboring under solely on account of poor window display facilities or lack of attention to this very important feature of modern merchandising. Store windows should serve two purposes. They should help supply sufficient light for the interior, but this can be provided for artificially. The important work of the store window is to attract and rivet atention, and every window dresser should keep this important question in mind when arranging his windows. Will it attract attention? The window of the hardware store is the real weathercock for the buying public to judge whether you are giving attention to the seasons in the display of your goods. The window is a fine place to show the goods you were afraid of having no call for.

Merchants spend quite tidy sums on newspaper advertising which is money well spent, but it's not easy for them to know what proportion of the public are reading his ads. and harder still to just figure what return you are getting from this outlay.

But let the same merchant dress a window attractively and price-card a line of goods he is anxious to push, and find after a few hours his window all shot to pieces, the goods gone, the money for them in his cash drawer. It's not hard to figure where the credit belongs. Notwithstanding this the windows are not always made the best use of. Should the newspaper fail to go to press for some days, or that ad. space which you have contracted for by the year, be blurred, the merchant would be up in the air looking for a rebate from the printer.

But how about that window standing empty for two or three days at a time with nothing but a step-ladder, a pail of water and a sponge showing?

Are you treating this window display job just as a rainy day pastime, or a fill-in job when there are no more nails left that need polishing? If you are, you are neglecting one of the best promoters at your command in the race for dollars.

But if on the other hand you are using your window space for bright attractive displays at suitable times and seasons you are doing a great deal to set the tongues of the public wagging and it makes pretty good publicity for you. When you are worrying about the num-



Display of Tools Suitable for all Seasons, Arranged by A. T. Black.



A Fall Window Display of Sporting Goods Arranged by A. T. Black.

ber of people you reach through the medium of your daily paper, do you ever try to figure out the proportion of the public you appeal to through your windows?—that is, of course, if they are serving the purpose they are intended for, the purpose of attracting.

Do you think it an extravagant estimate to say that 75% of the people of your town come down town, and are within seeing distance of your windows at least once every week, while quite a large percentage of the people are in the same position even every day. Are you attracting them? They may be within seeing distance of your windows and still never take a look, and that is just where the ingenuity and art of the window dresser should be brought to play to make his windows so attractive that they simply can't help but look and when they look they take another look; and soon there's crowds on the look and you bet it looks all right.



Thanksgiving Window Display Arranged by Chas. Byford.

The accompanying window cuts herewith shown are but a few of scores of equal merit all shown in the windows of one store. Window displays of this kind have played and are playing an important part in the business done by this store. So many dealers have only looked upon one season of the year as being worthy of any special effort, and they have concentrated their efforts entirely on a display for the Xmas season, made one grand splash as it were and then "good night" for the rest of the year.

Some dealers have made it a practice to show a tool window and a paint window at least once a month during the whole year. There is no line that will give the dealer better returns and quicker realized ones than a good showing of tools. It's almost impossible for any man to get past a good tool display without looking at it, and the mechanic himself is as crazy over tools as kids are over candy and women are over sky pieces.

A paint window is possibly the easiest to arrange and the most attractive of them all, because if you are handling a good line of paint, made by a live firm you get more help in the way of display and more real sales promotion material than with any line in your store. Such displays are bound to encourage the clean-up and paint-up spirit which should be abroad in the land more especially at this season. The window and the store is the place for the arrangement of this display matter, not out in the barn on the walls beside old Dobbin. Dobbin will be there or thereabouts when it comes to deliver the goods.

Then there is the seasonable display to catch the eye of the people who have been honored with an invitation to some dear's wedding, and with the honor comes also the pleasure of getting soaked for a gift. You be right there when the soaking is done. The June Brides, don't forget to have a special display for them.

Then there is the Thanksgiving season, when a well-arranged display of cutlery will bring good results. You must not forget your courtesy to any of your friends even the turkey for whom the least you can do is to provide a good sharp knife. Then the baseball-hockey-lacrosse-football and different sport seasons, when you can build on washing your windows every day for the boys will be there forty ways, with that index finger pointing at the one mitt, they are going to get when they save up.

Don't be classed as a poor sport by not making a good showing of these lines. Then there is the Fall hunting season, when an effort should be made to make the window look as much like a piece of real nature as possible. In doing so nature will come to your rescue. Gather up the beautiful leaves, the boughs of some trees, and arrange a babbling brook, and some poor city hemmed-in chap, will just naturally come in and demand a gun and take his heels off to the woods.

Don't forget to see that he has the bullets. The Xmas season—enough said, everybody does something special for Xmas.

Then there is all our national and civic holidays, and special events now and then when appropriate window displays can be made in keeping with them.

Some of the most excellent displays I have ever seen have been arranged from stock lines of the very ordinary variety.

A Plea for the Window Trimmer.

In closing just a word on behalf of the man behind the gun, the window dresser, the fellow who generally has to wash the glass, shovel the snow, and do several other things first, and dress the windows at night when he should be asleep.

Mr. Merchant if you have an employee who has some talent along this line of window display work, allow him to develop it, and encourage him by giving him time, and a little loose change to buy something outside of the store that would help in the making of his display attractive. See if you can't arrange to give him a little uninterrupted period when he can concentrate his attention on some plan of procedure which he may be trying to follow.

I can only express regret that of recent years this consideration and discussion on window dressing has not found a place on the programmes of any of our trade conventions, and I trust that it may in the future receive the attention of which it is worthy.



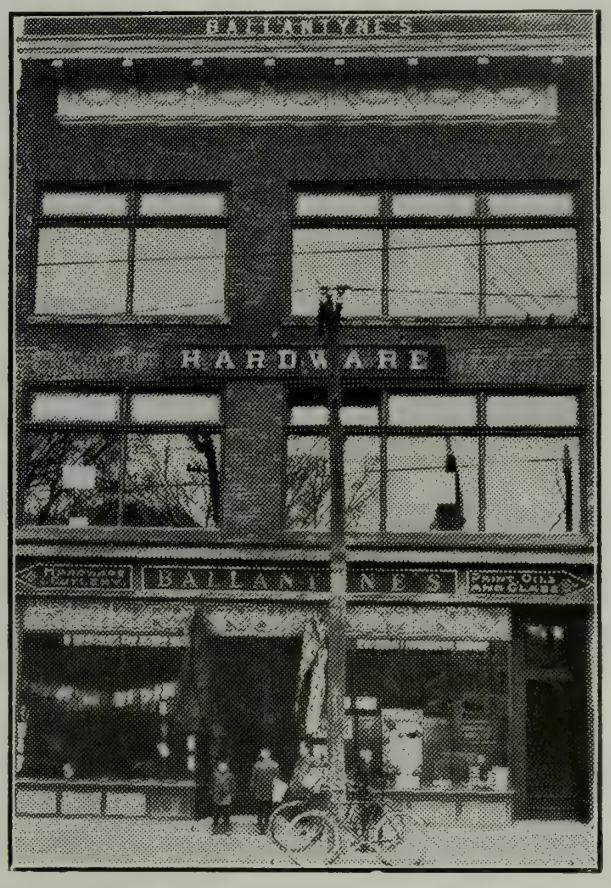
Fall Paint Display Arranged by Chas. Byford.

The Selling Power of a Broad Selection

New Hardware Arranged With the Idea of Showing a Wide Assortment of Goods—The Same Idea Followed Out in Window Trims—A Description of a Very Practical and Complete Store.

"WHEN planning my new store I decided that one feature would not be overlooked. I wanted to have plenty of space to show a complete assortment of goods. I believe that nothing is more conducive to sales than showing a good assortmnt."

The speaker was Alex. Ballantyne, hardware merchant, of Brantford, and he was showing a representative of Hardware and Metal through his new store on Colborne Street. There were evidences on every hand that Mr. Ballantyne had succeeded in his purpose. The store is large and roomy, and every available square inch of space is in use. The supporting pillars down the centre of the store are used for round fixtures to show household goods. Even the registers are used to support fixtures. And the result is a most comprehensive showing of hardware. Not only are practically all lines of goods prominently displayed, but a good assortment of each is shown.



Exterior view of Ballantyne's store.

Mr. Ballantyne does not believe in the sale-by-sample theory. He believes that a customer, say, who wants a hayfork, will be impressed if he sees that the store carries a large stock and assortment of forks. To show him two or three forks is not as effective as to let him see twenty feet of wall space literally covered with forks and other implements of a like nature. Accordingly, when one visits the part of the Ballantyne store where goods of this class are kept, one sees a lengthy section of wall space given over entirely to the stock. The effect is to convince the customer that the trade done in this particular line is big, and that the best facilities for selection are offered. It is probable that all hardwaremen will agree with Mr. Ballantyne on this; even those who have not the floor space to make it possible to put the theory into practice.

Before proceeding with a detailed description of the store, it should also be mentioned that the same theory is carried out by Mr. Ballantyne in arranging his window trims. His idea is to make a big showing on some one line by putting a complete assortment on view. Therefore, the window displays are made up of one line only—mixed displays are never attempted. If it is bath-room mirrors that are to be shown, nothing but bath-room mirrors are allowed into the window. The result is that all who pass the store are impressed with the idea of mirrors. Comparatively few will need a mirror then, but everyone will think of Ballantyne's when they need mirrors in future. The fact has been impressed upon them that mirrors of this class are sold in the Ballantyne store.

The one-line trim policy is adhered to most rigidly. Even where a comparatively small article is decided upon, the whole window is given over to an assortment of that line. When the representative of Hardware and Metal was in the store one of the windows was given over to pliers of all sizes and descriptions. That the size of the assortment had had the desired effect was emphasized in a rather humorous way.

A man entered the store and said to a salesman, jerking his thumb in the direction of the window:

"Guess there'd be one in the lot that would take hold of a tooth, wouldn't there?"

"Yes," said the salesman. "But look here——"

"Toothache," explained the customer, tersely. "Want to get one of 'em out, but can't get anything to grip it strong enough. I thought a pair of fine pliers would do the job."

They picked out a pair that promised to exercise sufficient grip, and the customer departed with them.

That's the result of showing an assortment.

Description of Store.

The accompanying photographs give a good idea of the general lay-out of the new store, but a detailed description will be of interest. A number of unique and valuable ideas have been worked out.

To the right on entering is the tool department. All lines are sampled on the outside of the boxes. The saws are shown on hooks without glass. At first glass doors were used to cover the saw stock, but they were removed, as Mr. Ballantyne believed that the goods showed to better advantage.

The drawers beneath the shelving are arranged with different depths, the lower extending out about six inches below the upper. These serve as steps, by means of which the salesmen can reach goods on the topmost shelves without having to use a ladder.

The Paint Department.

The rear section of the wall shelving on this side is given over to the paint stock. Here a complete stock is carried, although a more prominent position is given to what might be termed the domestic paints—interior finishes, stains, varnishes, etc. This stock is carried on the opposite side of the store



Interior view of Ballantyne store, showing paint department at right.

close to the front, where it is displayed to the very best advantage. No one could enter the store without seeing the paint stock; a contingency which might easily occur if the whole department were placed at the rear.

Household Goods.

The accompanying plan shows the general arrangement of the goods, so that detailed mention is not necessary. Attention is directed, however, to the rear section of the store, which is given over largely to household goods. This department, in fact, is one of the largest in the store, and a wide variety of stock is shown, ranging from the smallest of tinware to washing machines.

The position of the household goods department at the rear is a strategic one. There is ample space for the proper display of the goods, and this section enjoys a certain sense of isolation. The salesman can show goods to a customer free from interruptions.

The featuring of household goods has been found profitable in every sense of the word, as it interests women and gets a share of their trade; and every hardwareman is now fully alive to the importance of attracting the trade of the women.

Some Good Ideas.

Some of the particularly good ideas embodied in the store might be enumerated as follows:—

Leading from the door at the side, as shown in the plan, is a runway to the cellar. This idea was worked out by Mr. Ballantyne to avoid loss of time in getting goods to and from the basement. He did not want to put in an elevator, but at the same time realized the labor and time consumed in carrying goods up and down a stairway. The runway descends at an easy grade, which makes it possible to use trucks and wheelbarrows.

The rope stock is stored in the basement beside the centre stairway. Strands are run up through the opening provided by the stairway to a space on a main floor beside the stairs. Thus sales can be made without taking the customer downstairs.

Circular fixtures have been erected around all the store pillars. These are used for the display of such lines as lanterns, sweeping compounds, hockey sticks, etc.

Colors are kept in large bins along the rear of the store.

The door leading to the runway is kept very finely stained and grained. When customers ask about graining, they are taken back to inspect this door, which was done in a very brief space of time by a member of the staff. The ocular proof thus provided serves to clinch many a sale of material and graining tools.

Store is Very Light.

An outstanding feature of the store is the splendid light provided in all parts. The windows at the front admit plenty of light, and the rear of the store is practically one expanse of glass. Thus the lignt has a clear sweep through the store.

"We have got as far away from the old idea as we could," explains Mr. Ballantyne. "I don't think you can have too much light in a hardware store."

The Value of Service.

The chief idea behind the merchandising policy of this energetic hardwareman is service. He believes in giving his customers the most prompt and courteous attention, in delivering promptly, and in looking after complaints quickly.

With this object in view, he stays as much as possible in the front of the store, greeting customers and seeing that they are waited upon. In doing this he has another object besides the personal supervision of service. The average customer likes to see the proprietor, and even more to be seen by him. When a man gives his trade to a certain merchant he wants that merchant to know it, to appreciate it. In other words, he wants credit for the custom he is giving. A nod of greeting from the proprietor goes a long way toward keeping the regular trade of a customer.



Interior view showing builders' hardware and tool department in the Ballantyne store.



Interior view showing harvest and garden tool department in the Ballantyne store. Note also the kitchen goods displayed on tables.

How to Arrange a Window Display Background

A Correct Background is an Important Feature—How the Same Background Can Be Used for Different Displays.

Written for Hardware & Metal by C. H. Smith, of Ashdown's Retail Store, Winnipeg.

IN all the lines of trade, there is probably none in which window trimming will yield greater returns than in the hardware trade, and the up-to-date hardwareman of to-day should take full advantage of this splendid advertising medium.

No one will deny the advantages of advertising, and the window display is the most direct and profitable form of publicity at the command of the retail merchant. It is a well-known fact that any show window on a principal street has a greater "circulation" than a local newspaper. That is, more people will pass the window in a day than will read an ad. in a newspaper.

There are still a few merchants who do not make the proper use of their windows, but in most cases being outclassed by their more up-to-date opposition. The real live hardwaremen of to-day are wide awake to the great advantages of window advertising, and are reaping benefits from it.

There are many hardwaremen whose idea of window trimming is to build in their window a locomotive, battleship or automobile out of hardware. This is all right if you want to have a crowd around your window, but just stop and think, how much hardware does it sell? That is what a window display is for. The passerby will stop and wonder at the ingenuity displayed in making this battleship, but it will not likely bring him in to make a purchase. It is a common mistake to judge a window display by the crowd that is in front of it. Any kind of a freak in a window will draw a crowd, but it won't sell goods. The novelty window is all very well once in a while, but they should be kept as far apart as possible, as they don't bring results in sales.

Another common mistake made by many is to crowd a window full of articles which have no relation to each other. A first-class salesman does not try to talk about twenty different lines at the same time, neither should a window try to show too many lines at one time.

The first thing to be considered when preparing for a window is the background, as this is by far the most important feature of a window display. Get a good background, and the window is found to be attractive.

The background should always be planned ahead, and it is wonderful the many and attractive backgrounds that can be made by different means.

Beaver board is used a great deal, and can be cut in different shapes and is easily handled. Another advantage is that it takes paint to great advantage, flat paints being the best for windows.

Lattice work made up in the form of arches or trellis work is another good thing for backgrounds. The lattice work is best made out of strip, 1 inch by ¼ inch, and should always be painted white. Artificial flowers and vines are then fastened to the lattice, and can be used on the beaver board backgrounds. Do not use flowers too thickly, but place them neatly, and they will be much more attractive.

This style of background is especially attractive when used in displays of cutlery, silverware, brass goods, or fancy lines. The beaver board background, when made up in panels makes an especially good background for stoves and kitchenware.

In displays of tools, builders' hardware, etc., background can be made up from the goods themselves. This is done by taking a sheet of beaver board and covering it with sateen in some bright color, and then fastening the goods on by wiring them to the beaver board.

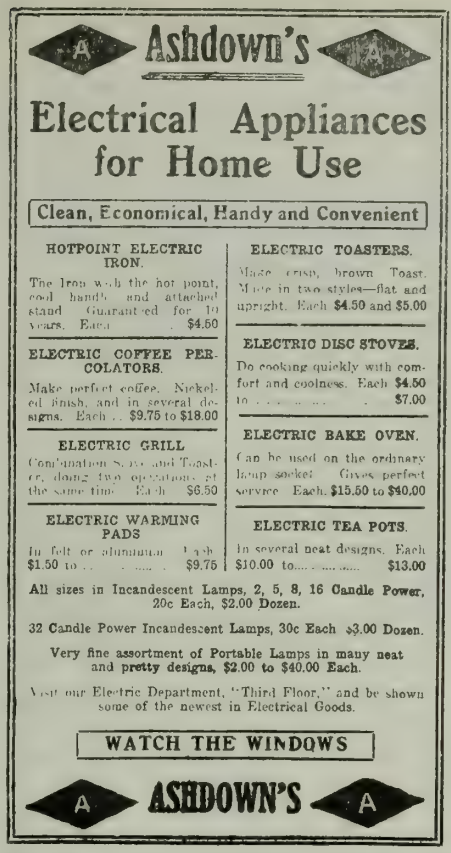
This background can then be carried into the window and fastened to the rear of same. A great many different schemes can be carried out in this style of background, as the sheets of beaver board can be cut into circles, ovals, etc., and look very attractive when covered with goods.



Window display of cutlery by C. H. Smith, showing background outlined in accompanying plan.

Frosted electric lamps also help to make your background better when used along the top or around the edges. Pillars placed at the ends or centre, and covered with flowers or vines, help to break an otherwise flat background. After your background has been properly placed, the next thing is the bottom of the window. This should first be covered with sateen to match your background or some color which will blend with it. Then to take a flat appearance from the bottom, pedestals can be used with glass shelves placed on top, or ordinary boxes covered with cloth. Pedestals made in various heights are probably the most useful fixture in window trimming as they can be used in almost every window display. The goods should be placed on the bottom in an attractive manner, and each article should be placed in a position where it shows to best advantage.

The colors and material used in window displays should always be well considered. Ordinary sateen is about the best material to use in most displays, and it can be bought in a variety of colors. Purple, red, white and orange, are colors which show hardware to good advantage. Velvet is an extra good material for use in displays of cutlery,



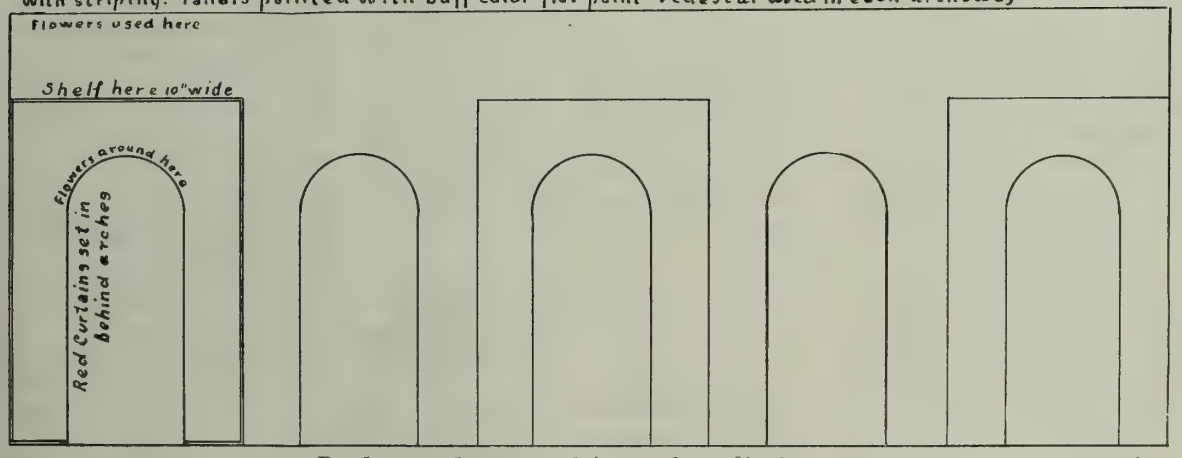
The firm always advertise, "Watch the Show Windows.

silverware, cut glass, etc., and gives a beautiful appearance to a display.

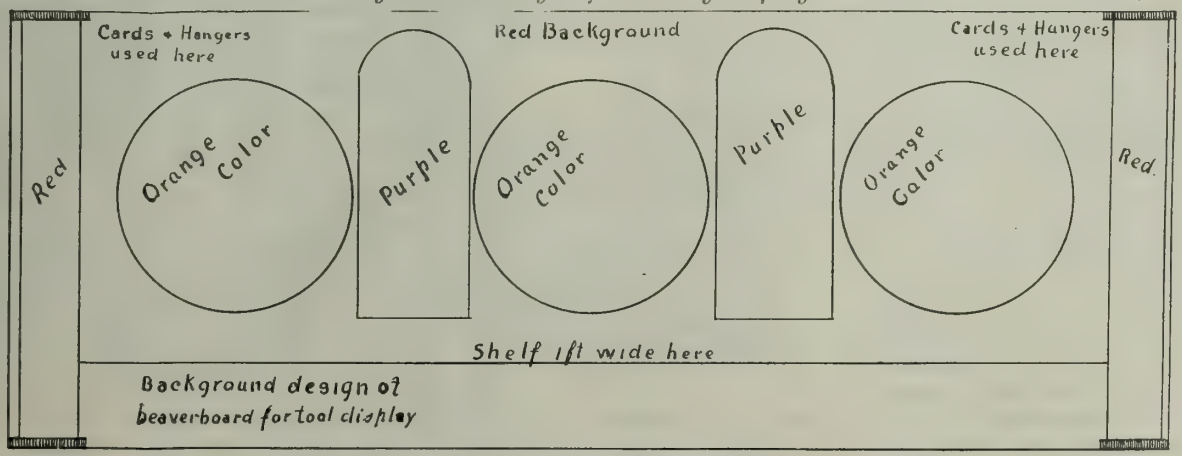
Another thing to be considered is the changing of displays. As a rule no display should be left in longer than a week. The writer trims thirteen windows, and changes every one of them once a week. A mistake a great many window trimmers make when an especially good window has been got up is that he thinks so well of it that he is inclined to leave it until it becomes stale. Make a regular rule for changing your windows, and stick to it. Your window is just as valuable as advertising space in a newspaper, and you would not think of letting the same ad. run for weeks, as you know it would be wasting money.

As regards results from window displays, it is sometimes hard to trace direct results from every window, but they are there just the same. Displays of household goods, shaving supplies, and electrical goods, bring the most direct results, and can always be noticed.

Last, but not least, see that your windows are kept bright and clean. This is one of the most important things in window trimming, as very often a very good display is spoiled by having a dirty plate glass in front of it.



Background arranged for cutlery display.



Same background slightly changed for tool display.

The Doorway of Adversity

How the Money Stringency Affected a Merchant Whose Sales Were Declining—Jolted Out of the Order-taking Rut and Taught How to Sell—Caught the Business-Getting Spirit

Written for Hardware and Metal by William Edward Park.

THE slump in sales was not merely a jolt for Alliston—it was a crusher. He could see now, what he had not appreciated earlier, that ever since the commencement of the previous autumn, business had been sagging downward. The Christmas season had not brought with it the old time steady increase over the year before; and now the three winter months, landing him on the threshold of spring, showed an actual decline. Ever since commencing business he had gone steadily forward; and this first check, coming as it did with vague general hints in the financial world of money stringency and curtailment of credits, was all the more disconcerting.

A customer entered. Allison glanced up.

"Pound of two-inch nails. Yes, sir." He weighed the nails and wrapped them up. "Fine day, isn't it Good morning." He rang up the sale.

The customer went out. Alliston, his elbows on the counter and his chin on his hands, pondered moodily. With a look of gloomy apprehension his eyes surveyed the store. Manifestly he was losing his nerve—the nerve that had first plunged him with practically no capital, into this business, and in the intervening five years had carried him along a pathway of unbroken prosperity.

Manning, at a nearby counter, was selling something from the seed box to Billy Wyckoff, the tailor. Alliston watched them indifferently. Manning rang up a five cent sale as Wyckoff went out. Alliston, his eyes on the seed box, let his mind race backward over a score of years. His father had taught school, and gardening was his hobby; and the hardwareman could still picture himself, a youngster in knickerbockers, helping while his father turned over the fragrant earth and planted the seeds. And those trips to the store down town to buy seeds—carrots and, beets and parsnips and——

"Manning!"

"Yes, Mr. Alliston." The clerk came with alacrity.

"What did Mr. Wyckoff buy just now?"

"Only five cents worth of lettuce seed. Hardly worth the trouble," concluded the clerk, with a grimace.

Alliston gazed at him queerly.

"You're right, Manning. There's nothing in small sales unless——" Pausing, he again eyed the clerk, a bright-looking young fellow with a well-satisfied manner. "Do you know, Manning, that sales are falling off?" he demanded, suddenly.

"I suppose it's the money stringency they're talking so much about. People can't buy so much when money is scarce."

"They can't. In the natural order of things they won't buy so much, either. But—can't we sell them more?"

The clerk looked startled.

"Were you watching me just now, weighing out some nails for a man? No? Too bad. If you'd been watching, you'd have seen me make a mistake and perhaps lose money by it. I can guess where the trouble is, Phil. We've had mighty good times here these last few years. The business has fairly come to us, almost without the asking. We've fallen into the rut of letting people buy things. We've forgotten how to sell. It's time for you and I and the rest of us to buck up. A man that's using nails in nine cases out of ten will be interested in saws or hammers, or maybe paint or varnish or brushes. And I never thought of it till—till I remembered that a man who's sufficiently interested in gardening to buy one package of lettuce——"

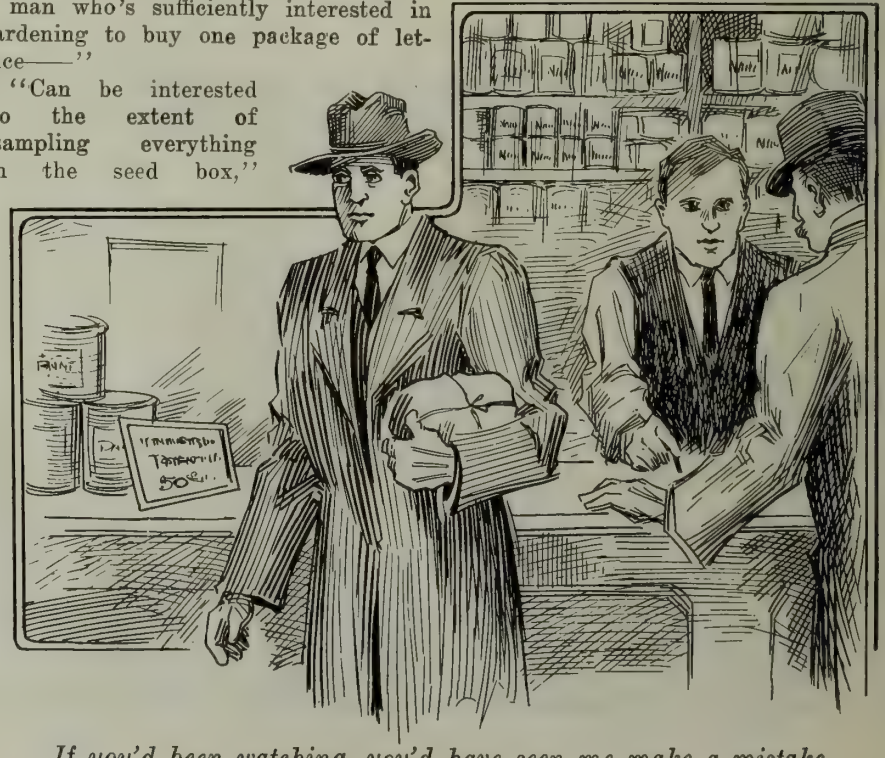
"Can be interested to the extent of sampling everything in the seed box," chimed in Manning, with a slight flush.

Alliston had never made the mistake, in his business career, of attempting to do the lion's share of the selling. As far as possible, he had given his clerks every opportunity to push themselves to the front, contenting himself with showing them how. And now he realized, suddenly, that his own slackness had set them a bad example. A quiet study of the other clerks during the remainder of the day convinced him of the correctness of his diagnosis. Most of the night he spent in planning—or, rather, trying to plan—some method of stirring them into action.

Coming down next morning, he found staring at him from the store window a striking showcard with this legend:—

"CUT THE COST OF LIVING BY GROWING GARDEN STUFF."

In the window was Benny Halligan hard at work. Benny's window-dressing aptitude had won him charge of this branch of the store's advertising, and now he was busy arranging a gardening display. Not merely garden seeds, but garden tools, hoes, rakes, spades, barrows, forks, and a host of other items. Pasted ostentatiously on the back of the plate-glass were newspaper clippings,



If you'd been watching, you'd have seen me make a mistake.

marked around with red pencil — clippings from current newspapers and magazines deprecating the vanishing of the old-fashioned kitchen garden, and pointing out how large a saving in money and health could be effected by the use of vegetables—especially fresh, home-grown vegetables—in the bill of fare. Half a dozen wayfarers were perusing the clippings. Alliston passed inside.

"Garden seeds," he heard Manning say to a customer. "Certainly. These are fresh, new, guaranteed to grow. Just let me help you to make a selection." He ran over a lengthy list of familiar vegetables, each affirmative nod being the signal for laying aside a package. "Have you ever tried salsify? You can cook it to taste like oysters, and it's a lot cheaper." He put aside package. "You'll need squash and cucumbers and string beans and the later stuff. You may as well buy it now, and plan your garden ahead."

The customer agreed. Alliston, moving in, caught just a few more words:—

"Have you a good set of tools? Now, here is a rake——"

The hardwareman retreated into the background.

"He came for twenty cents worth of seeds, and I made a three-dollar sale," explained Manning, gleefully, when the customer had gone. "How d'you like the window, Mr. Alliston? I told Benny yesterday what you said about bucking up, and I guess he lay awake most of the night thinking it over."

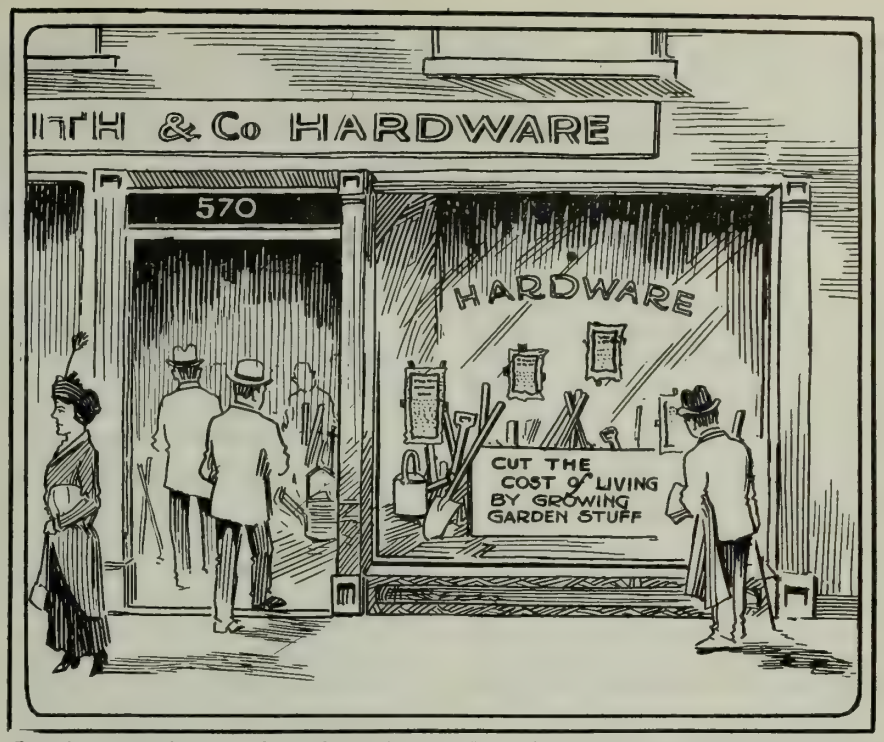
Except for Saturday's, that day's sales were the best since New Year's. A large proportion of the extra sales were due to the gardening display. That night Frank Winter, who had particular charge of the households, brought a new idea to Alliston.

"As soon as this display slacks up, I want Benny to put on another," he remarked. "Tell 'em something about saving foodstuffs by using modern cooking utensils. Now, there's a food-chopper. A woman with one of those can make all sorts of fancy things out of odds and ends of meat and vegetables."

Alliston clapped him on the back.

"That's the idea, Frank. Think up the display—talk it over with Benny—and I'll advertise the same thing at the same time. Our newspaper stuff and our displays and our selling haven't always pulled together, but—after this we're going in for the most powerful kind of team work."

In the days that followed, the aggressive spirit spread. No longer were the staff content to sell the article asked for and let the customer go; their wits, sharpened by steady practice, invariably



In the morning he found staring at him from the store window a show-card bearing a legend.

lit upon some other article, the suggestion of which logically followed from the initial sale. They found that, far from taking offence, customers were pleased at this display of interest. When the painting season opened, the customer who enquired regarding house paints, instead of being handed a color card and left to choose for himself, as in the rush days of financial prosperity, found a clerk ready and eager to estimate the amount of material required and to help him make a selection of colors. And, instead of being let go with his paint, he was asked if he wanted brushes, told what kind of brush to use for any specific purpose, and left eventually with the invitation ringing in his ears, "If you have any difficulties, come to us."

The man who bought grass-seed was solicited for a lawn hose and sprinkler, a mower, and grass clippers. The purchaser of a kitchen range was interested, if possible, in kitchen utensils. The very kickers, when there were such, were made the medium for securing new business. The farmer who complained regarding the weather-beaten condition of the implements which he had carelessly left out all winter, usually went away with sufficient implement paint to renew their youth, and often bought sufficient metallic roofing and siding to cover a good-sized implement shed.

"Business is pretty dull, isn't it?" questioned Smithers, the most friendly competitor, in mid-July.

Alliston had just cleared out the last of his ice-cream freezers to the accompaniment of "Cut the cost of living by making your own ice-cream." He laughed cheerily.

"I don't find it at all bad," he returned.

"It's dull," repeated Smithers, hopelessly. "We'll have to wait till the money situation improves, I suppose—if we can hold on that long."

Every month now Alliston had a little, informal supper, to which, after closing hours, he entertained the staff, when plans for the succeeding month were discussed and team-work stimulated. The concluding supper of a strenuous year was held on New Year's Eve.

"Boys," said Alliston, a bit huskily, "nine months ago our store was on the down grade. For the first three months of the year our business fell off nearly thirty per cent. And then—then you and I and all of us bucked up.

"That money stringency was just the thing we needed. It jolted us out of the order-taking rut and simply taught us all over again how to sell. People will buy good value or buy in the hope of saving, no matter how bad the year, if you only go after the business, instead of waiting for business to come to you. In spite of those three bad months, boys, we've gone ahead of last year. There's not a man jack of us here isn't worth more as a salesman into the bargain. And when a man's worth more and earning more, he's going to get more, or my name's not Alliston."

The boys tore loose three cheers and a tiger. Which was as good a way as any of telling—if that were needed—that they'd caught the business-getting spirit.

Carnival in Mid-Winter Makes Business Hum

Advancement Club of Lindsay, Backed by Merchants, Draws Buyers From Surrounding Country on Single Return Fare—Attractive Street Parade With Floats, Business and Comic—Safe Plan for Delivering Parcels at Station.

THE town of Lindsay has adopted as an annual event a Winter Carnival to give a two days' impetus to February trade. The event includes a street parade, a Made-in-Lindsay exhibition, and a programme of sports, and what is even more attractive to the hundreds of people who are drawn in for many miles around, the leading merchants arrange a special series of sales, dry goods, hardware, groceries, etc. These sales are advertised extensively in the local press, daily and weekly, for a couple of weeks in advance. A further incentive to visit the town and its excellent stores is provided by the two railway companies, Grand Trunk and Canadian Pacific, both of which advertise single fare return rates covering the two days.

This year's celebration took place at the end of February and drew large numbers in both by train and in sleigh loads.

Street Parade.

The big display feature of the "Carnival" was the street parade, an ingenious mixture of the comic and serious, and reminding one of the old-time "Calithumpian" parades that did duty as late as ten years ago, and may yet in some corners of the universe. The parade was led off by the Citizens' Band followed by the fire brigade with their polished engines, and back of them were a series of fancy and comic floats. The local post office entered heartily into the scheme, and won first prize for a very seasonable skit on the newly installed parcel post. Rows of mail bags formed the outer walls of the sleigh, and the usual notices were posted up, with a humorous turn to them, and a young man's head stuck out of the delivery window added to the spirit of the occasion.

Clowns and boys and men in other comic costumes lined up behind and greatly amused the crowds that thronged both sides of the main business street. Among the skits were "dog catchers' outfit, a big horse pulling a man on a tiny baby carriage, a dog drawing a man on a bicycle, Indians, scouts, etc.

Merchants' Floats.

The merchants took part with some creditable floats.

A. L. Campbell, grocer, had two floats, and was a prize winner as was also Boxall and Matthie's hardware float.

An automobile company were seen with four cars on Friday, the first day, and came back with eight on Saturday, labeled "The People's Friend."

In the town hall were the Made-in-Lindsay exhibits, which drew a large attendance after the parade. On Saturday afternoon a good programme of sports filled out an attractive two days' entertainment.



Paint float arranged by Boxall & Matthie, Lindsay, Ont.

Handled by Advancement Club.

The affair was handled by the Lindsay Advancement Club, an organization composed of prominent business and professional men. This club has not limited its activities to this event, but is constantly on the look-out for anything that will improve the already progressive record of the town. One of their achievements has been the placing of numerous ornamental lights throughout the business section of the town.

The merchants generally speak very favorably of the increased business that the carnival brings.

Parcels for Station

A point connected with this that may prove suggestive to merchants in other places is the system adopted by several firms there for the safe delivery of parcels to the stations, a practice which was called into play very frequently during the two days of the carnival. This was originated, it is understood, by J. Sutcliffe & Sons, and consists in a double tag. Both parts contain the same number; in the one shown in this article it happens to be 7,332. On the main section of the tag is the firm's name and a place for the name and address of the customer. The other section is torn off and handed to the customer as a means of identification. Arrangements have been made through the railway companies with the baggagemen to receive all these parcels sent down by some of the stores. Just before train time the customers call for their packages, hand in the stub with the number on, and receive in return the correct parcel.

Good Means of Identification.

"Formerly we were accustomed to send down parcels half an hour or so before the train left, and our driver hung around until just before the whistle blew, when there would be a wild rush of the people to get their parcels. The result was that there was confusion, many, in fact, not knowing where our delivery was standing, and often they were too late. Then, again, if in order to prevent the delay to our driver we left them on a bench or table in the waiting-room, we had to trust to people's honesty, not to take some one

(Continued with illustrations page 190.)

Regulations Governing Sale of Arms and Ammunition in Canada

Hardware Merchants Should Become Fully Acquainted With Regulations Assented to June 6, 1913, and Which Govern the Entire Dominion.

HIS Majesty, by and with the advice and consent of the Senate and House of Commons of Canada enacts as follows:—

1. This Act may be cited as The Criminal Code Amendment Act, 1913.

2. The Criminal Code, chapter 146 of the Revised Statutes, 1906, is amended as hereinafter set forth.

3. Paragraph (26) of section 2 is repealed and the following is substituted therefor:—

"(26) 'peace officer' includes a mayor, warden, reeve, sheriff, deputy sheriff, sheriff's officer, and justice of the peace, and also the warden, deputy warden, instructor, keeper, guard, or any other officer or permanent employee of a penitentiary and the gaoler or keeper of any prison and any police officer, police constable, bailiff, constable or other person employed for the preservation and maintenance of the public peace or for the service or execution of civil process."

Dangerous Weapons Penalty.

4. Section 118 is repealed and the following is substituted therefor:—

"118. Every one is guilty of an offence and liable, on summary conviction, to a penalty not exceeding one hundred dollars and costs or to imprisonment for three months, or to both fine and costs and imprisonment, who—

"(a) not having a permit in Form 76 has upon his person a pistol, sheath knife, bowie knife, dagger, stiletto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person, or any air gun or any device or contrivance for muffling or stopping the sound of the report of any firearm, elsewhere than in his own dwelling house, shop, warehouse, counting-house or premises; or,

"(b) sells or, without lawful excuse, gives or lends any such offensive weapon, device or contrivance to any one not being the holder of a permit; or,

"(c) in the case of a sale, neglects to keep a record of such sale, the date thereof, the name of the purchaser, such sufficient description of the weapon, device or contrivance sold as may be necessary to identify it, the date and place of issue of the permit and the name and office of the issuer of the permit, or neglects to send a duplicate of such record by registered mail to the person who issued such permit or neglects to endorse upon such permit, the date and place of sale, the said description of the weapon, device or contrivance and the name of the vendor; or,

"(d) being authorized to issue a permit, issues it without keeping a duplicate thereof as a record, or having issued a permit fails to keep any record received by him of sales of weapons, devices or contrivances to the holder thereof; or,

"(e) issues a permit without lawful authority.

"2. Upon sufficient cause being shown, any officer of the Royal Northwest Mounted Police or commissioner of Dominion police or superintendent of provincial police or stipendiary or district magistrate or police magistrate or acting police magistrate or sheriff or chief constable of any city, incorporated town or district municipality may grant any applicant therefor, as to whose discretion and good character he is satisfied, a permit in Form 76, for such period not exceeding twelve months as he deems fit.

"3. Such permit, upon the trial of an offence, shall be prima facie evidence of its contents and of the signature and official character of the person by whom it purports to be granted.

"4. Whenever the Governor in Council deems it expedient in the public interest he may, by proclamation, suspend the operation of any of the provisions of this section in the whole or any part of Canada, and for such period as he deems fit.

"5. Nothing in this section shall apply to any weapons, devices or contrivances authorized to be carried by any member of His Majesty's naval, military, or militia forces, or carried by any peace officer, or to any bona fide sale made by any manufacturer of or person trading wholesale in such weapons, devices or contrivances to any person bona fide dealing in such articles and having an established and fixed place of business.

"6. Every peace officer may search any person whom he has reason to believe and does believe has upon his person any weapon, device or contrivance contrary to the provisions of this section, and may seize any weapon, device or contrivance illegally in the possession of any person without a permit. Any such weapon, device or contrivance had or carried in violation of this section shall be forfeited to the Crown to be disposed of as the Attorney General of the province in which such forfeiture takes place may direct."

The accompanying article is being published by special request of W. F. Macpherson, Prescott, Ont., President Ontario Retail Hardware and Stove Dealers' Association. Pres. Macpherson approached Hardware and Metal for information regarding the regulations governing the sale of weapons and ammunition in Canada, particularly to minors, and suggested that the information be published in Hardware and Metal for the benefit of other hardwaremen. We take pleasure in publishing the regulations in full, and are indebted to the Department of Justice for co-operation in the matter. —Editor.

Selling to Minors.

5. Section 119 is repealed and the following is substituted therefor:—

"119. Every one is guilty of an offence and liable on summary conviction to a penalty not exceeding fifty dollars who sells any firearm or gives or sells any pistol or air-gun, or any ammunition therefor, to a minor under the age of sixteen years unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift and that he had good reason to believe that such minor was not under the age of sixteen years."

6. Section 3 of chapter 9 of the statutes of 1907 is repealed and the following is enacted as section 151:—

"151. Every one who, by himself, his clerk, servant, agent or other person, violates any of the provisions of section 150 is guilty of an offence against this Part and liable on summary conviction to a penalty of two hundred dollars and costs and, in default of payment, to

(Continued on page 145.)

Science of Building a Retail Business

Address of A. F. Sheldon, Chicago, at Ontario R.M.A. Banquet.

SOMETHING after the manner of Elbert Hubbard, was the address of A. F. Sheldon, head of the Sheldon School, Chicago, at the annual banquet of the Retail Merchants' Association of Ontario; original, witty, incisive, epigrammatic, pungent, comprehensive, and thoroughly helpful, altogether a rare address to retail men.

"Prejudice," remarked Mr. Sheldon, at the outset, "is a great hindrance to progress. The way to build a retail business is to bring the conduct of that business into harmony with the laws of nature. The truly great reflect consciously or unconsciously certain basic natural laws.

"The way to build a retail business is the same as the way to build any kind of business—by making it reflect natural law. Sir William Blackstone defines common law as a rule of action or conduct prescribed by the highest authority of the state. You and I must bring our lives into harmony with those laws of the state. If we violate any we pay the penalty of a fine, the penalty depending upon the seriousness of the offence. If we violate a law of the state by taking life we must pay the penalty of death. Natural law, as Blackstone would say, is the rule of action or conduct prescribed by the highest authority in the universe —the Creator, the Infinite, the Great First Cause. In nature we see the manifestations of intelligence. Cause cannot give rise to that which is not in itself. You and I must consciously or unconsciously work in harmony, to build our business. If we violate any law tending to the building of that business, we lose by way of substraction from possibilities of greater business. If the offence is serious we are deprived of our job—we die a financial death.

"I submit that one who has started a business and gradually built it to greater proportions had his life in harmony consciously or unconsciously with basic natural laws.

Stumbling in the Darkness.

"Failure is stumbling in the darkness of nature's law.

"Business building is the art of securing permanent and profitable patrons. If the retailer secures a sufficient number of permanent and profitable patrons he builds up his business.

"When every employee awakens to the fact that the sale of service is the same law as that which influences the price of sugar—quantity plus quality of the goods delivered; when he realizes that, he will not be losing his eyesight looking for more pay, or fostering spite against an unappreciative boss.

Storekeeper vs. Merchant.

"Let us now consider the concept 'profitable.'

"There is a big difference between a storekeeper and a merchant. Keep your eye on the profits. The man who cuts the throat of a transaction and spills the life blood of the profits is not a salesman. He is a storekeeper—an order taker. Men who figure they have made 25c. when they buy a picture for a quarter of a dollar and sell it for 50c., are not conducting a profitable business. They forget that the 25c. margin may be entirely eaten up in overhead charges. There are men who do not charge either rent or interest on their investment as part of their expense of running a business.

"I know a man in the United States who operates a chain of stores. He is an expert on mathematics, and has been able to install systems in every department of every store so that he knows exactly each week what he has made or lost in each department of each of the stores.

"That man is consciously in harmony with nature's law of system and order.

"Now we come to the concept 'permanent.'

"A house is known by the customers it keeps—not by those it gets. There may be no profit on the first order of Mrs. Jones because the advertising necessary to get her into the store may have absorbed the entire profit.

"Let the Seller Beware."

"In olden times the rule of business was 'let the buyer beware.' With everything else it was different, but when it came to the sordid thing of business the buyer had to beware. The modern version of this is 'let the seller beware.' If you want the permanent patron don't do him up.

"The science of business is the science of rendering service—he profits most who serves best. The square deal in the here, now pays in dividends—it pays in the sordid thing of business if you please.

"But the retailer must be more than square. To have the permanent patron one must give three things—quality always; right quantity; and mode of conduct of his business.

"Q. plus Q, plus M equals service.

"Success in life means the making of profitable patrons.

"The butcher who gives the right quality of meat, but shortens the weight does not secure permanent patrons. That man's service is off on his second Q. The man who puts up his meat in fine packages and delivers promptly does not secure permanent patrons unless he gives quality plus quantity. Neither does the man who gives the right weight and who is prompt in his service and yet sells tainted meat.

"The wagging tongue of a satisfied patron is the best advertisement in the world.

"The wagging tongue of a dissatisfied patron is the worst advertisement in the world.

"But the butcher who gives quality plus quantity and who conducts his business properly is the lucky one. People will go blocks out of their way to buy his product.

"It is obedience to God's eternal laws

SOME OF THE GEMS.

"The man who spills the life-blood of the profits is not a salesman. He is a store-keeper, an order-taker."

"A house is known by the customers it keeps; not by those it gets."

"Failure is stumbling in the darkness of Nature's law."

"Business-building is the art of securing permanent and profitable patrons."

"He did not give me his right Q plus Q—quantity plus quality."

"The science of business is the science of rendering service. He profits most who serves best."

"To have the permanent patron one must give three things: quality always, right quantity, and mode of conduct of his business—Q plus Q plus M."

"The wagging tongue of a satisfied patron is the best advertisement in the world."

"Advertising is the fire under the boilers of business."

"The negative suggestion kicks the football of the mind toward the goal of 'No.'"

"Salesmanship is the art of persuading people to purchase products at a profit."

"There are too many people in the world who lack terminal facilities."

that brings him success.

"When in trouble and you want to find the cause look in the looking glass —that is stern philosphy, gentlemen, but it is true.

"Ninety-nine men out of every hundred you ask why they are in business and they will tell you 'to make money.' That in a sense is true. As society is organized to-day, we must have money. There are four ways to get it—steal it, beg it, inherit it, or earn it. The latter is the only certain way.

"If all the retail grocers and clerks in the country were to die to-night what would become of the people in the morning? This emphasizes the great service the retailer renders. The money you get is to pay for service. If the service is little, there will be little pay. Big services generate the heat of larger pay. There are millions of men losing their eyesight looking for dividends. If they looked towards rendering Q plus Q plus M they would be doing a much greater service to the community. So if any one asks you in future why you are in business tell him that you are in business to render a service to the community.

"The next concept is 'making.'

"Emerson tells us that if a man makes a better mouse trap than his neighbor the world will make a beaten path to his door. That is hardly correct. Very few will tear down the tall timber to get to your door unless you tell the people about the mouse trap—your business.

"I believe in quality, yes, but if we are going to make profits we mustn't hide our light under a bushel.

"Advertising is the fire under the boilers of business.

"Advertise a little and it does not pay. A little fire will not help build much of a business—but on the other hand too much may melt the business. There are many forms of advertising besides the written form. The boosting of the men and women who work for you among their friends is one of the greatest advertisements you can get. One of the worst is the knocking of these people.

"You cannot reap figs from thistles.

"Ninety-five per cent. of the people of the world are employed by the other five.

"To get, you must give. Loyalty and love are queer things. The more you give the more you have.

"You cannot give of hate and disloyalty and get something in return. I know of exceptions. The more you do for some people the less appreciated you are, but I am speaking of the great law of averages—the great law that if you give you shall receive. 'Do unto others as you would have them do unto you,' as the Man of Galilee said, is a great motto to be remembered. The man who builds his business must do unto his customers as he would have them do unto him.

The Negative Suggestion.

What is salesmanship? One of the most potent elements in making permanent and profitable patrons is the law of suggestion. It seems to be the universal habit of order takers to use the negative suggestion instead of the positive suggestion. There are millions of people in stores telling you every day that you don't want this or that.

"The negative question kicks the football of the mind toward the goal of 'No,' the positive question to the goal of 'Yes.' "

To illustrate this Mr. Sheldon told of a purchase he was making some time ago of a collar and cuffs. After making the purchase the clerk said to him, "You don't want any ties, do you?" And he said, "No." That was the natural answer. A few days later his wife pointed out that he ought to have a new tie. He really did want that tie, but the clerk told him he didn't. In another store just three doors away he bought one. The clerk said to him after making the sale, "You will want some more ties in a few days—it will save you shopping again if you take them with you." He purchased three altogether because the clerk told him he needed them, and he almost bought a scarf besides. In fact a few days later when passing the window of the same store he noticed some scarfs in the window, and he went in and bought one.

"One of those stores is no more. You can easily guess which one it is. The clerk should remember that the fault lies not in the boss but in himself.

"Salesmanship is the power to persuade people to purchase products at a profit. A great pod of peas, isn't it? But if you want to make the pod a larger one you can say that salesmanship is the power to persuade plenty of people to pleasurably purchase product at a profit.

Lacking Terminal Facilities.

"I feel sorry for the man who is affected with the disease of knowitallitis. Remember you can't stand still. You must either go forward or backward, and the power to persuade people to purchase product at a profit has never been perfected by any of us.

"The old idea that the glib talker is always a salesman is entirely wrong. Some people talk a man into buying and talk him out of it again. There are too many people in the world who lack terminal facilities.

"You, gentlemen, can make this organization great if you want to by elevating the profession of retail merchandising. To the degree that men fail to co-operate, to that degree are they insane. In any insane asylum the first sign of co-operation means the return of sanity. Co-operation is one of God's first laws. We witness it in nature where the drops of water co-operate and form into one big white drift."

Prolonged applause greeted the conclusion of Mr. Sheldon's address, which was undoubtedly one of the most practical and thoughtful that has ever been listened to by a group of Canadian retail merchants.



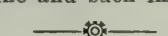
SALE OF ARMS AND AMMUNITION

(Continued from page 143.)

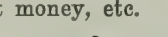
imprisonment for a term not exceeding three months; and, upon any subsequent conviction, to a penalty of three hundred dollars and costs, or to imprisonment for a term not exceeding six months, or to both, and, in default of payment of such penalty, to imprisonment or to further imprisonment for a term not exceeding three months; and imprisonment in each case shall be either with or without hard labor."

7. The following section is inserted immediatedly after section 169:—

"169a. Every one who falsely represents himself to be a constable or other peace officer, or who, not being a constable or other peace officer, makes use of any badge or article of uniform or equipment in such a manner as is likely to make persons believe that he is a constable or other peace officer, is liable upon summary conviction to a fine not exceeding one hundred dollars and costs, or to imprisonment for a term not exceeding three months, or to both such fine and such imprisonment."

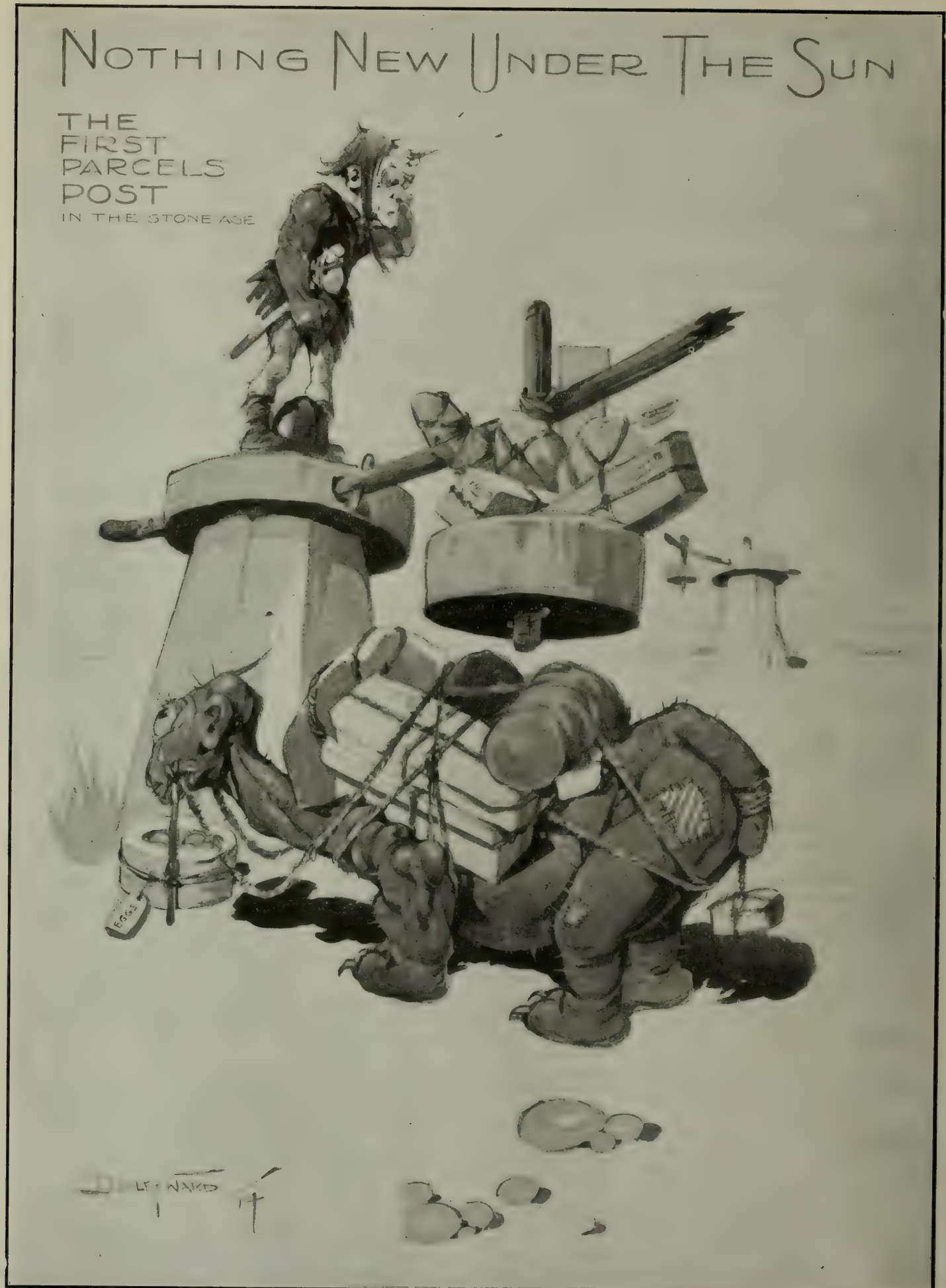


Don't talk about a man behind his back; that is the place to kick him. If you are an employe do not "knock" your boss when he isn't around. That doesn't do you any good, for the only ones to hear you are those with no power to better your conditions. And if you don't like your employer go out and get another one, rather than to kick about the man who is making it possible for you to eat and dress well and have pocket money, etc.



The merchant who trains his own clerks, taking them in while young and requiring them to pass through minor positions to those of greater importance, has a better chance to teach his own ideals and principles of business and his own store policies than the one who selects his clerks from applicants who have had more or less experience. On the other hand, the merchant who goes to other stores for his trained help benefits from the ideas of business that these men bring into the business.

NOTHING NEW UNDER THE SUN



The above is the first of a series of comic business cartoons which Dudley Ward has prepared for The MacLean Publishing Co. There is humor galore in all of Mr. Ward's characterizations, and he is at his best in this series. To apply phases of present-day business life to conditions existing in the Stone Age gives ample scope for the exercise of a whimsical imagination and a facile pen; and Mr. Ward, in his inimitable drawings, gets the most out of his subjects. The next sketch will be "Joy Riding in the Stone Age."

Making Use of New Parcels Post System

Hardwaremen Have Advantage of Local Zone to Help Them in Competing With Mail Order Competition—How Some Merchants Have Used Parcels Post.

WHEN the parcels post system was inaugurated on February 10 the weight limit was placed at six pounds, and information was given out that at the expiration of three months the weight limit would be increased to eleven pounds. An extra charge of five cents was also levied on parcels delivered by carriers. On account of the six pound weight limit, hardwaremen were considerably handicapped on account of the weighty nature of most hardware lines.

The trade in general was very glad on March 6 when the weight limit was unexpectedly increased and the additional five cents charge was dispensed with.

When the subject of parcels post was first broached in Canada, a number of hardware and other merchants were greatly opposed to the system. Other merchants were in favor of the system, and there appeared to be a great variance of opinion as to whether the system, if introduced, would benefit the retailer or work against his interests. It was pointed out that if parcels post was introduced the mail order houses would be the greatest benefactors under the new system. This would undoubtedly have been the case had a flat rate been adopted. The flat rate system was wanted by the mail order houses, and this feature was strongly opposed by retailers and by the trade press.

When the announcement was made that a zone system, with a local zone, was to be adopted, the retail merchants breathed easier.

There still remained some doubt as to whether retailers would make use of the new system or not; but judging by some of the newspaper advertisements of retail hardware merchants, the parcels post system is going to work for the retailer who is willing to go after the business.

Parcels post is here, and in all probability to stay. Our neighbors to the South are making good use of parcels post, they having a fifty-pound limit. No doubt the Canadian limit will be advanced as the new system progresses.

American retail hardware men are making parcels post work for them, and there is no reason why the system cannot be used to advantage in this country. The local merchant has a splendid advantage in the local twenty-mile zone. In this zone a fairly low rate applies.

The accompanying illustration shows a reproduction of an advertisement inserted in a newspaper by the Collingwood Hardware, Ltd., Collingwood, Ont. This advertisement appeals to the farmer, and points out to him the value of his time during the spring. The rates for the local zone are also shown in the advertisement.

There are several seasons during which parcels post could be used by the farmers. During the spraying season the farmer could have spraying material, such as paris green, etc., sent out by mail. During harvest season the farmer might run short of a few balls of binder twine. A phone message "via rural phone" to the retail hardware man would bring the twine delivered to the home of the farmer. Many other lines might be mentioned.

In the accompanying advertisement bolts, screws, nails, snaps, rope, whippletree hooks, bull-rings, sireat collars, etc., are featured.

With parcels post, rural phones, and rural mail service at his command, the retailer should be able to gather in a very fair amount of mail order business from farmers within the twenty-mile zone surrounding the centre in which the retailer is located.

Large numbers of U.S. retailers are making parcels post work for them. Canadian retailers can do the same. Make parcels post a business-bringer for your store, instead of a feeder for the large mail order houses that are now combing the entire country and picking up a large volume of business which is very profitable to them, and which would be profitable to the small retailer if he were able to secure the business.

Important!

To those who have

Rural Mail Facilities

A parcel weighing 11 lbs. can be sent direct to your home at 2c lb.

The time it would take you to hitch up your horse drive to town and return is worth considerable more than that, which you can easily figure.

Spring is nearly here and you will require

Bolts, Screws, Nails, Snaps, Rope, Whiffle Tree Hooks. Bull Rings, Pig Rings, Sweat Collars and hundreds of other necessities

which could reach you quickly by this new PARCEL POST METHOD.

As you think of and discover the things you require, make out a list, jot them down and when ready mail it to Collingwood Hardware Limited and they will take particular pleasure in filling your order without delay.

BELOW IS THE PARCEL POST RATES

1 lb	2 lb	3 lb	4 lb	5 lb	6lb	7 lb	8 lb	9 lb	10 lb
05	06	07	08	10	12	14	16	18	20

11 lb.
22

For first Three months 6 lbs is limit of weight.

Collingwood Hardware
LIMITED

Phone 131. Collingwood, Ont

In preparing goods for shipment by parcels post, dealers should bear in mind the following regulations issued by the postmaster-general:—

For instance, in regard to eggs, it is recommended that a papier mache, wooden or other box of a rigid material with a tight-fitting lid be used; that each egg be wrapped separately in newspaper or other protecting material and fill up the vacant spaces carefully. In addition, the parcel is to be clearly marked as containing eggs.

Specific regulations are given as to the methods in which liquids, oils or fatty substances must be packed in order to be sent through the mails. Strong wooden or heavy cardboard blocks or tubes are necessary, with a cushion of some absorbent material to take up the liquid in case the container should break. Further, every precaution must be taken to make the block or tube water-tight. Manufacturers or dealers who intend to send such articles in quantities are recommended to submit a sample package to the officials, so that the conditions are seen to be observed.

Further all parcels have to be prepared in such a way that the contents can be easily examined, and the sender's name and address should appear on the cover of the parcel.

DATES FOR WESTERN CONVENTION.

The convention of the Retail Merchants' Association of Western Canada will be held on March 23, 24 and 25, at Moose Jaw, Sask.

It is expected that close on a thousand delegates will attend the convention and all matters regarding transportation will be left in the hands of officials at Saskatoon.

The following are the Moose Jaw committees appointed to arrange the details of the convention:—

Accommodation and reception committee—G. Morrison, H. A. Davidson, N. J. Porter.

Programme committee—W. R. Eccleston, Williams, and E. O. MacGinnis.

The arrangements for the entertainment of the delegates will be left in the hands of the general executive, of which body E. O. MacGinnis is the secretary.



Display of tools by W. A. Dopson, for Dunlop & Co., Pembroke.

Window Displays That Expand Sales

Novel, Yet Practical Displays by Dunlop & Co., Pembroke, Ont. —Show Windows, if Used Properly, Will Pay Big Returns — Household Goods Display to Interest the Ladies.

THE show window of the retail hardware merchant is the salesman who stands at the front of the store and attracts the attention of the passer-by. There is practically no limit to the value of your show window as a salesman. Whether the show window will be an expert salesman or an ordinary every-day clerk depends altogether on the merchant or his window-trimmer.

Money and time spent in arranging window displays is money and time well spent, and the investment is one that will yield big returns.

The show window is one of the best, if not the best, advertising medium at the command of the retail hardwaremen, and the latter should take every opportunity to keep his windows up-to-date.

Three Good Displays.

In the accompanying illustrations we show three displays arranged by W. A. Dopson for Dunlop & Co., Pembroke, Ont. In each window we find novel, yet practical features. The novel features attract the attention of the passer-by, and he cannot view the novel features without being impressed by the display of practical goods which are also shown.

Household Goods Display.

One window is devoted to a display of household goods. Here we see a display of goods particularly interesting to the ladies—a desirable class of customers for the hardwareman. Wash-day and housecleaning needs particularly are featured. The background is appropriately made of brooms, while lengths of clothesline are suspended from the ceiling. A price card shows that the price of the brooms is 50 cents each.

Dustless mops are also featured, especially at one end of the window, where a neat display has been artistically arranged. A washing machine with wringer attached is the centre of attraction, while tubs, boilers, washboards, brushes, polishes, clothes baskets, scrub-brushes, etc., are also displayed. In the centre of the display is shown a large showcard bearing the words: "Enemies of Dirt." In the window there is indeed a splendid array of enemies of dirt.

Another good feature in connection with this display is the use of price cards, showing prices in plain figures. These cards were neatly gotten up, and add greatly to the value of the display as a selling medium.

Oil Heaters, Bathroom Fixtures, Etc.

In display No. 2 we see a novel and attractive display of oil heaters, plumbing fixtures, etc. Quite a number of oil heaters were sold as a result of this display, and numerous inquiries were made for bathroom fixtures and plumbing goods. The cardboard cut of the children looked very lifelike, and attracted considerable attention.

The scene represented the interior of a bathroom.

Tools, Etc.

In display No. 3 is shown a neat array of tools, including carpenters' machinists', electricians', and other mechanics' tools. The background of the display was made of machine oilers, saws, squares, hammers, and draw-knives.

A fire pot in one corner of the window attracted a great deal of attention on account of its realistic effect. Suspended from three cant hooks was a chain with the fire pot attached. Under the fire pot were several pieces of wood, the ends of which had been previously charred. Hid among the wood was an ordinary globe covered with red tissue paper. Strips of red and yellow tissue piper were tacked to the pieces of wood. An electric fan below kept the pieces of tissue paper

in motion, and with the red glow from the covered globe, the whole made a splendid representation of a blazing fire.

These displays were arranged for the purpose of expanding sales, and no doubt accomplished the purpose.

Immediate results are not always obtained from window displays, and many window trimmers, especially amateurs, have often been discouraged over not having made a large number of immediate sales after a display had been arranged. A good display has a far-reaching effect, and enquiries will often result months after the display has appeared.

Essential Feature.

One important point that should be observed when arranging a window display is to embody in it an attention-compelling feature—a pertinent selling talk or argument that presents the subject in a simple, novel manner, so that it will be viewed and understood by the hurrying throng.

In order to fulfil the mission for which it was intended, the display must be looked at by passers-by, and in addition to attracting attention, it must hold it long enough to create the desire for possession. People are usually in a hurry, and they must be attracted by something more than bulk. The real business-bringing window should be as attractive and yet as simple as possible in order to enable the spectator to catch the point or argument. It is essential to be consistent and persistent in keeping your show or advertising window constantly before the public in an attractive and educational manner.

The window in which the display is changed regularly, and which contains displays that appeal to the public, will be watched closely. The neglected or spasmodic window will usually be passed unnoticed.

The show window is the place to teach the interested public the points and arguments you wish them to learn, and the success of a display or advertising window depends largely upon its appeal to the public.

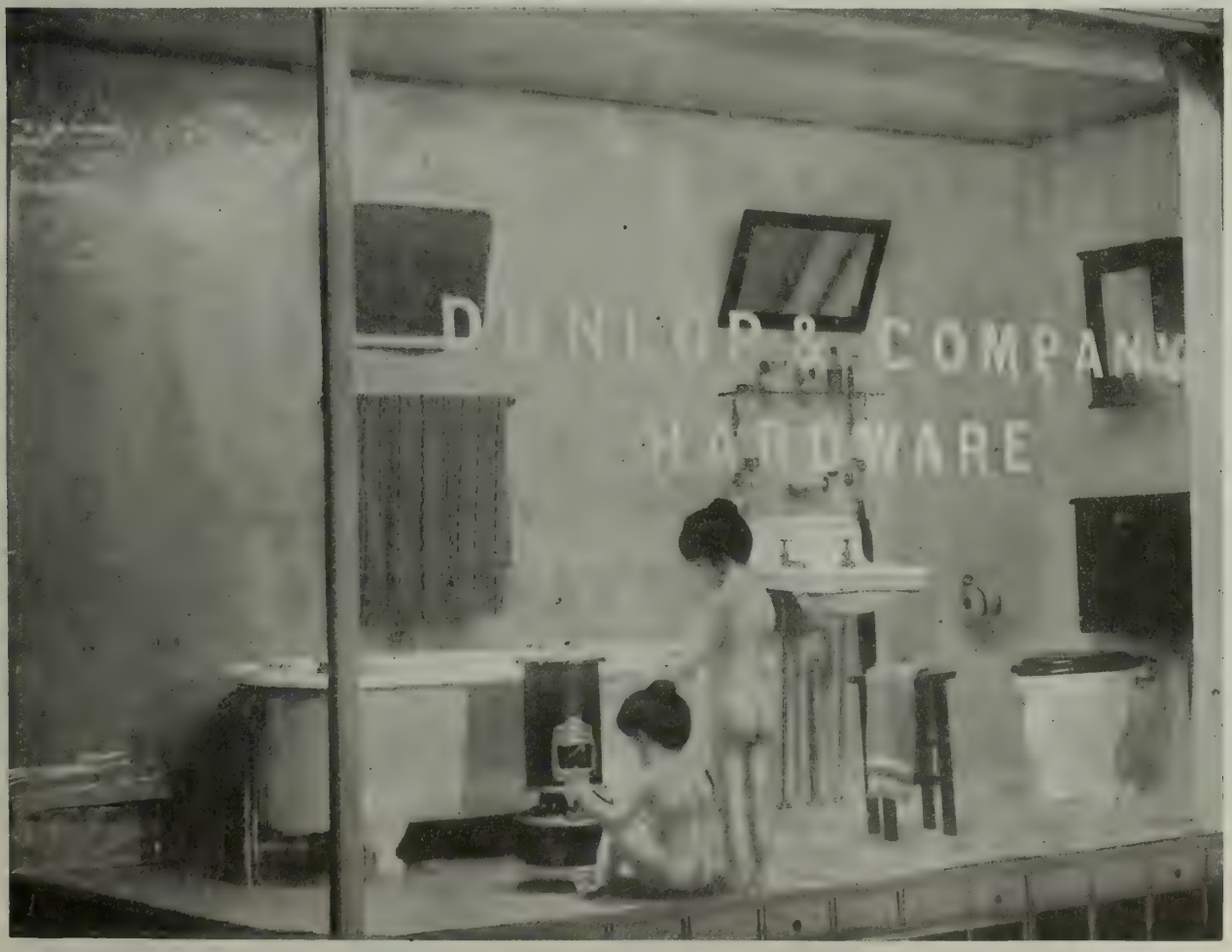
Window Displays.

During recent years there has been a remarkable development in the window-trimming of retail hardware merchants. This phase of retail merchandising is closely followed by Hardware and Metal, and each year an annual Christmas window contest is held. With each succeeding year there has been a marked improvement in the displays submitted and growing of wider interest. When the prize winners were announced in Hardware and Metal a few weeks ago, one of the judges in his report stated as follows:—

"The annual Christmas window contest of Hardware and Metal has been growing of wider interest with each succeeding year, culminating in a truly inspiring contest at the close of the past year. Not only was the number of contestants larger, but the representation from the various provinces was more thorough. The West was particularly well represented, many photographs being submitted by Western trimmers.

"An outstanding feature was the very markedly high quality of the displays submitted. Those who have seen the trims sent in year after year, as the writer has done, cannot help but have noticed that the quality of the work has been gradually getting better. Year by year hardware window trimming has advanced. It began on a comparatively low standard and has now attained a stage where it ranks with the best work seen in any other trade.

"It is undoubtedly fair to ascribe a share of the credit for this development to Hardware and Metal. The articles



Display of oil heaters and bathroom fittings by W. A. Dopson, for Dunlop & Co., Pembroke.

which have been given to the trade have helped materially in creating a realization of the importance of window displays as well as educating the display men to do a higher grade of work. For many years Hardware and Metal has reproduced window trims of all kinds of goods. The writer knows of several hardwaremen who have clipped all pictures of windows which have appeared and have filed them away, using them constantly and to good advantage in arranging trims themselves. Finally, the annual Christmas contest had done a great deal to educate the hardware window trimmer; a fact most amply attested by the improvement seen each year in the quality of the displays submitted.

A Difficult Decision.

"The awards announced last week were reached with great difficulty. When the judges settled down to the task of selecting the six best trims from the two huge piles of photographs before them, they realized that their task was far from a light one. As the work advanced, this impression deepened. There were so many really splendid windows submitted that to make a fair selection entailed the closest and most exacting scrutiny, the study of detail and the careful analysis of general effect. We feel, however, that the windows finally selected were the best of the lot when passed under the close scrutiny and rigid examination that was found necessary. Our reasons for ranking the prize winners in their respective order will be outlined later.

"It should also be explained that the judges faced another very grave difficulty. Many of the best displays were shown on small and indistinct photographs. In several cases it was practically impossible to appraise the worth of a window because the print was too poor to show up the details. In other cases, the photograph was sufficiently clear to demonstrate that the window had been a good one but not good enough to make the display attractive appearing. Would the judges be justified in eliminating contestants whose photographs handicapped them in this way? This question was debated at some length and regretfully the judges felt impelled to rule in the affirmative in a number of cases where the prints were very indistinct. A number of others were considered strongly, however, and one was awarded a prize."

Hardware and Metal will during the next few months publish some excellent reproductions of window displays from which hardwaremen and their clerks will be able to glean many valuable pointers.

Window space is too valuable to be wasted and means loss of business and profits to the merchant who overlooks this important sales creating end of his business.

REMARKS OF THE JUNIOR CLERK.

Would you hire yourself for the job were you the boss? Introspect.

* * *

There is no room up-a-head for order-takers, but a welcoming hand—filled with gold—awaits the salesman.

* * *

A narrow man never yet made anyone happy—not even himself.

* * *

Failure is more often due to a want of ideas than to a want of capital.

* * *

Every good thought you send out is a silent power, working cheerfulness in the heart of someone—and helps you as well.



Display of household goods by W. A. Dopson, for Dunlop & Co., Pembroke.

From Millinery Clerk to Steel Magnate

The Life Story of One of America's Best Known Steel Magnates—Telling of Struggles and Victories Which in the End Spelled Success.

Written For Hardware and Metal By C. P. McDonald

I WAS talking with the vice-president and general manager of one of the world's greatest steel companies. We were sitting in his richly appointed office in Chicago.

"Facts", I told him, "always make good reading. I have heard that your rise to power in the steel business is the result of hard work, self-denial, constant application, deep study. The actual facts concerning your career ought to be engrossing. You've reached the top. Why not let the many readers of Hardware and Metal know just how you did it? Such a narrative always is an incentive for harder work on the part of ambitions young men. Such business romances point a moral —a splendid one—the moral of men who decline to recognize failure."

For several minutes he sat and weighed the proposition. Finally he declared, "I'll do it, for I believe you're right! Modestly, however, prompts me to ask you to withhold my name."

"We will omit the name," I assured him. "Hard facts, not names, give these sketches their human interest appeal."

Settling comfortably back in his swivel chair, he told me the "story of his business life."

There are a lot of men in the world who argue that sucess is the natural result of concentration. When a young man applies to them for advice on how to become a really successful business man, the answer almost invariably is "Concentrate, young man; concentrate. Get a good job, nurse it, study it, and put all your application on its development."

In the abstract it's a good line of argument; in the concrete, however, it's altogether too theoretical. I believe it's better for the young man to first get a job in which he can throw every ounce of enthusiasm he has, master it, and then concentrate. The greatest failures in the world have been men who concentrated on jobs that they did not like and for which they had nothing but false enthusiasm.

It took me a long time to work my way up to the concentration point. My preparatory course was thorough, and when things finally began to move, they moved swiftly.

In order to stick closely to the facts and circumstances that molded my career, I must resort to stereotyped explanation and phraseology in certain details. No life romance is complete without them. So, to begin with, I was born on a Pennsylvania farm, the starting point—if biography is to be taken at its face value—of many of the world's successful men.

When I had attained the age of fifteen my father died. Up to that time I had attended school regularly. His death made it necessary for me to get out and hustle for my mother and myself. Taken from school at that age, a chap is hardly expected to go out and set the world afire. So I didn't do anything that wasn't expected of me. I went to the boss of a wholesale and retail dry goods and millinery establishment and applied for work as a clerk.

Every hardwareman, and especially hardware clerks, should read the accompanying article, "From Millinery Clerk to Steel Magnate," written by C. P. McDonald, in which is portrayed a true life story of one of America's most successful business men, telling how he began his business career as a millinery clerk and after overcoming many obstacles rose to the position of Vice-President and General Manager of one of the world's greatest steel companies.

The proprietor of this store had been a close friend of my father's. He realized that my application needed consideration, so he offered me a clerkship at $1 a day. He was a thorough accountant, and when I entered his employ I made it known that I wanted to learn bookkeeping. Willing to help me advance, he readily consented to put me through the paces.

There's the very beginning. The curtain has risen on the first act. Now for the development of the plot. I lived at home with my mother, and how she managed to get along on $30 a month for those first few months I can not imagine. I studied bookkeeping after business hours. Many a long night I sat by an oil lamp far into the early hours of the morning mastering the intricate knowledge of double entries and trial balances. It was all part of the day's work and it meant better things in the future.

I had no fondness for the dry goods and millinery business, but I studied it just the same, for in those days money was the thing I had to work hardest for. You can't very well think of the vice-president of a big steel company knowing all about straw, willow plumes, and paradise feathers, can you? Stranger combinations may be found, however, without undue search. I know a lumber manufacturer, for example, who can tell you more about typewriters and band saws than the makers themselves. I know a restaurant proprietor who has an inexhaustible fund of knowledge concerning the manufacture of gunpowder and high explosives.

At the end of six months, having spent many hours in the millinery department of our store, I acquired an insight into the hazy building of women's hats. I took up each article systematically and studied its composition. I analyzed straws and experimented with fabrics, and the weaving of ribbons. One of the head salesmen threw up his job one day. I went to the boss and asked for the job. He laughed, telling me to go up to the millinery department and get an education. I told him I already had done so. He was a little surprised. He twitted me about my age. I was a husky chap for my years and I told him I'd easily pass for a man of twenty-one.

"Give me this position," I said, "and I'll take all the risk. Pay me a percentage and cut out the salary. If I don't sell any goods you'll be out nothing but my expenses. I know I can sell millinery supplies."

I finally convinced him. I took my sample case and went out after the game. I bagged it, too. You can sell goods if you know your line and can talk from the standpoint of familiarity with every thread that goes into their composition. I could talk that way and I did talk that way to my customers. A hardware clerk, for instance, who knows the composition of his wares, who can talk with manufacturing wisdom about the superiority of a certain steel saw over an-

other, can make a sale where the clerk who knows only that 'it's a good saw because the makers say so' will fall down. People don't like to buy goods from a clerking machine; they like a salesman.

Right here, if you'll permit me, I'd like to digress long enough to say something anent retail salesmanship. I once talked with a high executive of a big Chicago concern. He began life as a lowly clerk. He did not, however, long remain a counter man. He developed ideas and brains, and to-day he's worth a lot of money and is an authority on the hardware business.

"When a customer enters a store," he declared, "and a clerk meets him with a smile, sells him an article or two that the customer asks for, gets the money, and then wishes him a polite good-bye, it's very nice—so far as it goes. But a penny in the slot machine could do it nearly as well. That's not salesmanship; it's just a human machine filling orders.

"A store spends money advertising the stock, trimming the windows, and in fitting up attractively. All this is done to draw trade inside and give the clerk a chance to do his share. If he does no more than ask the customer's wants and then supply them mechanically, a twelve-year-old $3-a-week-boy would do as well. He might argue that a customer doesn't want to be nagged into buying things he doesn't want. That's perfectly true. But the average man does like suggestions of things he does want, and there's nearly always something he would purchase if he could think of it and found what he wanted. It's the clerk's business to do the thinking for him—up to a certain point.

"Some clerks sell a man a razor. Then, as they reach for the money, they repeat a sing-song formula, 'Any nails, a hammer, a screw driver?' and so on, like a waiter in a cheap restaurant. That's not suggestion. Here's a way to produce better results:

" 'There's a new razor strop that seems to be the present fad, and we've received the first ones here.' Usually something like that can be found without fabricating, if the store is a progressive one, and the clerk can reach for it while making his talk. The words interest a customer in a moment—the new strop interests him a moment later. He may not like it, but while he is looking the clerk can bring out something different—and there's a good chance he'll sell him. By this time the clerk is on good terms with the customer and the conversation has grown easier, and if he lets one thing lead to another it ought not to be hard to add something else to the article the man wanted when he came into the store.

"That's the difference between a clerk and a salesman. But don't think the man who forces sales on a customer and worries him into buying is making good. There's a difference between selling a man something he wants and something he has no use for.

"You'll find men who religiously avoid certain stores for fear something they don't want will be unloaded on them. That hurts business. The clerk should remember there's always something else the customer needs and will find out what it is by suggestion. The customer naturally won't regret buying that."

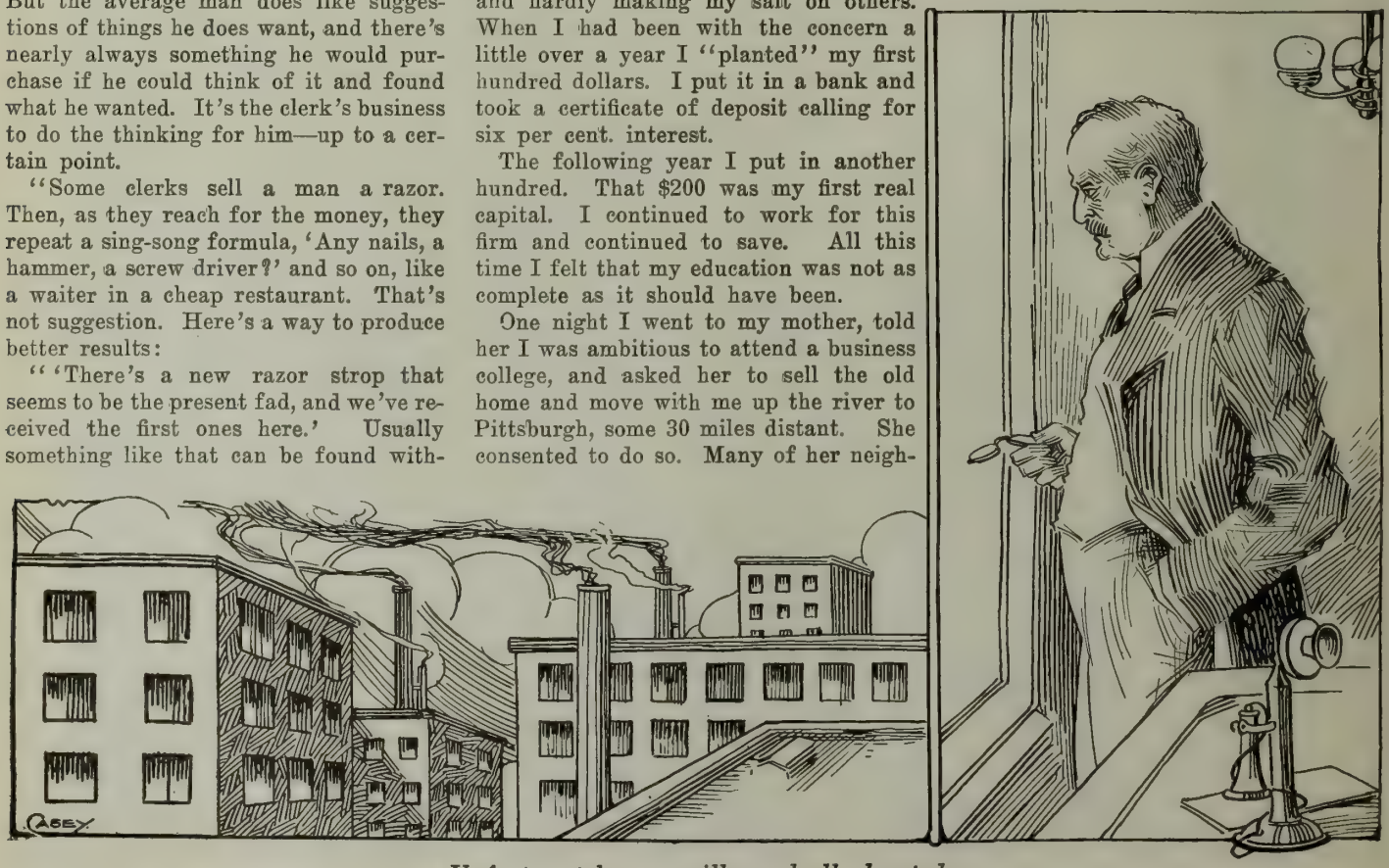
Now to continue with my story. I went out just before the opening of the season, and my commissions for the first day out amounted to $16! I made several trips during the next six months, making good money on some of them and hardly making my salt on others. When I had been with the concern a little over a year I "planted" my first hundred dollars. I put it in a bank and took a certificate of deposit calling for six per cent. interest.

The following year I put in another hundred. That $200 was my first real capital. I continued to work for this firm and continued to save. All this time I felt that my education was not as complete as it should have been.

One night I went to my mother, told her I was ambitious to attend a business college, and asked her to sell the old home and move with me up the river to Pittsburgh, some 30 miles distant. She consented to do so. Many of her neighbors tried to induce her not to make the change, telling her the cost of living was higher in Pittsburgh, we would have to pay rent, and most of them prophesied we would be glad to return to Beaver Falls before many days. I promised her faithfully she would never regret the change. She took my word in preference to that of her neighbors, we migrated to Pittsburgh, rented a cosy home, and began all over.

I took a course in a commercial college and graduated, studying mostly at night time. Meantime I found employment as bookkeeper with a dry goods and notion store at $12 a week. I followed this work for about two years, when an opening at $15 a week came to me from a retail grocery concern. I took it, sold beans, coffee, and so forth, over the counter during the day and balanced my books at night. Midnight often found me poring over my ledger. This consumed three years more of my life.

One day I got acquainted with a young fellow who was in the rolling mill and steel business in Pittsburgh. A mutual attachment sprang up between us and we became great friends. He told me he was thinking of going to Portsmouth to start up a mill. I had about a thousand dollars at that time and asked him to give me a chance to join him in a small way. He told me he'd let me know. Soon after opening his Portsmouth mill he wrote me to the effect that



Unfortunately our mill was badly located.

the directors had decided on employing a local man to keep the books. A few months later, however, he wired me offering me the job. The grocer was unwilling to let me leave, but as I considered the change the turning point in my life, I accepted the mill employment.

I kept the books of the rolling mill, the steel plant, and the company's general store, at which they sold supplies to the workmen. I started with a salary of $100 a month and received an appreciable increase from time to time.

Again the selling fever seized me. I wanted to go out on the road and place orders for steel, for I had in my spare moments concentrated on learning the steel game. It was a business that appealed to me in every respect. The more I looked into it the more I became infatuated with it, and I felt that I at last had found the proper niche in life. Two years of my life had been spent in the mill, and there wasn't an intricate phase of the business that I didn't tackle with supreme confidence. Confidence, I believe, is what many business men confuse with concentration.

I went on the road and I made good. I say this with pride, for I was an exceedingly young man to buck up against the arguments and the selling knowledge of the veteran salesmen who were selling the goods of our competitors. While I was away on one of these trips for the mill the directors of the company had a meeting, at which I was elected treasurer, one share of stock being given me in order that I might qualify. Many long hours of the night I spent at the mill with the superintendent, going over the plant thoroughly and acquiring a steel education.

So successful were my invasions in the steel market that I finally was boosted to the head of the sales department, a position now dignified by the term "general sales manager." You see I had knowledge of the manufacture of our product, how the material was prepared, the different qualities of materials for different classes of work—all details connected with the producing end. Thus I was able to talk steel, its ingredients, and its future. In brief, I knew my goods—I was not a mere order-taking machine.

Unfortunately our mill was badly located, being on the Ohio River. About the only time we could profitably operate was when business conditions all over the country were above normal. The mill had been leased for five years. At the end of that time we closed down. We were a mile and a half from a railroad. I was the last man on the grounds. I stuck and disposed of every ounce of material we had.

I returned to Pittsburgh jobless. Going south, I took a little flyer in the cotton business. Ague and fever got me, and I went back to Pittsburgh. I simply counted this a lost year and began all over.

I found employment as general sales manager with a big iron concern, manufacturing what is known as fine finished sheet steel. They took me in because they had built a new mill, which turned out exactly the same steel as the original mill, and they wanted me to create a market for the output of both branches. They knew my history and my ability, and it was because I could go out and land orders that the job was created for me. I worked hard on this new job, going as far west as Omaha and as far east as Boston. I kept both mills busy with the generous orders I captured. For five years I devoted my time to this concern.

I had accumulated a few thousand dollars in these years of hard work. I wanted to get into harness for myself, where my money would earn more than it would on investment in notes and mortgages. The directors knew my ambition and suggested that I take the interest of one of the retiring partners. I told them I'd be glad to, as the mill was a going concern, making big annual profits and paying commensurate dividends.

I went on the road for a three weeks' trip, and while I was away the stockholders got to fighting among themselves as to who should take over the shares of the partner. My trip was the best I ever made from a sales standpoint, and I went back to the mill feeling jubilant. One of the first things told me by the president was that, in the general melee, they had been unable to save any of the stock for me. I told him that meant my resignation. The president said no; he wanted me to stay with them, and he'd see that I got a substantial increase in wages.

I replied that I would work for nobody in whom I did not have absolute confidence. "I do not work for a salary," I said. "I work for people because I like them and because I enjoy working and being associated with the business. You've destroyed my confidence, and it would be a loss of time for me to continue in your employ." I resigned.

I applied to another Pittsburgh iron company for work. This was a larger and more dignified institution; one of the best in the country, in fact, and the only mill in the United States that ever made a success of planished iron, the blue iron found in locomotive jackets and on stove pipes. About forty sheets of this iron are brought to a cherry red heat and hammered, the friction between them polishing it. In Russia this is hammered by hand and made by convict labor.

The president of this company insisted that I confide my grievance to him. I did so. Then he said:

"Merritt, we've got a plant a few miles from Pittsburgh grinding out common sheet iron. You know the processes and formulae for making fine, high-finished sheets. We'd like to convert this plant into one that will turn out just such material. You know how to do it. Will you take charge up there and make the desired changes? It means money for both of us."

I told him I would if the superintendent of that plant was a man who had the interests of the concern at heart and would follow out my instructions. The president replied that the superintendent would work under me, or they would get a superintendent who would.

The superintendent proved to be a chap who was up to the minute, and he worked hand-in-glove with me. I went to work in earnest, and within a year we were making as fine-finished sheet steel as could be found in the country. Possibly it was a little better grade and finish, for we steered a lot of stove-pipe business away from the concern I formerly had been connected with. For this work I received $3,000 a year, nothing fabulous compared with the present-day compensation.

Having practically put the plant on its feet, I became dissatisfied with the small town in which it was located. The president wouldn't countenance my leaving, so I was put in charge of the Pittsburgh office, representing both plants. I stuck to this job for five years, and put away, counting what I previously had saved, $20,000. With this much money to my credit and still possessed of the craving to become my own boss, I went out among my friends and organized a company for building a steel plant and rolling mill in the natural gas belt of Indiana.

We constructed this plant, and had it in operation in 1892. The following year witnessed the bank panic of '93. We had to brave the perils of that year without having the advantage of a big start. It was a tremendous undertaking for a new company. No two directors of our company lived in the same town, and the responsibility for the profitable operation of the entire business fell upon me. When the panic was at its worst—on the 1st of August—I had my plant in full operation.

In January and February I used a little common sense. Already the advance heralds of the oncoming panic had sounded their cries of warning, and I had gone out into the market and sold everything I could on contract when prices were high, deliveries to be made throughout the year.

For a time I really didn't know how we were going to meet our pay-roll. I thought I knew enough about the steel

business to sell at the high price, for in this way only could we obtain the advantage of operating our plant while most of the other mills of the country were forced to shut down.

Having seized time by the forelock and assured the uninterrupted operation of our plant, the only thing I had to worry about was the paying off of my help every two weeks. Our pay-roll at that time amounted to about $18,000, and wages had to be paid in cash. We had five hundred men working for us, tonnage men averaging $3 a day and other salaries running as high as $20 daily, according to the amount of work turned out and the skill of the workmen.

Things were running along beautifully, when the Indiana bank with which we had our account went to the wall. Our capital was tied up for over a week, and the only way we succeeded in getting money enough to pay our men was through quick trips I would make—weekly or semi-weekly—to Chicago and St. Louis. On these trips I sold material to my customers—many of whom were hardware manufacturers—for cash. Even then there were few who had the ready money with which to pay for what they bought. But I managed to stem the tide.

We shipped steel and iron only to those who paid cash, their orders being, in many instances, drawn against the contracts I had had the foresight to make early in the year. We sold quite a lot of goods to people who couldn't get them anywhere else, because for about three months ours was the only mill in full operation.

Our men didn't lose an hour's time during the entire period of the bank panic, and we didn't ship out a ton of goods on credit. We had considerable outstanding bills we made no effort to meet. Also we had much money tied up in bills receivable on material shipped before the panic which we couldn't collect. I met our creditors personally, explained the situation, and told them they would have to wait for the money we owed them until the money other people owed us came in.

We made a good profit during all the summer and the remainder of the year, while the other mills were idle. By keeping our plant going, we worked off many tons of high-priced raw material on which there otherwise would have been a big shrinkage. I took pride in knowing that, through the use of a little common sense and forethought, I had saved our company from going into bankruptcy. By the following July we were on our feet, had paid off all our outstanding indebtedness, and declared our first dividend.

I continued to run our plant successfully, our business increased steadily, and we never lost a single day for lack of trade. A few years ago, during the general consolidation, our plant was absorbed by the American Sheet Steel Company.

The big gun of this corporation called me to his office one day.

"Merritt," he said, "I want you to take what I'm going to say to you in the right spirit. I'm a man of few words, and I always speak from the shoulder. 'Never mince words' has been my motto ever since I entered the steel game. You're a mighty valuable man. I don't think there's a person in the business today who knows as much about steel and steel-making as you do—and I don't except myself either. You've got to stay with this company and give us the advantage of what you know and of your ideas. You never know when a panic is going to hit you. One might come along any day, and the way you handled the situation back in '93 convinces me you could do it all over again. You're our general western manager from now on."

Such a talk with the biggest steel man in the world—from my point of view—was gratifying. It repaid me for all the long, bone-racking hours I had put in at bookkeeping and in learning steel. I stuck for a year, and then the fever again got me. I just couldn't work for anybody else.

I went out and scoured the city of Chicago and got together a crowd of men who were business men from the ground up. They were connected with a steel plant just a few miles outside the city limits, and the result of our first conference was that a new plant was erected at Indiana Harbor, on the lake front. The choice of this location was the outcome of long argument on my part. I finally had my way, and I chose the present site because of the railroad and water transportation facilities, which meant the saving of much money because of the low hauling charges.

Our company there was organized for $200,000. Later, from a stock dividend we increased this capital stock to $300,000, and when we sold out, a few years ago, we had a surplus of over fifty per cent. I made quite a lot of money during those nine years of continuous operation, and with every cent I got hold of I bought stock in the steel company. Whenever there was any offer of stock that I could handle I would buy it at whatever was the market price, using the stock I already had paid for and the bank's collateral for borrowing money in order to pay for the new stock. That is how I increased my holdings in steel. When we disposed of the plant I was one of the largest stockholders.

Perhaps a word on salesmanship would not be amiss before I close this frank interview. I attribute my success in selling steel to the fact that I never took advantage of a customer, never made a misrepresentation, and always did what I told my trade I would do. I kept tab on the trade, and when a customer was in the market I knew what kind of steel he wanted. The study of steel products which I had made in the mills made me thoroughly conversant with the manufacture and the physical properties of the steel work to be done, and when I talked with a customer I was able to adapt the quality of steel to the work he was to undertake.

You'll find a lot of steel and iron I sold scattered all over the universe. It's to be seen in refrigerators, refrigerator cars, roofing, building sidings, stove pipes, stoves, tools, nails.

You'll also find that, because I knew my goods, I was able to pull off the biggest individual sale of sheet steel ever made. This one order weighed 1,500 tons, and represented a cash outlay of $105,000.

So there you are. Make whatever yarn you may out of my career, adhering to the facts. Hard facts, I have found from observation, generally make good reading. What a man does in fiction and in actual life are mightily different propositions. After all, it isn't such a far cry from a Pennsylvania farm to the vice-presidency and general management of one of the world's biggest business institutions. What I've done any young man could do if he applied himself. Term my own unvarnished career the result of concentration or of determination. What does it matter? When you once take the business bull by the horns you've got to throw him or be ground to death beneath his hoofs. If a man has the true business instinct, the happiest moments of his career are when he is battling to keep pace with or forge ahead of the other fellow. Other moments herald the coming of failure.

Young men of the present generation know nothing of romantic business. They've been swayed by circumstances to which, for the most part, they've adjusted themselves. Some of them haven't seen the necessity for adjustment. Witness the street sweeper, the coal heaver, the hod carrier—derelicts of human endeavor who have steadfastly refused to see the light; hulks of men who will continue to grope, in all probability, until death puts an end to their muscle-strained careers and failure, victorious, starts in pursuit of other flotsam and jetsam.

In the days of older generations, so the narrative runs, romance stalked through the highways and byways of the universe. Defeat was an unknown quantity in those halcyon times, and perseverance, pluck and energy formed the

nucleus of big attainment. Achievement was the result of battle—conflicts of brawn and brute strength, cunning and perceptive wit.

Romance? Why, in the olden days it was a pronounced synonym for business. It strolled hand-in-hand with adventure. It sought out the rough passages, the unblazed trails, and accomplished things—big things. It stood for zest, vigor, enterprise. The generation immediately preceding the present one did not feel the keen cut of adversity's blade, the hot sting of backwardness. It was a generation of men, big men, whose taut sinews were pressed against the wheels of progress until the rim seared, bruised, and oftentimes lacerated. But the wheel moved on apace; it was not permitted to settle back into the rut from which it had been rolled.

Romance in business no longer exists. Opportunity has supplanted it. The steel rails of progress now wind their glittering serpentine bodies across the researches of the universe. Machinery and modern practice thrill the globe with detonating grumblings. Science has bored its way through the tangled underbrush of past business forests.



DICTATED BUT NOT READ.

By Oscar James Vogl.

At a recent banquet of commercial men in Chicago, says "Patton's Monthly," a prominent importer of American machinery from Buenos Ayres told the story of a merchant in his city who received a letter from a concern in the States marked "Dictated but not read." He promptly returned the letter marked: "Read, but not noticed."

The notation, "Dictated but not read" on a letter is not only a breach of business etiquette, but an insult to the recipient. If you do not deem it of enough importance to read the letters you dictate, do not expect your prospective customers to read them.

If you cannot engage competent office help to entrust with the mailing of your letters, do not expect any prospective purchaser to trust you with his business.

If you intend to hide behind the phrase, "Dictated but not read," do not be surprised if your competitors get your trade and ridicule your business methods.

If your letter should act as a written representation of your business, as a mail representative, make it appear as well as possible.

If you would not engage a disorderly salesman, a slouchy traveling man, or an intoxicated collector, do not rubber stamp your letters, and for the sake of business etiquette leave off that line: "Dictated but not read."

Why the Advertiser Succeeds

By B. G. Newton

WHY is it that during the last few months when money was admittedly tight, the merchants who advertised the most felt the pinch the least?

And how is it that now, when the circulation of money is less restricted, the merchants who felt the pinch the most will be the last to experience relaxation and relief?

The same wisdom and foresight which prompts a merchant to advertise will naturally guide him in forming his whole selling and general business policy, and, like a good general, he is prepared for every contingency and emergency.

The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

He had faith in the goods he had to sell, and his own faith manifested in a public way, inspired confidence in the minds of his prospective customers. His name and his manufactured product became synonymous with good service and satisfying quality. The public became acquainted with the merits of his line and familiar with its outstanding features.

Consequently, when conditions were normal, he secured a liberal share of business and received first consideration when purchases were made.

When money tightened and business was curtailed, he continued to get the lion's share of what was going. When purchases were carefully considered the advertised line received first attention and usually secured the order.

And now that the financial tide is coming back, the advertiser is getting the biggest slice of the business melon, simply because during those cloudy days of curtailment, his advertising message had been studied and absorbed at a time when the public mind was most receptive.

It pays to advertise if your line is good, and it pays to buy advertised lines, because they are invariably satisfactory. The general public have long been educated to believe that advertised goods are best. Can't you see that you are laboring, not only under a handicap, but under a cloud, if your goods and store are not advertised? Publicity dispels the cloud of suspicion and removes the handicap.



On the highway of success you can go as far as you darned please without fear of getting pinched.

* * *

"Some men resolve to earn a little more than they spend, and the wiser ones resolve to spend a little less than they earn."



What One Hardwareman Has Done

An Article Telling How a Local Market Was Developed—The Importance of the Local Market Should Not Be Overlooked by Hardwaremen—Monthly Horse Fair and Annual Poulty Exhibition.



Crowd Attending Horse Fair at Durham.

By Byron J. Morrow.

THE farmer is the backbone of the trade of the small town hardwareman. This is a self-evident assertion and there is no probability of its being disputed. It follows then that the hardwareman who has a good agricultural section to cater to should adopt every means possible to get closer in touch with the agriculturist.

The importance of the local market as a direct means of bringing the farmer into town and an indirect means of getting him to shop regularly is a point which is sometimes overlooked. There are any number of towns and cities in Canada where the market is allowed to languish or even to die out entirely. It invariably happens that the passing of the weekly market brings with it a cessation of growth, gradually turning into the condition of torpidity into which so many towns seem to have fallen. The reason is not hard to find. With the loss of the trade which an active market is bound to create, the commercial interests of the town suffer, and the inactivity of the merchants is soon reflected in all phases of town life.



WM. BLACK.

On the other hand, is it possible to point to a town which boasts a busy weekly market and which at the same time is not showing a healthy growth? We trow not. Certainly it is impossible to cite an instance where the possession of an active weekly market is not associated with a decidedly brisk tone in commercial circles. The weekly market is indispensable to the local merchant.

In some progressive towns the merchants are not content to confine their efforts for getting the farmer into town to the weekly market. They organize special sales and fairs with the object of bringing people to town with money to spend.

In this connection might be cited what the town of Durham has done; or rather what William Black, hardwareman, of Durham, has done. Mr. Black is an active, progressive, one might even say dynamic business man, who has a keen insight into the many problems which confront the merchant. In addition he has been four times mayor of Durham, and has an equally keen insight into the question of civic growth and prosperity. On both points he became convinced that what was needed was a closer relationship with the surrounding districts.

Accordingly the plan was adopted of holding regular monthly horse fairs. In an active publicity campaign, advertis-

his capacity as mayor, Mr. Black began ing the fairs aggressively and continuously. They were advertised in the local papers and by means of bills distributed at the weekly markets and throughout the surrounding country. As a result the fairs have become so well-known that not only do farmers come in from a distance of twenty to twenty-five miles, but buyers attend from Montreal, Toronto, and other cities.

The farmers have come to consider the Durham monthly fairs as the best opportunity offered of selling their stock at the best price. On one occasion no fewer than 78 horses changed hands on the streets in one day, and the average number sold during the course of the fair, while not as high as that, is nevertheless a large one. Just as a snowball rolling down hill adds to its size and increases in speed, so with the passing of time, the Durham fairs are becoming of increased importance.

Buy on the Streets.

The plan followed is to have the buyers stand on the streets and bid for the horses as they arrive. Animated scenes and lively competitive bidding ensue on the appearance of a particularly fine specimen. The advantage of this system is that the actual transactions are soon over with and the farmers have the rest of the day for shopping.

From the standpoint of the local merchant, great advantage is obtained from the general attraction which the fairs exercise. Hundreds of people come to town on that day who have no intention either of buying or selling; but all do more or less shopping during the day.

Mayor Black asserts that the amount of business which comes to the merchants as a direct result is considerable. On fair days the stores are crowded. The really important part, however, is that the people of the surrounding districts get the "Durham habit," and continue to do all their shopping in that town.

Other Fixtures.

The monthly horse fair is not Durham's only bid for increased farm trade, however. An annual poultry exhibition is held which also proves a big drawing card. Mayor Black is president of the Poultry Association, and one of the chief workers.

The last exhibition was held on January 15, in the town hall, and there were 450 birds shown.

A produce fair is also under consideration.

The Activity of Wm. Black.

A word about the "man behind" would be of interest. William Black was at one time engaged in newspaper work, being associated at various times with the London Advertiser, St. Thomas Journal, London Free Press and for four and a half years on the Montreal Star. Thus he secured a good grounding in the methods of what is undoubtedly one of the most aggressive branches of modern enterprise—the publishing business. When he returned to the hardware business, he brought with him many valuable ideas and principles acquired during his connection with the daily press. William Black is a "hustler," a man of ideas and the possessor of an inexhaustible fund of initiative.

For sixteen years he has been in the hardware business in Durham, and during that time has worked up a splendid connection. His aggressive foresight is best illustrated in the way that he retrieved a heavy loss sustained in a fire which destroyed his store on September 17, 1913. Out of a stock valued at $13,500 he was able to save only $650 worth of goods and the insurance carried was $4,000 only. While the fire was still raging, he stepped across the street and took a three years' lease of the store now occupied. With indomitable energy this store was fitted up and stocked and business was continued without loss of time.

Mr. Black's fellow-townsmen have such faith in his ability that they have elected him mayor four terms in succession, for 1913 and 1914 by acclamation.



Hardware store of William Black.

When a dealer secures a couple of hundred or more color cards, the supply is worth quite a substantial sum of money, and it should be handled as valuable matter. It must be handled so that the maximum results will be secured for the expenditure. When cards are given to people who cannot on any reasonable basis be judged prospective purchasers of paint, it means that the dealer will either have to refrain from giving cards to all his real prospects or apply sooner for a fresh supply.

Retailers can prevent price-cutting among themselves if they have a working agreement not to cut the prices on advertised goods. If in place of warring retailers would get together and occasionally confer, and then plan to co-operate, they could easily eliminate the price-cutting that kills profit.

Expanding Sales by Newspaper Publicity

How to Prepare Ads. That Will be Read and Bring Best Results—A Few Sample Ads.—Hardwaremen Are Advertising Extensively in Daily and Weekly Papers.

A FEW years ago it was often said that hardware men were poor advertisers, as far as newspaper publicity was concerned.

Such may have been the case a few years ago; but to-day we find that hardware men are taking a great interest in newspaper advertising, and some of the largest advertisements appearing in the newspapers are those of retail hardware merchants.

On the opposite page is shown reproductions of advertisements that have recently appeared in Canadian newspapers.

J. H. Glover, whose advertisement appears on the opposite page, is located at Aylmer, Ont., a town of less than 3,000 population. This advertisement occupied a space of 9 x 10 inches. This merchant believes in running weekly advertisements and offering special savings for Saturday, a plan that has been adopted by a number of Canadian firms. One good feature about this advertisement is the use of illustrations. The advertisement could have been improved in appearance by using a more uniform style of type throughout.

Glenn A. Henry & Co. are located at Oshawa, Ont., a town of about 8,000 population. This advertisement is an appeal to farmers to make use of the new parcels post system. The advertisement occupied full-page space.

Reg. F. Scott, of the Blue Hardware, is located at Guelph, Ont. This advertisement occupied a space 8 x 10 inches, and was prepared specially for a dollar-day sale. Dollar day sales are being held in various parts of the country, and hardware men are using a considerable amount of advertising space in featuring these sales.

Are Advertisements Read?

The question the hardware man asks himself is whether or not his advertisements are read. If his advertisements are not read, he is losing a large amount of money, which he is paying to his newspaper. There is one thing sure, and that is, he should not undertake newspaper advertising unless he can see his way clear to give his advertising the time and thought that it deserves. Newspaper advertising if properly applied will pay big dividends; but if neglected, will be an expensive luxury, bringing little or no returns.

In the busy newspaper office time is at a premium. Too much attention cannot be given an advertisement to ensure an attractive appearance. Usually the newspaper ad.-man arranges the type matter so as to be identical with the manner in which the copy is written. It is therefore left to the advertiser to see that his copy is so written as to produce an attractive appearance when printed, or else to have a "lay-out" sheet accompany the copy, so as to make clear the desired arrangement of the type matter. The advertiser should see to it that his ideas are so clearly expressed on the lay-out that the best possible ad. may be composed—

(1) That, when completed, the advertisement will not only be typographically harmonious, but will stand out in a striking and irresistible manner—

(2) That it will be filled with characteristics, suggesting progress and sincerity—

(3) That it will awaken interest and eventually touch the chord that responds. In a word—

(4) That it will have practically the same effect on the reader that the business-creating salesman has on his prospective customer in a personal interview.

How to Secure an Attractive Ad.

Generally speaking, an attractive advertisement is one which is composed in an easy-to-read style, using judiciously a liberal amount of white space and enclosing it all in a simple and appropriate border. Only a very few points should be displayed, and these the most important in the advertisement. Too many emphasized lines promote a confusing and repulsive appearance. The text matter should be set in a legible, light face type, and broken up into short paragraphs.

The main display lines, or illustrations, if any are used, will present a more pleasing appearance if placed a little above the centre of the advertisement. The border should be subdued in tone—that is, slightly lighter than the display type, and a liberal margin should also be left between the border and type.

While there are many other ways in which an advertisement may be set and still be attractive, it is a noteworthy fact that the most appealing advertisements usually conform to the above rules.

The Need of a Good Lay-Out.

Judging from the appearance of many newspaper ads., it seems that few advertisers accompany their copy with a lay-out sufficiently clear to give the printer an intelligent idea of just what is wanted.

So much depends on having the position of every line of type clearly defined that it will be necessary to sketch the exact width and depth of the space to be used and handprint all the other data. Letter the important lines to show the approximate size of type, and it is also a good idea to specify the style if possible, or attach a printed sample of the type alongside of the hand-drawn line.

Proofs of all cuts should be pasted in the exact position they are to appear in the printed ad. If the proofs of cuts are not in hand, indicate the exact size of the space they will occupy, and in that space mark "cut to come" or "cut herewith," with the number or some little description of the cut.

All that now remains is to indicate the width of the lines of solid type, and this should be done by drawing horizontal lines. The lay-out now presents a fairly good idea of how the ad. will appear when printed, which is precisely what a lay-out is for.

A Few Common Faults.

One of the most glaring faults to be found with present-day advertisements is over-emphasis. If you will look over the ads. in your local newspaper you will readily see that for every one that stands out in a dignified manner, courteously displayed and delivering the message in a clear, simple, and concise way, you will frequently find a large number of inapt makeshifts. Ads. overburdened with large, bold-face type or underscoring, not only weaken the ad. and confuse the reader, but usually fail to feature the essential points intended to be brought out.

Ads. laden with bent and twisted rule work, unattractive ornaments, irrelevant borders, meaningless illustrations, etc., surround the ad. with a repellent atmosphere and greatly minimize its pulling power by not utilizing the space thus wasted for effective display and legible text matter.

Everyone knows, and especially the ad. writer, that repeated exaggeration in any form not only becomes monotonous, but it encourages suspicion. The kind of advertisement mentioned above "sticks out," to be sure, like a sore thumb—but in every way is just as useless.

The Person Who Spends The Most DOLLARS at

BLUE HARDWARE

on DOLLAR DAY Gets

Free-- Beautiful Set Of CARVERS in Case --Free

4qts. 2 for ... $1.00

1 Steel Hammer; 1 Hand Saw; 1 Screw Driver, 1 Rule for ... $1.00

1 Brace, 1 Set Bits for ... $1.00

1 Buck Saw, 1 File, 7 inch; 1 Handled Axe for ... $1.00

1 pair 10 inch Pliers; 5 lbs. Fence Staples, 1 long handled Shovel, for ... $1.00

Gem Meat Chopper No 20 for ... $1.00

1 Oil Stone; 1 Meat Cleaver, 1 Butcher Knife, for ... $1.00

1 Prince Stable Shovel, 1 Stable Broom, 1 Stable Scraper, for ... $1.00

1 Barley Fork, 1 Heath Hay Knife, for ... $1.00

Any pair of Mitts in the store for ... $1.00

1 Blue Lantern; 10 lbs Wire Nails, for ... $1.00

1m keg Nails, for per keg ... $1.00

3 lb Axle Grease; 1 can harness Oil, 1 can Hoof Ointment; 1 Horse Brush; 1 Curry Comb for ... $1.00

1 Buggy Whip 4 Snout Pads for ... $1.00

1 Halter, 1 Surcingle, for $1.00

2 boxes Eley's 10 or 12 gauge Loaded Shells for ... $1.00

1 Pitch Fork, 1 Manure Fork for ... $1.00

Watch The Herald Every Day

FARMERS' SPECIAL

5 horse Hardware for per box ... $1.00

10 lbs. Rope for ... $1.00

2 packages Alabastine; 1 Kalso Brush, for ... $1.00

2 qts S. W. Paint; Boiled Labels, choice of shades, for $1.00

1 pt Varnish Stain Cherry, Rosewood, Lt. Oak, Green, and Brush for ... $1.00

25 gallons Grey Paint, for per gallon ... $1.00

1 Stove Brush; 1 Coal Hod; 1 Ash Sifter, 1 Room Shovel, for ... $1.00

1 Best Blue Teapot 1 Best Blue Coffee Pot, 1 Granite Dipper, for ... $1.00

1 pair Scissors, 1st qual. 1 paring Knife, 1 alum. Pepper and Salt, for ... $1.00

1 Razor, 1 Shaving Brush 1 Cake Shaving Soap for ... $1.00

1 Cobbler's Outfit, 2 prs Soles; 1 pr Heels, for ... $1.00

1 Double Granite Cooker; 1 Granite Saucepan, 1 Pudding Dish; for ... $1.00

1 Willow Clothes Basket; 2 Dozen Clothes Pins for ... $1.00

5 Parlor Table Lamps for each ... $1.00

Carving Sets, Knife, Fork and Steel, for ... $1.00

1 galvanized Tub, any size, 1 Wash Board, for ... $1.00

1 Broom; 1 Door Mat, 1 O'Cedar Duster, for ... $1.00

1 set Mrs. Potts' Irons, 1 Clothes Line, for ... $1.00

1 Mop Wringer and Pail, 1 Mop, 1 Scrub Brush for ... $1.00

½ dozen Knives and Forks for ... $1.00

Choice of Berry Spoon, Pie Knife, Cold Meat Fork, for ... $1.00

Aluminum Water Pails, 12 quart, for ... $1.00

BLUE HARDWARE

REG. F. SCOTT

20 Wyndham Street Phone 31

THE PEOPLE'S POPULAR HARDWARE

No Goods Exchanged. No Goods C. O. D. No Refunds on Dollar Day Purchases. Watch The Herald Every Day

Saturday Savings at Glover's Hardware

10 per cent. GRANITEWARE DURING THE MONTH OF FEBRUARY

Padlocks



100 Padlocks at 25c Saturday Only

Lantern Chimneys

See our new Lantern Chimneys Ask to see them Saturday ... 15c



Columbia Batteries

We have just received a fresh case of Dry Cells.

We also carry a complete stock of Telephone accessories.

Mazda Tungstens

25 and 40 Watt 45c 60 Watt 50c



Sewart belt bearing **Horse Clipping Machine**

The most perfect clipping machine ever made

Price $8.75

SPECIALS for SATURDAY

Cut Nails 12 lbs. for	25c	Bells ...	10c up
Climber Belts 15 lbs.	25c	Horse Brushes	15c
Cant Hooks	$1.25	Curry Combs	10c
Astral Coal Oil Lamps	15c	Sniders	25c
Logging Chains all sizes		Horse Clippers	$1.25
Horse Tongs		Scrub Brushes	50c
Full set Iron	$2.50	Scrapers	20c
Lighting set		Box Knives	95c
Good Purple Poultry Specific	25c	Door Pin	10c
Grit, 17 lbs. for	25c	Axe Handles	35c
Oyster Shell 17 lbs.	25c	Gloves & Mitts	10c to 75c
Sulphur 15 lbs. for	25c	Lanterns	50c
Axes	75c	Tea Kettles	$1.00
X Cut Saws	$1.75		

SKATES

Get Ready for the Ice Rink

Ladies Hockey Skates	75c to 1.00
Acto Skates	1.25 to 4.50
Hockey Sticks	10c to 75c
Hockey Pucks	10c to 25c
Perfection Ankle Supports	1.00

T KETTLES

Nickle Plated See Window Display $1



Nickle Plated See Window Display $1

J. H. GLOVER

"The Store that Saves you Money"

Bell Phone 83o Rural Phone 71



No excuse for you to have a cold horse. Our Blankets will keep him warm. Prices 75c to $2.00

Leather Halters Price 75c to $1.25



50c Lanterns 50c



Banner Cold Blast Guaranteed

50c Lanterns 50c

FREE PARCELS POST

TO ALL LIVING WITHIN 20 MILES OF OSHAWA

GLENN A. HENRY & Co, offer to you, farmers, absolutely Free Rural Delivery of any article which is ordered from us by phone or mail, that we can send by Parcels Post. No matter if it is only five or ten cents worth of nails or staples, if you will call Phone 7 Oshawa, or drop us a card, we will send them by the next delivery, and will not charge you one cent for postage, either directly or indirectly.

Parcels Post Rules

Bear in mind that any article weighing Six pounds (for the present) or less and not greater in size than 72 in. in height and girth combined can be sent by parcels post.

There are thousands of articles in our stock that you can, when in a hurry, telephone to us for, which can be delivered by parcels post and will not cost you a cent more than if you came to town for them. Tools, an axe, hammer, saw, kitchenware, dish pan, milk pail, screen wire, chicken wire, can of paint and a hundred-and-one other items that you often need in a hurry but don't have time to go to town for. Any of these you can always get on the Next Delivery by calling GLENN A. HENRY & Co., Hardware Merchants, Phone 7, Oshawa.

We are offering this Free Delivery to Accomodate you Farmers, and to express to you our appreciation of the favors you have shown us. We hope and believe you will find our New Free Delivery Service a great accommodation, and we want you to call us often, no matter how small the item you need. Phone 7.

"The Home of Hardware Bargains"

LANDER'S OLD STAND

GLENN A. HENRY & CO.

Hardware Merchants Phone 7 King St., West OSHAWA

Recent Advertisements of Canadian Hardwaremen.

How Paint Color Cards Are Made

Trip Through the Printing Plant of a Paint Manufacturer—Showing How Paint Color Cards, etc., Are Made—Color Cards Are Expensive to Produce—Tons of Paint used in Production of Color Chips.

ONE of the most interesting developments in modern methods of doing business is the careful attention to advertising plans on the part of many of our most aggressive and successful manufacturers. In some cases, this end of the manufacturer's work has grown to such proportions that not only has a complete advertising department been found necessary but also a large printing department to carry out most efficiently the plans decided upon. Probably one of the largest and most interesting plants of this description in Canada is that of the Sherwin-Williams Co., which is located at their main plant in Montreal.

I think most hardwaremen will agree with the statement that of all the lines distributed through the hardware store, the paint and varnish lines are probably backed up by more aggressive advertising and more effiecient co-operation sales plans than any of the other products handled.

A paint manufacturer has more reason for a private printing plant than a great many other manufacturers. In order to sell paint, it is very necessary to distribute color cards, and hundreds of thousands of these are manufactured and sent broad-cast throughout the Dominion by some of our leading paint houses. These color cards are quite expensive to produce. The printed form alone is the least expensive part of it; the preparation of the samples and attaching them to the printed form is what costs the most, and such work requires special equipment that is peculiar to the paint business.

Our readers will find it interesting to take a trip with a representative of Hardware and Metal through the printing and advertising department of the Sherwin-Williams Co. It is run just as any other printing plant is run, and while its equipment is peculiarly fitted to take care of the printed matter such as used by a paint manufacturer, it varies very little from the equipment used in any up-to-date printing establishment. It must produce printed matter at the same cost or at a lower cost than any of the individual printing houses that are catering to the trade generally. It sucessfully does this and in addition offers many advantages to the company in the fact that the workmen become more or less specialized in the particular class of printing that is used by the paint manufacturer, and so perhaps, in addition to the saving by producing printing at cost, it offers additional advantages in the way of quick service and efficient service.

The printing department is made up of composing room, and a press room in which seven presses are constantly busy printing up advertising, stationery, etc., for the use of the firm. These presses are all driven by individual motor and vary in size from a small Gordon to a large Miehle cylinder press, and the equipment is capable of turning out anything from the simplest stationery form to the elaborate label in many colors, or the finest four-color process work.



Painting department where color sheets and paddles are finished.



Paint color card sampling machines.

The printing is the first step in the production of color cards, but two other departments have an important place and their work is of a nature only found in connection with a large paint and varnish business.

First of all there is the painting room. In this department several painters are busy all the year through, painting color sheets, the actual paint spread on paper, showing all the colors of the many different kinds of paints; house paints, buggy paints, wagon paints, enamel, etc. Thousands of these sheets are produced each month. These in turn are cut into small pieces or "chips" by large motor driven power cutters, and are carefully stored away in small metal trays for further use. Tons of paint are used each year in the production of these color chips and the number of chips themselves produced, runs up over the billion mark.

These color chips are stored in the painting and sampling department. This department is equipped with special machinery for the placing of the small chips on the printed blanks. It is only a few years ago that these chips were all attached by hand but with the development of the business during the past ten years, this became practically an impossibility, on account of the thousands of color cards required, and to-day this work is done very efficiently by an ingenious machine which is under the control of one operator, and which first applies gum to the card then by a clever mechanism, shifts the card to another part of the machine where it is brought in contact with the small color chips, which adhere to the gummed surfaces, and the completed card removed from the machine. In the old hand-pasting days, an expert operator could finish two hundred cards in a day, one of these machines will handle an equal number in an hour and do better work.

Very few hardwaremen have an idea of the expense and care to which paint manufacturers go in preparing color cards, paint paddles and other advertising matter, which is sent to the retail hardware merchant for distribution to his customers. We are taking our readers through the printing plant of a paint manufacturer, in order to show how the advertising matter is prepared, and in the hope that the Canadian hardware trade will realize more fully the true value of the color cards, etc., which they receive from the paint firms they represent.

In this same department there is a complete equipment for binding booklets, padding stationery forms, and the carrying out of all ordinary bindery work.

In addition to the painting department the Sherwin-Williams Co. also have a special finishing department in which all panel work is taken care of under the supervision of an expert finisher. Here various kinds of wood are stained, varnished and finished in all the different methods and processes of finishing that are in vogue to-day. This department makes it possible for the architect, the contractor, and the master painter to see the results that can be procured by the different surface finishes, the result of the manufacturer's investigation and ingenuity. A homeowner can select exactly the kind of wood and the kind of finish he wants in his own house—This is a service department and it is constantly producing finished samples and panels to show some effect that has been desired by a prominent architect or a fastidous homeowner.

And now we have passed rather hurriedly through the producing departments and before we finish our little journey, we will spend a few minutes in the department where all the finished color cards, booklets, stationery forms, etc., are carried in stock. In this department we find long rows of shelving filled to overflowing, with stationery supplies and finished advertising features. We also find that this department is handled just as systematically as if it were one of the large stock rooms filled with paints and varnishes awaiting the orders from the retailer. Nothing



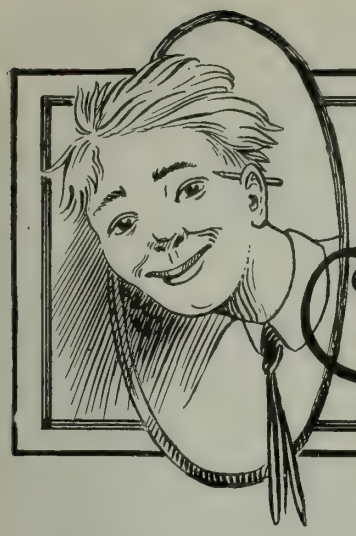
Showing cylinder press in action.

is allowed to go out until a regular order form is received, and we notice that the company's representatives evidently order advertising (on the special printed forms), just as carefully as they order the goods. They study the merchant's needs and request only those advertising features that can be of service to the merchant to whom they are sent. These orders are carefully laid off on special tables, checked, packed in boxes and forwarded to the general shipping department where they go forward with the order of paints.

This is a very brief story of a department entirely complete in itself and yet altogether foreign in its character to the business of which it is an integral part. It is an interesting and convincing example of the tendency in modern business to control the production and manufacturing in any direction that is necessary for a successful development of the business.



Showing interior view of bindery.



THE JUNIOR CLERK'S PAGE

RISE OF A YOUNG MAN.

SOME years ago a young man left high school in his little town and took the first job he could find, which was clerking in the local hardware store at six dollars a week. There was one other clerk—an old fellow who assured him that he would not want to stay there long, because the town was dead and hardware a business with its future all behind it. The old clerk was right about the town, but wrong about hardware.

The new clerk soon got thoroughly interested in hardware. He read about it in trade journals that drifted into the store and soon began to see the general drift of the business. Hardware was passing through an evolution. Manufacturers and wholesalers were improving tools and explaining them to the public. Scarcity of labor and higher wages everywhere—in factories, on farms and even in homes—were creating a new demand for tools. The automobile alone had brought new ideas of tools to the public, for men who had never used tools before now took a keen interest in them and others who had known only woodworking tools were now learning the wider range of metal working tools.

Not only the trade was interesting, but here he himself stood right between the consumer and the manufacturer, able to see points the makers overlooked in the demand, and good features of hardware that were not evident to the public.

This novice designed a series of window displays in which hardware from the none-too-ample stock was grouped to bring out some idea interesting to customers. His first idea was picked up in talking to farmers—a windowful of one-man tools for farm use, such as one-man crosscut saws and handy hoists for lifting heavy things. Another was made up of hammers, saws, knives, meat choppers and other tools for housewives. There was a farm repair-shop, showing inexpensive metal-working tools for fixing farm machinery; and a good tea-and-coffee window, showing the latest percolators and tea pots.

To advertise these displays he wrote hardware manufacturers for circulars. The unsatisfactory nature of the circulars led him to ask why advertising was not improved, in certain ways he pointed out, to fit in with the demand as he saw it in that little town store. It was not long before a big manufacturing house perceived the value of that young man's self-generated interest in the hardware business and hired him for the advertising department—and to-day he is advertising manager.



LEARNING FROM MEN WHO KNOW.

WHEN a man begins studying a field of business in trade journals and technical books he will soon be led farther if he is really interested. These give him general priniciples and current news, tell him what the trade is driving at and who the men are that count in its activities. He will soon want to know some of the men, and there is nothing in the world to prevent him getting acquainted with them.

Men are rather widely overlooked as live sources of information even by people skillful in digging information from other sources. The ordinary course is to consult a book on the subject, or look over a file of periodicals in that field, or ask at the public library; but on every subject, and particularly in business, there are always men who know more than the printed literature.

It may be a question of selling life insurance, or running a department in a big store, or putting a scheme of bonus wages into a machine shop, or keeping freight cars moving more profitably on a railroad. No matter what, some man—usually many men—knows far more than the literature. He can clear up points that are obscure and answer questions where a book would be silent. He knows a great many things that have been left out of the books and can show what good practice will probably be tomorrow. Furthermore there is a human inspiration about a live man very stimulating to the seeker after information and not found in books at all.

The young fellow who selects a field of work because he likes it, and studies methods therein for the purpose of developing his own personal value, has every right to profit by what the best men in the field can tell him; and they will be glad to tell him much if he is intelligent and tactful in his inquiries.

Leaders in every field of business are constantly laying themselves open to his approach. They work out new methods, build up organizations, speak at trade gatherings, expound their opinions; and it all appears in journals devoted to their work. Their biographies are familiar to the trade, and their interests are laid so bare that the inquirer can pick them up at any point interesting to himself and ask them to throw a little more light on that point for his beinefit.

Mighty few men are too big or too busy to pay attention to the inquirer who says he is interested in them and their methods. Flattery, of course, would not touch them, but flattery is not needed if the inquirer is really interested. When he puts his inquiries honestly and judiciously he pays a compliment that human nature cannot resist. These men will give him information, and his interest in them will lead to their being interested in him. As fast as he can develop genuine personal value it will be in the market; and there is no reasonable limit to his development along that line, so long as he maintains his interest and keeps on investigating.

Hints on How to Run a Paint-Up, Clean-Up, Campaign

How to Launch a Campaign That Will Mean Business for the Retailer, Jobber, Manufacturer and Customers of the Retailer.

Written for Hardware and Metal by G. Darling.

THE object of this campaign is one which will interest every merchant—to increase sales without resorting to price-cutting.

Most cities have a retailers' association. Places where there is no association are generally small enough for merchants to know each other personally, and there is no need for an association. Such men meet constantly and discuss things between each other, which is the object of associations in the larger centres.

In order to conduct any general campaign successfully, harmony must exist between those taking part in it; such things as petty jealousy between business competitors must be laid aside, and all work for the general good. A meeting of all retailers interested should be called. This meeting should comprise everyone who sells anything which can be used in house-cleaning, gardening, painting and making the grounds and home beautiful, such as harwaremen, general merchants, seedsmen florists, furniture dealers, etc.

The object of the campaign must, first, be thoroughly discussed and understood. The need of a beautiful, healthy, fly-free city, town or village should be explained, and the value of such a place from an advertising point of view determined, for this is the basis of the campaign. The appeal to the people must be made through civic pride, hygiene, and the necessity of attracting others to the district. Nothing attracts intending settlers so much as an attractive, prosperous-looking place, and no place looks so attrative or prosperous as a clean and beautiful one. All the good work of the merchant in starting this must necessarily be hidden beneath a bushel, for once let people think of anything as an advertising dodge, more than half the strength of the appeal is lost. Let this be thoroughly understood at the meeting, for unless you get the correct idea in the beginning the plan will not be so likely to go right and carry so much force.

Having called the meeting and the object being thoroughly understood, let us decide on how to start the ball rolling. The campaign has been decided upon as a civic movement. That means it must be, as far as the general public is concerned, started by the mayor and council. A committee of your most influential men must be formed to approach the mayor and council, pointing out the benefits which will accrue to the town through being clean and beautiful, and asking them to father the campaign. Very likely the mayor will be one of your members, and that, of course, facilitates matters. In many cases it would be best to have the council father it, but that depends upon local conditions. So far so good.

A mayor or council might do almost anything, and nothing be known about it were it not for the press. Unfortunately the press is often a very sceptical party, and must be shown. The quickest and most certain way to obtain the individual support of the press is through its advertising columns. I say this without prejudice, for the press is supported solely through its advertising, and is very ready at all times to support a good movement in its locality, particularly where it can get a slice of honestly-earned money at the same time. Please don't think I am belittling the press; I'm not. I'm merely stating what is a universal fact; namely, we give the most and the best service where we get most in return.

You want the most and best service the press can give in this campaign, and you will get it in return for advertising. Let each merchant guarantee so much advertising to be used during the campaign, and you will have the support of their news and editorial columns. This is the only expenditure you will have, and it is an expenditure you would have anyway, without the tremendous value of a municipal campaign to back it up.

Now that you are assured of the support of the press, get the whole thing under way, beginning with the mayor's announcement that May 1st to May 15th (or whatever date you may decide upon) be set aside for a great municipal clean-up campaign. Have the papers publish bright editorials on the value of this on the day the announcement is made. You now have interest aroused, and this interest can be intensified day by day by other editorials and news items.

Things are beginning to move. Your school board can now be interested. Go to them, through the mayor or council and request that pages be read in all the schools by the teachers on the necessity of a clean home and a clean city. Get the children interested, so that Arbor Day will be a reality and not a farce. The children will have their influence on the home, and this influence is what you want. It means dollars in your cash register.

On the opening day of the campaign you publish your advertisements, not on a special page, but where you think they will attract most attention. Special pages are the invention of get-rich-quick johnnies, and are of very doubtful value to the merchant.

You have your windows dressed with seasonable articles:—Paint and varnishes, brushes, brooms, soaps, scrub brushes, cleansers, rakes, hoes, garbage cans, fly swatters and fly screens, wallpaper, flowers, seeds, kalsomine, furniture polishes, furniture coverings, curtains, curtain stretchers, etc. I don't mean to say that anyone would show all these things in any one window at once, but these are articles which are, to say the least, in keeping with the idea. Change your windows two or three times a week—make them talk with cards, prices and goods. Change your advertisements in the papers daily. Keep the interest you have aroused by your hidden work keen.

Have a confidential chat with your ministers, and suggest a timely topic for

The object of the paint-up, clean-up campaign as described here is to increase hardwaremen's sales without having to resort to price-cutting or bargain sales. The method adopted is to educate the public before hand, by an appeal to civic pride, etc., and thus strengthen hardwaremen's advertisements. Results will take the form of business prosperity and profits obtained by individual and team work. The campaign has been outlined by G. Darling, advertising manager for the G. F. Stephens & Co., Ltd., Winnipeg, better known to the Western trade as S. P. Gynk, editor Stephens Paint News.

their next sermon, such as "Cleanliness is next to Godliness"; "The moral effect of cleanliness," etc. Form a garden club if you haven't one already, a town planning commission, and a horticultural society amidst the town dwellers. Work. work, work and the results are sure.

One very important item must not be overlooked; that of imitation. We are as you know, very largely given to imitation, and on this characteristic rests many a fortune and many a failure. To imitate is human; if your neighbor has a thing you also must have it. This applies—and in making this statement I lay myself open to the accusation of lack of gallantry—more to woman than to man, although man is bad enough in all truth. On this trait, we can, as many have done, build a business. "How can I use it in this campaign? you ask. "Practice what you preach," is the answer. First paint your own store front, your delivery rig, your premises. Have them bright and clean among the first; the lesson will be tremendous, the suggestion it offers of immense value. Pull the mote from thine own eyes before you try to remove the one from your brother's. Show the community you believe in what you advertise, that you are a progressive citizen, and that you are also a wise man who knows that "paint protects property." Your own example is your strongest talking point. Your neighbors will imitate you, they'd be ashamed to do otherwise. It's not an expense, it's an investment.

Don't forget your wholesalers and manufacturers; they have attractive literature which they will be glad to give you and in many cases distribute for you. They can send you show cards, window trims, etc. They are willing and anxious to help; their advertising departments will write advertisements for you if you wish; they will get you hand bills printed and send you them at cost. In other words, they are glad to help those who help themselves. Their interests are bound up in your interests. Through you they must find an outlet for their goods, and when both are working to one end in harmony, results must come.

This paint-up, clean-up campaign is in the interests of all. You profit with your competitors, so do the wholesalers and manufacturers. There is business for all, and those who do their share, share in the profit. It's a general business brightener worthy of the greatest thought and determination to put it over. There has been too much talk of hard times in the past. Let's forget them and make the future rosy with increased profits. Make the cash register a music box instead of a funeral knell.

"Paintmanship"

An Article by Frank H. Brown, Advertising Manager, The Martin-Senour Co., Limited.

I HAVE been asked to write an article on "Paint Salesmanship," and as I start there seems so little to be said. A customer usually asks for what he wants, for everybody knows what paint is used for and the directions "How to use" are on the can. It seems like a case of wrapping up a package and ringing up a sale, and yet, as I think the matter over—"Paint Salesmanship," why, I find there is so much to be said, I hardly know where to begin.

Of the big variety of things in a hardware store, paints and varnishes are certainly the most interesting lines to sell. There is no particular accomplishment, or enjoyment, in selling a package of tacks, or doing up a pound of nails, but I have never yet seen a real salesman selling paint, who did not thoroughly enjoy doing it, because the selling of paint is interesting. It involves a study of which we can never know it all—we are always learning. The more we read, think, and talk about paint, the more paint knowledge we will have in store ready to be served over the counter, and there is always advancement for men who know. They earn more because they are worth **more.**

In every hardware store there should be someone well posted on paints and varnishes, for **knowing** in any line is Business Building, and no firm can permanently succeed unless they have somebody behind the counter with the ability to sell the right product, the right shade, the one best adapted to the needs of each particular customer. Good taste is the one essential to happy results, and as good taste is not a matter of money, but of choice, it pays to be able to make suggestions to a customer—that's service, and good service is always rewarded. A paint salesman—a man selling paint at retail, should be an expert adviser. When you get customers coming to you for advice on their painting and varnishing problems (the same as they go to their doctor and lawyer for advice, then will you occupy a different status and be paid accordingly.

Successful paintmanship is a matter of skill and artistic capacity. The value of color, harmonies, combinations, contrasts, the study of proportions, influences and modifying circumstances are all essential to be able to give expert advice to a customer. You may know how paint is made—what good paint is made of—understand that an inside floor paint will not give satisfaction on a porch, or that an ordinary mixed paint, thinned with turpentine, will not produce a flat wall finish, or that hard oil finish is not a good floor varnish, but in addition you must be able to give advice, not only as to what finish to use and how to proceed to secure best results for the purpose desired, but also, what color, or combination of colors, or shades, will produce the most pleasing effect—carry out some dominant theme and be complete, and satisfactory in its entirety. To do this successfully you must develop a personal interest in art to attain a knowledge of color values, deepened by a careful training of the eye to see and detect, or picture, in one's mind the various elements that have to do with the painting or decorating to be done.

Then, in addition to knowing what your customer should have, you should have the ability to tactfully influence him to accept your advice, because the customer will eventually find in it just what he needs, and whether or not your advice is followed at the time, you will one day be looked upon as an authority on matters pertaining to painting, varnishing, and finishing and thereby increase your paint selling ability and remuneration.

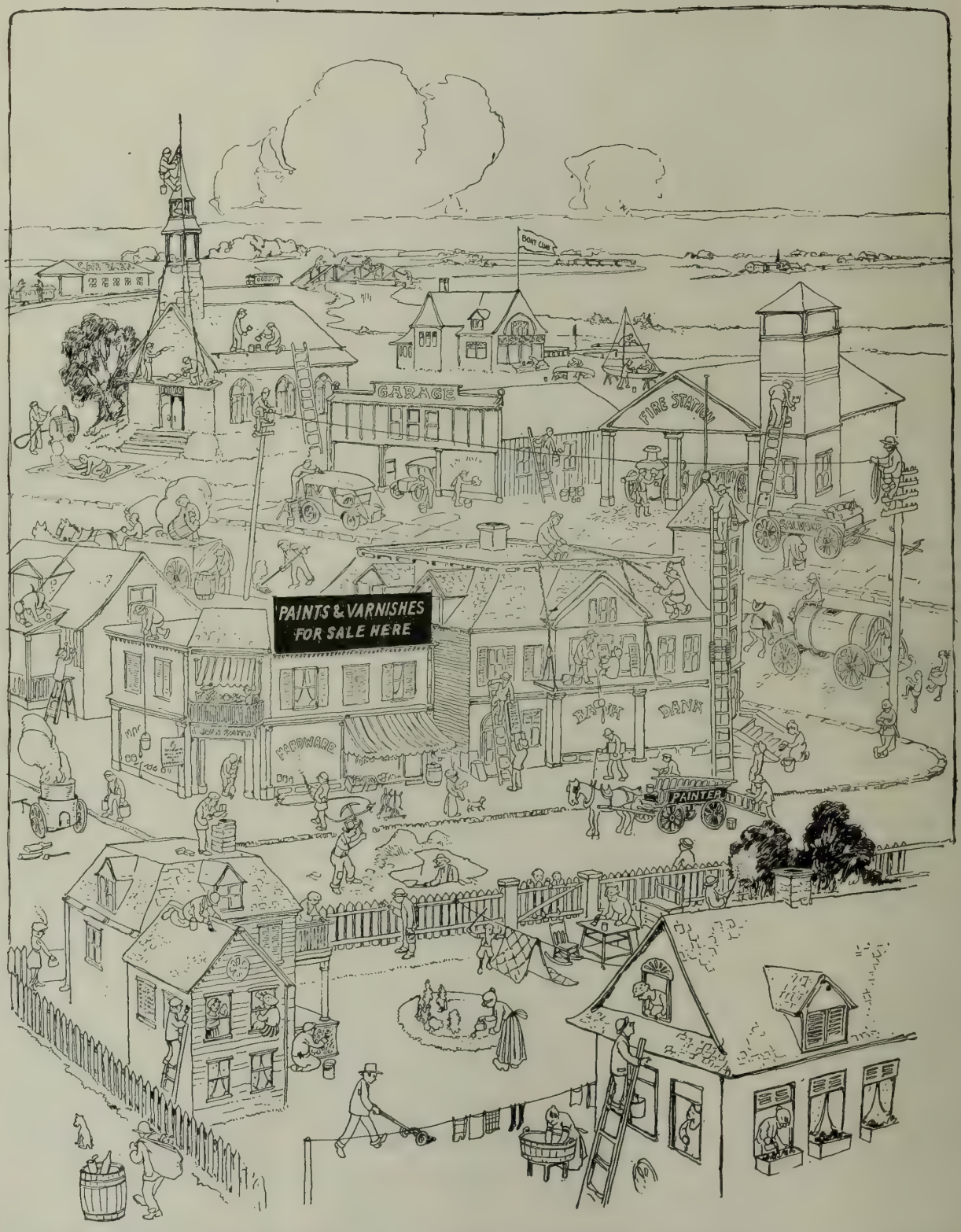


The merchant who expects to win out in these days of intense competition must hold himself responsible to the purchaser for all goods sold. He must mark his goods in plain figures and give the purchaser every opportunity to examine the goods and compare values with those offered by other stores.

It is a significant fact that while there are a number who claim to be the originators of the one-price system there are others who are coming forward with similar claims every day. This shows that these merchants realize the importance of impresing upon their customers their willingness—even eagerness—to do business with them on the square-deal principle. They understand the value of creating the impression that they are willing to do more for the purchaser than their neighbors.

A good store policy is the result of growth and it is only with considerable experience behind him that a merchant can evolve a satisfactory policy, one that will bring him the necessary rewards and give to the public the freedom and protection in buying that is required to make it mutually advantageous.

The Paint Up, Clean Up, Campaign



Painting Week—Showing how an aggressive hardware dealer has everybody doing it. Cut by courtesy Sherwin-Williams Co. of Canada.



W. H. WIGGS.

A Message to Young Hardwaremen

By W. H. Wiggs, President Mechanics' Supply Co., Quebec

"Seest thou a man diligent in business, he shall stand before kings; he shall not stand before mean men."

"'Tis not in mortals to command success,
But we'll do more—Semphronius,
We'll deserve it."

THIS article is written with the hope that it may help many of the youths of this great country to solve the problem of how to attain a successful business career. The boy or young man starting in life has but one supreme thing to offer to the world, and that is his own Personality. His father's influence or position may help him a little, perhaps, at the beginning, but other qualifications can either make or mar that influence.

First then as regards his Age. If he has chosen a business or mechanical profession he should not be younger than seventeen or eighteen. Previous to that he requires all the education and development of the mind he can attain. This is of incalculable value, its loss is almost irreparable in after-life. Once a good education is obtained, it can never be lost. It is a continuous and growing asset. The three R's—"Reading, wRriting and aRithmetic" are still the greatest factors in a good common-sense, every-day education, and form the corner stone of many a successful business career. The wisest of men has said, "Get understanding, the merchandise of it is better than silver and the gain thereof than fine gold."

If impossible (and don't let the boy have his own way in this) to remain at school till that age, do not lose the first opportunity to attend a night school. Even after leaving school it is well for the young man who desires to improve to attend a mechanical, drawing or educational class relative to the vacation he has chosen.

This leads us to the Choice. What shall I do with my boy? is an anxious question to many a parent. In this it is well to allow him to think the matter out for himself. Let him early learn to use his own initiative. Offer, however, your mature advice and endeavor to cultivate an ambition or inspiration in his mind. That should he choose to enter a Railroad office to become its President, should it be as a salesman, bank or office clerk to become the Manager, should it be as a mechanic, to be the best in the shop. "You cannot steer a boat that has no headway on."

Do not be a creature of circumstances. Have an object in life and concentrate all your energies to attain it. Discover your purpose. Throw your life into it, endeavor to be somebody, with all your might. If everything does not come your way at once, do not rush off to new fields. The young athlete who has absorbed into his very being the goal, and all that it comprises and requires, feels already the laurel crown upon his brow.. Emerson has said, "If a man can write a better book, preach a better sermon, or make a better mouse-trap than his neighbor, though he build his house in the woods, the world will make a beaten track to his door."

After the choice has been made, what are the stepping-stones that point the way to ultimate success? The first is Character. Again the wise man has said: "A good name is to be chosen rather than great riches." A name kept unsullied adds day by day to its lustre and worth. The basis of character is Habit. Cultivate, then, early in life, to do right, to exercise daily all the God-given attributes of our higher nature that go to build up a strong and vigorous manhood. "Every day is a little life and our whole life is a day repeated." Cultivate early the habit to think and act for yourself and thus obtain initiative ability which by daily usage is so increasingly strengthened that it finally attains its end. Cultivate also your physical, moral and intellectual side, learn to value time and money, and spend neither foolishly. It is needless to add that per contra slipshod thinking, carelessness in observation and reading, lack of physical exercise and regular hours, religious indifference, laziness, thoughtlessness, all help to undermine the superstructure of character.

The next stepping-stone is Perseverance. It is a conquering faculty, he alone triumphs who repeatedly makes use of it. Difficulties and temptations vanish under its influence. Reliability and trustworthiness are its handmaidens. Per contra, how many choose the easier way and yield to the tired feeling, to wasting time, to neglecting study on improvement of the mind, abandoning the desire for the higher life, forgetting that all this tends to form a puny weakling of but little use to himself or his surroundings. Master, then, by perseverance, the hard things in life, be thorough in little as well as big things. Subdue your lower nature and feel the joy of deliverance in this and of ultimate victory in all things. The world yields to such a spirit as this and recognizes its master.

"Persist if thou would'st truly reach thine ends,
For failures oft are but advising friends."

A third stepping-stone is Courtesy. Be a gentleman; you owe it to yourself and community. Disabuse your mind of the false idea that to be a gentleman your father's name must commence with a Van or finish with Esquire, or that his wife's name was Vere de Vere, or that you live in Portland Place and wear kid gloves, patent leather shoes and carry a cane, or that you can drink a glass of whiskey and soda or smoke a 25-cent cigar, and say "Damn it" in every sentence. None of these are the ear-marks of a gentleman. Cultivate higher ideals than these.

"To thine own self be true, and it must follow, as the night the day, thou can'st not then be false to any man."

Learn to be courteous and respectful to all, your superiors, your equals, your inferiors. Your treatment of the latter is generally the keynote to the former. Respect old and mature age, ladies and children. Practise this at home, and the habit there formed can be accelerated abroad. Be willing to take a secondary place, not always looking to get the advantage. Meet the world with a smile. Abhor underhand, mean or spiteful actions. Play the game fair. Another author writes: "Be agreeable, not intimate; pleasant, not offensive; open to instruction, not conceited; truthful under all conditions, and careful of your speech; make no promises which cannot be fulfilled."

Emerson says: "Give a boy address and accomplishments and you give him the mastery of palaces and fortunes. Wherever he goes he has not the trouble of earning or owing them, they select him to enter and possess."

Another and very important stepping-stone is Companionship. The influence of a good or bad companion will either make or mar your progress in life. Every boy of health and spirit has his friends. They are of two kinds, the helpful and the hurtful. When we older men look back over life's pathway, we can easily pick out those that have helped us along. Discriminate at the outset and by a manly independence, backed by your own convictions and aspirations,

assume the leadership. Pullman wrote: "Never say it is nobody's business but my own what I do with my life." It is not true. Your life is put into your hand as a trust for many and others beside yourself. If you use it well it will make others happy; if you abuse it, it will harm many others beside yourself."

Then, too, the choice of Amusements has much to do with companionship; both are leading factors in our lives. A few words as regards the former: Amusements can be readily divided into two classes, those which give diversion with rest to the mind and body, and those that give diversion with waste of mind and body. The first are wholesome, healthy and necessary; the second enervating, unhealthy and exhausting. In addition to your outdoor amusements, cultivate some hobby, such as music, drawing, photography, collection of minerals, of stamps or postcards, of coins, or anything to which you take a special inclination. Add to this Travel. See as much of this beautiful world as you can. Nothing so develops the mind and broadens the mental horizon. It is an unending source of pleasure and conversation. The money expended this way will more than offset the expenditure of time and money on theatres, cards, billiards, wine, cigars and such like. Don't, therefore, allow your amusements and companions to be a matter of chance or indifference, their influence is of too vital an importance in our lives not to give them the wisest consideration. Connecting all the stepping-stones together is Ambition. The world is spread out before you. Every occupation or position you can think of will some day be vacant. Who will refill them? The higher you ascend in life's scale the more room you will find at the top. But the world has no bargain-counter for these positions, they are only offered to those who can and have paid the price by a judicious use of the stepping-stones already alluded to. Competition for these positions is not severe, nor is there a crowd to elbow aside. It is not luck that bestows them.

"There is no chance; no destiny; no fate,
Can circumvent, or hinder or control
The firm resolve of a determined soul."

Good or bad fortune has nothing to do with it. Only the persistent converging of the characteristics heretofore alluded to will act in our lives as beacon-lights to the world around us.

"An institution is the lengthened shadow of one man." So will that shadow deepen in proportion to the light shed. The weakest living creature by concentrating his powers can accomplish something, whereas the strongest by dispensing his over-many may fail to accomplish anything. For the man who understands that success is simply doing one thing well, the way is clear and the end sure.

Emerson has said: "Greatness always appeals to the future. The force of character is cumulative. All the foregone days of virtue, work their health into this. What makes the majesty of the heroes of the Senate and the Field which so fills the imagination? The consciousness of a train of great days of victories behind."

"To every toiler, he alone is great
Who by a life heroic, conquers fate."

Underlying ambition is the great factor of concentration. Learn to do one thing well. Apply this first to yourself and then to your occupation. Carlyle has said, "To redeem a world sunk in dishonesty has not been given thee solely, over one man therein thou hast quite absolute uncontrollable power; him redeem, him make honest; it will be something, it will be much, and thy life and labor not in vain." Mind your own business, and again, mind your own business. A man of note states that no advantage results from telling one's business to others except to create jealousy or competition when we are fortunate, and to gratify our enemies when otherwise. Especially keep your business engagements as a private and sacred trust, and in like manner don't talk about your employer's affairs. And here comes in the question of Salary. The word salary is from the Latin "Sal," meaning Salt, hence the saying: "Not worth his Salt." Beware of coming under this category. Yet is is in your own hands, you alone make your worth, not your employer, by giving him increased value in time, energy, respect and such abilities as you command. The more you can offer the greater your value. Keep scrupulously to your bargains. When you make a bargain to work eight hours a day for $10 a week, don't give seven hours and a half. Is it honest to accept the pay envelope at the end of the week under these conditions? and what effrontery to expect an increase in salary at the end of the year!

Don't you think you should give your employer as much fair play as you expect from him?

Elbert Hubbard has said: "If you work for a man, in heaven's name work for him. If he pays you wages that supply your bread and butter, work for him, speak well of him, think well of him, stand by him, and by the institution he represents." Be alert—ready to go wherever asked. Don't ask useless questions—find out for yourself. If you know of an improvement in your employer's business, suggest it. Do things without being told, relying on your judgment, which can only develop by such usage. Take the initiative and be a leader, not a hanger-on. Keep rigidly to your own business and do not speculate on the outside. Never depend upon influence, but rely upon yourself and your power of commanding recognition; the circumstances that can make or mar you are to a large extent within your own control. Remember that two words are absolutely debarred for the business vocabulary, namely, "forget" and "excuse." When asked to do a thing, remember that your superior or employer is the best judge of what the capabilities of a man in your position ought to be.

Finally, make a confident of your employer; tell him your difficulties and aspirations. Ask his advice. If sick, tell him why; if going to get married, tell him when. He will esteem these confidences, and thus both will come to recognize that life is not all comprised between the hours the whistle blows or that the time register ticks off.

Learn to do well what you are told to do. The drawing of a dozen perfectly straight lines, or the adding correctly of a few columns of figures written out clearly and precisely, indicate a future successful bookkeeper or bank clerk. The dusting of the counter or the tying of a parcel point to a later good or bad salesman. The mechanic given a rough piece of wood or of steel to fashion to a given pattern shows his worth in the similitude of the finished product.

"What hast thou wrought is the world's demand,
What is thy product of brain or hand?
That produced, the wise world says,
'Take this place'—and the man obeys."

Again, the accurate delivery of a parcel or a letter, the use of the proper stamps, the putting back the ruler or the hammer into its place, the order carefully written out, the giving of a chair to a lady, the courteous reply, all small matters, you say, yet they indicate greater things for the future, and in the meantime show if you are slipshod, careless and indifferent. An invaluable aid in all this is the trade paper.

Let part of your first earnings be spent on a good trade paper or magazine; it will repay the investment a thousandfold. They are the greatest educational factors in business life in this age and of invaluable assistance to any one desirous of bettering his position, be he mechanic, salesman, office or bank clerk. They show the latest improvements, models, fashions, inventions in every occupation, and will some day help to show your employer that you know as much as he does in some respects.

A few don'ts to those who do not wish to succeed:

Don't do more than you can help.
Don't take any interest in your work.
Don't look for anything to do when not busy.
Don't keep to your engagements, take the next best one that offers without consulting your employer.
Don't keep your mouth shut about your salary or your employer's business.
Don't try to improve your mind or exercise your body.
Don't save any of your salary.
Don't come on time. Don't offer to assist.
Don't attend to your appearance.
Don't dust the show-case, it's the junior's job.
Don't mind the company you keep.
Don't read a trade paper.

All these will be found great helps to those to whom this article is not dedicated.

Some Hints on Retail Stove Selling

A Successful Stove Salesman Gives Some Pointers on Stove Selling—Gas Stove Season, With Its Opportunities for Sales, Will Soon Be Here—Advantages of Good Display Methods.

WE have now entered the spring season—the season of the year when hardwaremen and their sales-staffs are or should be at the highest point of efficiency. It is a season of the year when the trade, after a period of slackness starts forth to push campaigns for increasing sales and expanding business. The hardware merchant or salesman who does not feel enthused at this season of the year is indeed a dead one. The feeling of enthusiasm should extend through all departments of the store and activity should be in evidence everywhere. One of the departments which should be particularly active is the stove department. There are prospective stove purchasers during all seasons of the year, and the spring is a particularly good time to go after stove customers and push the sale of stoves. In selling stoves the salesman must know something about the goods he has to sell. He must be able to point out the good features of a stove, and point them out in such a way that the customer will understand them thoroughly. He must not talk over the customer's head.

Hunter Burgess, who is associated with Mitchell and McGregor, Ltd., Brandon, Man., and who has met with much success in selling stoves, offers the following suggestions for clerks:

"For a hardware clerk, a range is the hardest thing to talk about intelligibly. Very few clerks have seen a range manufactured, and if they were to spend a couple of days or more in any reputable stove foundry, they would be able to talk to a prospective customer from a positive point of view, instead of taking things for granted, as they often do.

"Too many salesmen in hardware stores to-day, when a customer comes in to look over a stove or range, in about as many words, they tell them it has a good big firebox, an eighteen-inch oven, a reservoir, and that the price is seventy-five dollars. When the price of the range ranges from $60 up, the price is the last thing that should be mentioned to the customer. Very often the customer will ask the price when first shown a stove, but it is easy to lead them off to some particular part of the stove, and thereby evade quoting them the price at this point of the selling argument. In dealing with a lady customer, one should dwell most strongly on the oven, as to its baking qualities, its cleanliness, and its being dust-proof. Secondly, the clerk should point out the convenience of the article. Thirdly, the fire box of the range may be explained.

"On the other hand, when selling to a gentleman, the fire box should be the very first consideration. You can talk breaking quality and melting quality of steel to a man and he will understand to a certain extent what you mean. You cannot hold a lady's attention very long with a firebox argument. To a man you can also explain how the body of the article is put together; how the linings of the flues are coated (if they are) to prevent rusting and to increase the life of the stove. In other words, things that would come first and last when selling a stove to a man, should come last and first when selling to a lady, except the price, which should come last always.

"Another thing, one cannot follow any set system in demonstrating a stove, that is, taking point by point, each time alike, except in cases where giving a practical demonstration, where you have a class before you that will sit and listen until you have finished. When selling a range to an individual customer, it is necessary to follow their mind, and to dwell on the points as they draw them to your attention. This to my mind is the most satisfactory way of holding their attention, and if they are fairly good prospects you can usually hold them long enough to show the main points of the article. Then comes the price, which they will pay if your argument has been effective."

The suggestions here offered have been tried out by Mr. Burgess and he has been very successful in making sales.

There is one phase of the stove trade which must be given considerable attention during the spring and that is the gas stove department. There is an ever-growing and popular demand for gas ranges, plates, gas stove ovens, etc. The early spring is the time to push the sale of gas ranges. During recent years there has been a heavy demand for high-grade gas ranges. A large number of customers are willing to pay a good price for a good gas range, providing, of course, that the salesman can point out the good features and show the prospective customer that the range is worth the price asked.

In order to be able to properly present the goods to the customer the clerk must study the goods himself and be prepared to put forth the best arguments in favor of the line he is selling.

Another important feature is the display methods employed. If you wish your customer to have a good impression of your stove department be sure and have your goods well displayed. If the customer is interested in gas ranges, it is very important that you should have your gas ranges in a well displayed and orderly condition so that they can be easily viewed and examined by customers. In the accompanying illustration is shown the gas range section of an up-to-date stove department. The gas ranges are kept separate from the other stoves and customers have plenty of room to move around and inspect the various styles of stoves on display.



Stove Department, showing separate section for displaying gas ranges.

Getting Big Business Out of Little Things

The Syndicate Stores Prosper on the Profits Secured from the Sale of Small Articles—One of the Secrets of Success in This Line is Display—What Hardwaremen Are Doing.

A RETAIL hardware merchant buys his goods to sell. To sell them they must be shown. The better the method he employs in showing them, the more he will sell.

Success in retailing depends to a large degree on the ability of the merchant to display his goods. One of the first features of display is to get the goods where they can be seen without looking for them.

You will find in nearly all highly successful retail stores that the goods are well displayed. Visit the department store—do you have to ask to be shown the article you want?—not very often. You will usually find it on display—waiting for you—you don't even have to ask the price.

Visit the 5c., 10c., and 15c. stores which are flourishing and rolling in profits in many of our towns and cities. Notice the manner in which the goods are displayed and priced. In nearly all cases you will find that in the latter class of stores the goods sell themselves. Witness the trouble the syndicate stores go to in order to keep their stocks clean, and to put everything where everybody can see it. The displays are always attractive and inviting.

These stores as a rule do very little advertising outside of displaying their wares in the show windows and in the store, and still they flourish—demonstrating the fact that display is indeed a great and mighty salesman.

These syndicate stores carry large stocks, yet in the majority of cases not asking more than 15 cents for any one article, are making big profits out of little things. Many of these little things are similar in most respects to goods carried by the retail hardwareman, and priced by him at almost the same price as that quoted by the syndicate store. Why is it that a hardware man will buy a dozen can openers to retail at 15 cents each, and take a year to sell them, while the syndicate store in the same town will sell double that number in one day at the same price?

The reason is that the syndicate store displays the goods and prices them in plain figures. The syndicate store educates its customers to come in and look for the goods. The syndicate store manager believes that there are only two kinds of customers, namely—the one who wants a thing and knows it, and the one who wants a thing and doesn't know it, and he caters largely to the latter class.

Many people enter the syndicate store merely to have a look around; they walk around the counters and display tables, and view the goods attractively displayed there. Before leaving they have made several purchases. They wanted the goods before entering the store, but they didn't know it until the goods were shown to them. And so the syndicate stores make big profits out of little things, by selling to people who in many cases want the goods but don't know it.

When these displays were first introduced by syndicate stores, there were certain merchants who laughed at the idea, and did not think it feasible.

There were, however, a few merchants who took up the idea and installed a number of display tables. One merchant in an Ontario town kept a record of sales from these tables, and at the end of the year he had a substantial net profit from this department alone. The small lines shown on these display tables usually carry a large profit, and still the retail price does not seem very high to the customer.



S. L. Adolph's store, showing old system of displaying goods. Note ceiling.

If the syndicate stores can make big profits out of little things, why can't the hardware merchant do likewise?

I have often seen a hardware merchant make as much profit on a fifteen cent can opener, or corkscrew, as he would make on a 100 lb. keg of nails. Profits are not always the largest in the big sales. Very often a small sale will yield a larger profit than a large sale of a line on which the profit has been cut by excessive competition.

Hardwaremen Active.

There has been a tendency of late on the part of many retail hardwaremen to push the sale of small articles, and in many cases they have been very successful. When the trade papers advocated some time ago that hardwaremen display certain lines in the same manner as they

An Example.

Just as an example I will mention one of the lines this merchant sold in large quantities.

Before introducing the table display system the dealer seldom sold door stops except when supplying hardware for a new house. The most popular line he had retailed at 35 cents per dozen. When he started displaying goods on display tables he filled one compartment with door stops priced at 3 cents each. Customers would come in, and in looking over the goods on display would often select from two to a dozen door stops at 3 cents each. He disposed of several gross of door stops by simply showing them to his customers in this manner.

Sales in other lines were also increased in the same way.

One of the retail hardware merchants who recently introduced the table display method of showing goods is S. L. Adolph, Listowel, Ont. Two views of Mr. Adolph's store are here shown. In the smaller cut we see the store under the old arrangement. In this view you can see goods suspended from the ceiling out of reach of customers, and the majority of lines of household goods cannot be seen at all.

Under the new arrangement the ceilings are cleared of all goods, thus giving the store a much brighter and neater appearance.

The chief innovation, however, was the installation of four specially constructed tables to be used for featuring small items at popular prices. The tables, which are double deckers, measure about 3 feet by 4 feet. The top section of two of the tables are divided into compartments. The tables are painted an attractive carmine color, and the cost of constructing them was reasonable.

On entering the store the customer first sees the 5 cent table. On this table is displayed in compartments a large selection of articles which can be retailed at 5 cents each. The next table is devoted to the display of 10 cent lines. The two other tables are used for displaying seasonable and household goods.

The compartments on the tables are made with removable divisions, so that compartments may be made up to suit all sizes and shapes.

The idea is to change the displays each week. One week 5 and 10 cent goods will be shown. The next week 15 and 20 cent goods, and so on.

"TO OUR READERS."

We want your opinion of this number. If you will offer suggestions, as to how improvements could be made, they will be much appreciated by us. If the issue comes up to your expectations, we would like to know. We have endeavored to make this issue as interesting and practical as possible for our readers, and we will much appreciate any comments you may see fit to make.

Some of the lines displayed last week on the 5 cent table were snaps, door stops, chisel handles, hame clips, nail brushes, funnels, egg beaters, cake cutters, picture wire, graters, basting spoons, etc.

On the 10 cent table were iron handles, potato washers, can openers, tack lifters, tack hammers, large graters, clotheslines, etc.

The tables being double-deckers, the lower sections are used for displaying oilcans, cream cans, pails, enamelware, etc.

Although Mr. Adolph has only had the tables in use a short time, he has made a large number of sales, and he feels sure of the success of his venture.

There is big money in the little lines, and hardwaremen in their eagerness to secure large orders should not overlook the possibilities for profits afforded by pushing the sale of the small lines, which, if displayed, will sell themselves.

PERSISTENCY IN ADVERTISING.

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement— as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—Printing Art.

Some men are like the little boy who disliked his teacher because "she didn't teach him nothin' he didn't know."



S. L. Adolph's store, showing new method of showing goods. Note ceiling.

A Well-Equipped Retail Hardware Store

New Store of Adamson Hardware Co., Orangeville, Has Many Interesting Features—Store Not Over-Crowded—Rest Room for Ladies—Offers Cash Discount—Firm Sells Gramophones and Phonographs.

DURING July last year, the store of the Adamson Hardware Co., Orangeville, Ont., was almost totally destroyed by fire. A new store has recently been completed on the same site, the opportunity being taken to equip it in the most modern style, including several features which are interesting and unusual. By extending the store back, the floor space has been practically doubled. Particular care has been taken not to overcrowd, and to arrange displays, counters, and show cases so as to give the customer plenty of room to walk about, and to make a choice without becoming confused. The increase in the volume of business done during the past few years has warranted this extra expenditure.

One of the interesting features of the store is a rest room for ladies. Since local option came into force in Orangeville, most of the sitting rooms in local hotels have been done away with, and thus there remained no place where the wives of farmers could resort to for a wash and rest. When the Adamson Hardware Co. introduced this innovation, the ladies were a little nervous to make use of it at first, but eventually they came to look upon it as o sort of meeting place, resulting in an increase to the firm's business. Mr. Adamson considered the right place for such a room was in a dry goods store, but having taken the step, he is reaping the benefit.

The ladies' rest room is about ten feet square. It is built of beaver board, is nicely tinted and panneled, and furnished like a sitting room, with mirrors and pictures. It contains a large hot water radiator running the full length of one side, allowing several people an opportunity to warm themselves at one time. The furniture consists of a table with cloth, and several chairs. There are coat and hat hooks where wraps can be hung until wanted; notepaper and envelopes for writing, and newspapers and magazines for reading. A window allows anyone to look through the store to the front, so that a lady may see whether her husband has driven up or not. The floor is covered with oilcloth, and the door and window are furnished with green curtains.

In connection with the rest room is a toilet room, measuring 6 x 10 feet, in two compartments. In one is a wash basin and mirror, with towel racks, comb and brush rack, tumbler holder, and all the necessary conveniences likely to be required by a visitor from a distance. In the other compartment is a pure white closet. These compartments are lighted by colored leaded windows, and have electric ceiling lights. Both are very roomy. The rest room, as will be seen by reference to the plan, is situated at the rear of the store, on the right hand side, opposite the office. It is private, being away from the public part of the store.

The customer on entering the store, turns to the left to be served. Here are two large silent salesmen, the cash register, the counter, and lastly, in the



Interior view of Adamson Hardware Co.'s new store.

corner at the rear, is the office, which is about five feet higher than the floor, allowing the proprietor a clear view of the store. In the centre of the store is a clear aisle right through. On the right, the space is used for displaying washing machines, churns, baby carriages, etc. About forty feet of the right hand wall is occupied by shelving devoted almost exclusively to paint. Following this, there is a display of electric fixtures, at which point there is a recess, used for displaying plumbing goods ,and stoves. The corner is occupied by the rest room, which is ten feet square—about the same size as the office in the other corner.

Turning to the shelving on the left hand side, where the hardware is stocked, we find as neat an arrangement as it is possible to imagine. The shelving is enclosed with large doors, covered with green felt, and sampled on the outside. Every third door is of glass, making a display case. The first glass case is used for cutlery, say, and the neighboring shelving devoted to cutlery and silverware. The second case is for tools, the next for builders' hardware, the next for guns, and the shelves for ammunition; the next contains plumbing goods, and bathroom supplies, and the last one, paint and varnish brushes. As far as possible, an effort has been made to arrange for each line of goods to be in one place. This makes of the work of the clerk simple, and does not confuse the customer. With this system, a clerk is enabled to dress one case at a time. On special occasions, such as Christmas, seasonable goods may be effectively displayed in these cases.

Beneath the drawers the shelving is again closed in as far as the point where nails are stocked, and is used for hinges, chains, and heavy goods. The hot air registers have not been located in the floor as in older stores, but stand vertical behind the counter, beneath the shelving. The smoke and hot air pipes run up through the shelves to the upstairs, and are also covered by doors.



View of part of tool racks and plumbing department in Adamson store.

The shelving on the right of the store is used almost exclusively for paints, varnishes and stains. The small drawers beneath are used for whiffletree fittings, etc. In the recess near the rest room is a full display of enameled ware, and space is also found for a glass-cutting table. On the wall is a tool rack for harvesters' tools, shovels, etc., while near-by are a number of stoves and ranges on view. The pillars are utilized for whip racks, which eliminate the bareness.

In the recess are located stairs leading to the cellar and upstairs. The cellar is used largely for storing glass, tile, iron pipe, nails, charcoal, roofing, etc. The tinsmithing department is located upstairs, and other space there is employed for storing harvesters' tools, tinware, oil stoves, etc. The tinsmithing department has a japanning plant and buffing machinery, used particularly for cleaning up goods injured in the recent fire. The department is equipped with a speaking tube connecting with the counter downstairs, and with all necessary tinsmithing and plumbing machinery.

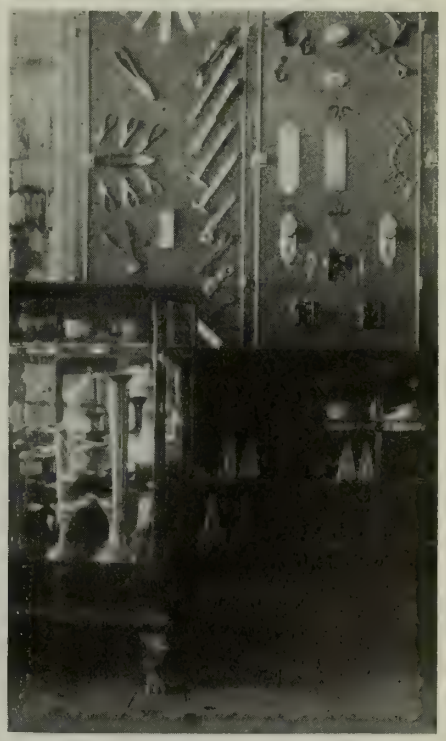
An interesting device is used for telling whether the lights in the tinsmithing-room and the store-room at the rear are burning unnecessarily. Dummy lights, of small candle-power, are connected with the switches, and are located in the store. By this method anyone can see whether the men are upstairs, and if they are not, can see in a minute whether they have left without switching off the lights. The workmen often forget the lights, and the electric light bill is considerably reduced by these tell-tale lamps.

Mr. Adamson has adopted another electrical device which might be profitably copied by any storekeeper who is

(Continued on page 175.)



View of section of ladies' rest room in Admason store.



Showing style of sample doors in Adamson store.

Reminiscences of Early Days in the West

Western Hardwareman in Reminiscent Mood Gives Western Editor of Hardware and Metal Some Interesting Data Regarding the Early Days in the Canadian West.

THERE is little in Portage la Prairie, Man., to-day to remind one of the rough times experienced by hardwaremen in the late seventies, before the time of railways, years and years before wholesale houses of the East dared to send a traveler beyond Fort William. The stores that served in those days have all vanished, and strange to say, not even a photograph is left of the rough log huts in which nails were sold in those far-off days. The only thing that reminds one of pioneer times is the pioneer himself, who, when business is not brisk, will put his feet up on the counter, and let his mind wander back to those stormy times.

The western editor of Hardware and Metal called on T. B. Millar, of the Millar Hardware Co., Portage la Prairie, recently, and found him in a reminiscent mood. There was also another pioneer in the store at the time, in the person of S. R. Marlett, of Marlett & Dixon, who started the second general store in this town in the spring of 1871. He has long retired from business, and is spending his time on a farm.

T. B. Millar is still in the hardware business, which has continued to expand until to-day it is one of the largest of the four hardware stores in town. With him is associated his brother, W. Millar, both of whom are now well on in years.

Prices in the Early Days.

Mr. Marlett, who carried a large stock of china and earthenware goods in the early days, commenced by citing a few of the prices that obtained in those days. He brought the first Goderich salt into Manitoba, and sold it at $32 a barrel or 25c a pound. Coal oil sold at $5 a gallon; sugar brought the same price as salt, and the ordinary cup and saucer sold for 62½c. Cut nails brought 25c a pound, while lead pencils which sell to-day at 2c brought 25c.

Asked why so many prices were in uneven cents, Mr. Marlett explained that British currency was then in use here. Business was done mostly by barter for furs, buffalo robes, and pemmican. The only currency was gold and the Hudson's Bay "blanket," which was in denominations of a shilling, five shillings, and one pound notes.

Hudson's Bay Blanket.

The mention of Hudson's Bay blanket reminded Mr. Millar that he had recently seen one of these among his papers in the office. He forthwith made a search and found it, but the letters upon it were so defaced, it was only with difficulty read. It ran something like this: "Five shillings sterling, 1850. Hudson's Bay Company, No. 1163. I promise to pay to bearer on demand, the sum of five shillings sterling, at York Factory in Rupert's Land, dated first day of May, 1851, by the Governor and Company of the Adventurers of England, trading into Hudson's Bay." Then followed the signatures of A. Barclay, the secretary, and A. E. Pelly, accountant.

Getting Supplies.

In those days it was not possible to send to Winnipeg for a supply of hardware when it ran out. Twice a year it was necessary for the merchant to make a trip to Toronto or Montreal, and while there to buy several car loads of goods. The freight was per car load, and, if after order had been placed, the car was not full, the merchant would order it to be filled with some one line. Often when the car arrived at its destination, it would be found that the articles bought to fill space were away ahead of what would be required in Portage, and, consequently became dead stock. Some amusing stories are told in this connection.

The price of transportation in those days from Toronto to Portage was $15 for every 320 lbs. carried, and it averaged five dollars a hundred. That was in 1871. Prior to that the freight was higher, as by '71 the railway had been laid to the Red River.

The customers were mostly half-breeds, but later there came quite a number of Canadians from Huron and Bruce, and up to that time English settlers had not begun to come out. By the time navigation opened in the spring most of the stocks had become exhausted, and the inhabitants were looking anxiously forward to the arrival of the first boat at Fort Garry. The stores would probably run out of coal oil long before the winter had arrived. However, one looked after another. The man who had money would share it with those who had none, and everybody was happy. Mr. Marlett remarked: "There were no notes to meet at the bank in those days."

In those early days business came in spasms. One day a number of settlers would come into town, and the next day nothing would be done. The Millar brothers, like most of the others, were single men who lived at the hotel, and when business was dull would paste a notice on the window announcing that they had gone to the hotel. Customers arriving unexpectedly would go in search of the merchant. Things have been reversed in this respect.

When settlers arrived they bought heavily. Firstly, they would require a



Views of Saskatchewan Ave., Portage La Prairie, a tpresent time.

stove, and probably several. Then there was a full list of tools. Every man required a square, a saw, an axe and a hammer, and for the house he wanted utensils, and coal oil, and lubricating oil for his machinery, for as early as this mowers were being used. The reaper did not come into use until some time later. Later, when more and more settlers came, hardware stores would sell as much as a car load of oil a month, whereas to-day, since electric light was introduced, the demand has dropped to about two cars a year. J. O. Cadham, who now owns one of the largest hardware stores in the city, came shortly after the Millars, and can speak of the early hardware days in Portage.

The Millars started business in a log store, which they purchased for $950 from Lt.-Governor Shultz, a doctor, who had gone into the Indian trade, and had used this store for that purpose. The early log store contrasts strangely with the Millar store of to-day. It was low, and the stock was hung in great confusion on the ceiling. In 1882 he erected a frame building, which is seen in the accompanying illustration. Fourteen years ago the handsome block in which the Millar Hardware Co. are now located, was erected. The frame building measured 30 x 120 feet, two storeys high, whereas the present brick building measures 60 x 105 feet.

BROOMS.

Brooms have been used for three thousand years. Until the advent of the chemically-treated mop it was necessary to get down on your hands and knees to clean, dust and polish hardwood floors, linoleum, oilcloth, etc. With the advent of the sanitary mop it is now only the work of a minute to run the mop over your floors, around your rugs, and have the floors bright, clean and polished.

A WELL-ARRANGED STORE.

(Continued from page 173.)

located in a town where there are two sources of electrical power. Hardwaremen know to their sorrow that their lights are liable to go out at any moment should anything go wrong with the power plant, whereas a competitor across the way who is taking power from another company is enjoying good business and good illumination. In Orangeville there are two electric light companies. The Adamson store was supplied by one, and many times suffered disappointment when business was brisk, often at Christmas. Mr. Adamson induced the other company to connect up with his store, installing a double-throw switch, offering to use the systems equally. He is never troubled in this way now.

Returning to the description of the store: there is a large store-room at the back, used for storing oils, stoves, etc., which contains a cement slide, down which nails and other bulky goods can be easily run into the cellar. In the office there is a vault, set back into the store-room. The value of this was shown in the recent fire, when the firm's books were saved.

The store is equipped with three traveling ladders, two on the left, one of which travels on the ceiling and the other on the cornice, and another ladder for the shelving on the right. The windows measure four feet at the front and seven feet at the back, and are nine feet deep. The firm pay a great deal of attention to window dressing.

The cash register is a four-drawer machine, with motor attachment. Incidentally Mr. Adamson has an interesting scheme for inducing local farmers to pay cash when making large purchases. He gives a cash discount of 5 per cent. He also allows some of his customers three months' credit. When a farmer comes in for a stove he explains to him that 5 per cent. for cash, considering that three months' credit is allowed, means 20 per cent. for a year. A farmer sometimes does not take notice of 5 per cent. discount, but if he can be induced to believe that he is saving 20 per cent. he will pay the cash. This argument is effective in the majority of cases.

A new line which the Adamson Hardware Co. have recently begun to carry is that of phonographs and gramophones, with which they have been successful, the customers being mostly farmers. When customers are in, and the clerks are not very busy, one or two selections are given. Thus the clerks find out who are interested, and can usually arrange to take a machine to the house at night and give an exhibition of its capabilities. They also do a big business in house-wiring, and the sale of fixtures naturally follows.

The firm has gone under the name of the Adamson Hardware Co. for five years. The business has been in existence for thirty-five years, and J. B. Adamson has been connected with it for the past twenty-five years. He was born in Toronto forty-three years ago, and came to Orangeville at the age of 11. He served his time with A. G. McKenney, who then owned this business, and was successively clerk and buyer. Later it went under the name of Kelley & Marshall, then Adamson, Hewitt & Sproule, and five years ago became the Adamson Hardware Co. Associated with Mr. Adamson is J. A. Aitchison, chief clerk, who has an interest in the business.

Courtesy to customers is a stock-in-trade that pays Standard Oil dividends.

* * *

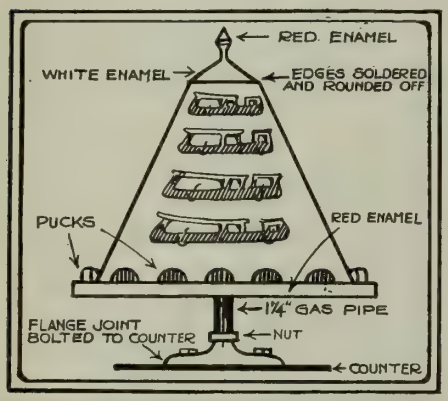
You might as well chain your body to a stake as to chain your business to an immovable and unchangeable policy.



Saskatchewan Ave., Portage La Prairie, in 1890.



What Other Hardwaremen Do



Display stand constructed by clerk in a Barrie store.

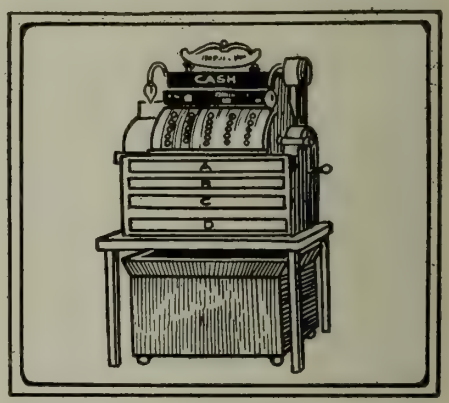
REVOLVING SKATE STAND.

A clerk in the employ of H. H. Otton & Son, Dunlop St., Barrie, conceived the idea of a revolving skate stand as shown in accompanying sketch. It has four sides, which taper down to a pocket in which the pucks are displayed. The device is made of sheet iron, soldered so that the corners are rounded off smooth, with a triangular shaped top. The bottom has two braces through which passes a piece of 1¼-inch gas pipe to a considerable height, giving the stand stability. The bottom of the pipe rests in a flange joint, which is screwed or bolted to the counter. The stand revolves on a nut screwed on to the pipe, which rests on the flange.

Red and white enamel has been used in painting the stand and it presents a very attractive appearance. During the winter the stand is used for displaying skates and pucks. It can be used at other seasons of the year for displaying other lines.

WASTE PAPER UNDER CASH REGISTER.

In a hardware store where so many articles are wrapped in paper there is liable to be an accumulation of waste paper, etc., which if allowed to be thrown on the floor gives the store a very untidy appearance. A useful arrangement for collecting waste paper has been adopted by the Adamson Hardware Co., Orangeville, Ont. A truck made of sheet iron, fitted with wood bracings and casters has been constructed and placed below the cash register as shown in the accompanying illustration. Near the top is a big pocket so that the paper can be easily pushed in. The idea is that the clerk when going to the cash register to ring up a sale, can carry any waste paper or other material that has been taken from a package and deposit it in the waste paper receptacle. When the truck is full it can be pushed out and taken to the rear of the store and emptied. The truck is constructed so as to go under the register and fit snugly like a drawer. It is very seldom that paper, string, packing or other material is seen on the floor of the Adamson store.



Adamson Hardware Co. have waste paper receptacle under cash register.



Hardware merchant installs drinking fountain at front of store.

DRINKING FOUNTAIN IN FRONT OF STORE.

A hardware merchant thought that he would like to have something in front of his store that would cause passers-by to stop. After securing permission from the civic authorities he installed a drinking fountain in front of his store. The fountain was constructed in such a manner that the water would only bubble up two or three inches above the mouthpiece. This prevented boys from tampering with the fountain and causing the water to squirt on passers-by or cause dampness on the walk surrounding the fountain. The dealer found that large numbers of passers-by took advantage of the opportunity to secure a refreshing drink especially during the hot weather. In order to cause the water to bubble up through the mouthpiece it was necessary to push a lever. When the lever was released the flow stopped and there was little or no waste. Outside of the cost of installation the up-keep of the fountain was very reasonable and the merchant figures that in the fountain he has a good advertising medium at a very reasonable cost.

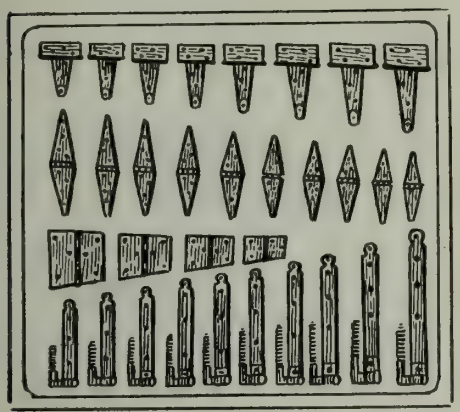
DEMONSTRATING POLISH MOPS.

A hardware merchant found that there was a ready sale for dustless mops, dusters, etc. He conceived the idea, however, that the goods could be more easily sold if demonstrations were given. He secured a piece of linoleum about three feet square. This was placed near a table on which was displayed dustless mops, dusters, floor polish and linoleum varnish. The table was placed near the entrance to the store and in many cases lady customers entering the store were attracted by the display immediately after they entered the store. Salesmen then had an opportunity of demonstrating the use of the mops. But the value of the table did not end there. The salesman also had an opportunity of interesting the customer in floor polishes and varnishes and many sales were made as a result. A neat show card was used to draw attention to the lines on display.

There has been a large sale for dustless mops during the past few years and the demand is still growing. Hardwaremen can help to keep up the demand by using the proper display methods. There is money in this line for the dealer who will push sales.



Dealer increased sales of polish mops by giving demonstrations.



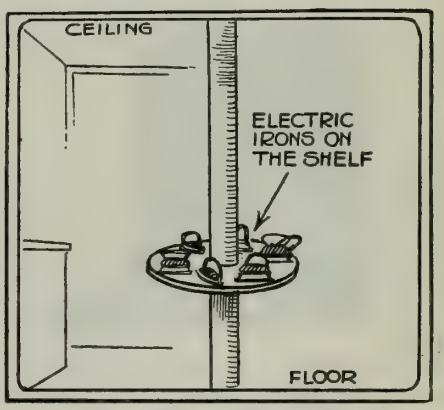
Guelph hardware firm use hinge sample board for common hinges.

GUELPH FIRM USES HINGE DISPLAY BOARD.

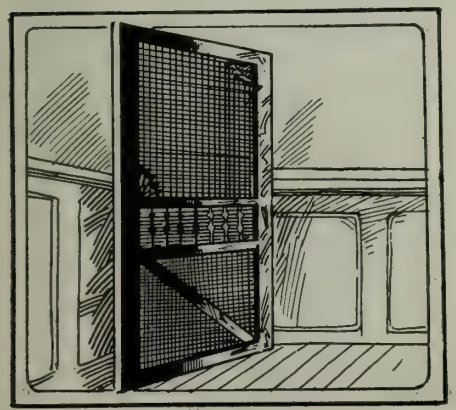
The Bond Hardware Co., Guelph, Ont., use a hinge display board which saves the time of the salesmen and also gives customers an opportunity of seeing a large range of hinges at one time. A display board about 32 inches wide and 4 ft. long is used and the samples shown include screw and strap hinges, light and heavy tee hinges and light and heavy strap hinges in all the various sizes. The price per pair is marked in plain figures on all hinges with the exception of the screw and strap hinges which are priced per pound. Thus when a customer enters the store and asks to be shown hinges he can be shown a large assortment at once without the necessity of the clerk taking a hinge of each size out of the hinge rack. Every hardwareman knows the difficulty experienced at times in figuring out what customers mean when they ask for hinges. Outside of mechanics very few customers know the terms or names applied to the various styles of hinges, and the arrangement here illustrated proves very useful in not only saving time, but also saving customers from embarrassment.

MAKING USE OF STORE PILLARS.

In many hardware stores you find pillars which are used as supports for the building. In some cases they are also used for other purposes. In the store of H. Occomore the pillars have been used to good advantage. A round shelf three feet in diameter circles each pillar, and is held up by clamps bolted together on either side of the pillar. A sketch of one of the shelves is here shown, this one in particular is being used for displaying electric irons. This pillar is located near the entrance to the store and customers on entering cannot help but see the array of irons there displayed. Lady customers in particular are greatly interested in the display, and a large number of sales have been made from this shelf. In these days when hardwaremen are carrying such a large number of new lines, display space is generally at a premium. By introducing innovations of this kind extra space can often be obtained. Store pillars usually occupy prominent positions in the store and can be made to serve a useful purpose.



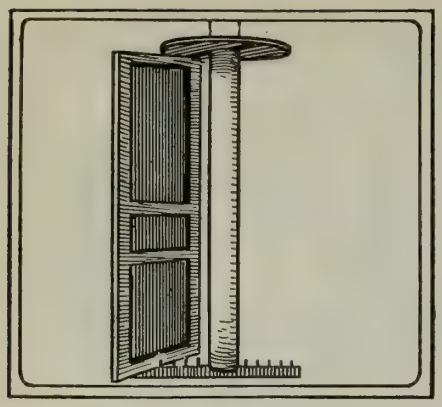
Guelph merchant makes use of store pillar for showing electric irons.



Partly-painted screen door increased sales of screen enamel.

HOW A MERCHANT SOLD SCREEN ENAMEL.

A Western Ontario hardware merchant had a large stock of green screen paint on hand. He knew that the paint was a first-class article, but the stock for some reason or other did not move rapidly. He conceived the idea that if he showed his customers how old screen doors and windows could be refinished to look almost as good as new that his sales of screen paint could be greatly increased. He secured an old screen door on which the wire, although not broken, was very rusty. The wood frame of the door also needed paint badly. The merchant then asked one of the clerks to paint one-half of the door with the screen paint, and to leave the other half as it was. When the clerk completed his task he had one half of the door looking almost as good as new. The door was then placed in the show window. A show-card was also displayed drawing attention to the fact that the lives of screen doors and windows could be greatly lengthened by applying screen paint which was very reasonable in price. The dealer found this to be one of the best innovations he had ever tried for increasing the sale of a paint specialty line.



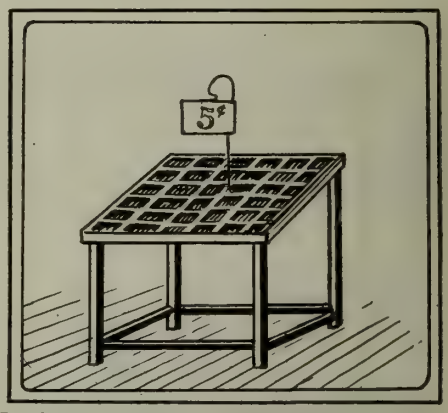
Same pillar used in summer for showing screen doors.

NOVEL METHOD OF SHOWING SCREEN DOORS.

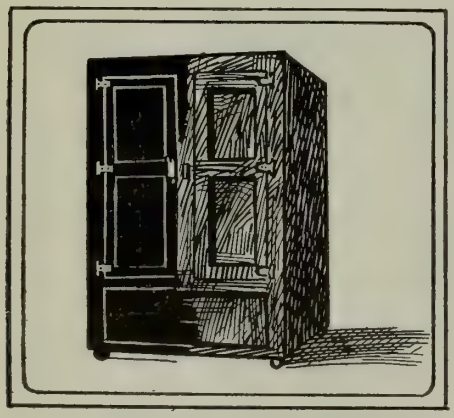
During the summer months when screen doors are selling the same pillar is used by Mr. Occomore in showing a range of screen doors. The shelf is moved up as shown in the accompanying sketch. A strip of wood about ten inches long is attached to the under side of the shelf. Nails extend through the strip of wood and into small holes which have been bored in the top of the doors. A similar strip of wood with nails extending upwards is attached to the floor. The nails act as pivots on which the doors swing. A narrow strip of galvanized iron is nailed to the top and bottom of each door in order to prevent wearing away of the wood by constant friction when swinging. When the summer season is over the shelf is lowered and is used for displaying seasonable goods. There are several pillars in the store and each one has been made to do valuable services in showing goods. This method of showing screen doors is only one of the many adopted by retail hardwaremen. The screen door season is approaching rapidly. A swinging display of doors is useful and desirable during the rush season.

INCREASING SALES OF SMALL ARTICLES.

A London merchant recently installed a number of display tables similar to the one here illustrated. He is using these tables for displaying small articles of hardware such as are featured by the syndicate stores. Although the tables have only been in use for a short time many dozen 5, 10 and 15-cent articles have been sold from these tables. When a merchant stops to consider the large percentage of profit he is allowed to make on these small articles, he is forced to admit that there must be money in pushing the sale of the small articles. Take for example the chains of syndicate stores clearing enormous profits each year from the sale of small articles, none of which are priced over 15 cents each. In these days of keen competition the retail hardware merchant should take advantage of every opportunity to sell profitable lines. The London merchant has found the use of display tables an excellent method to sell small goods. He changes the dispays each week and always keeps them clean and tidy. Cards are suspended over each table from a hook made of No. 9 coppered steel wire.



London merchant increased sales by introducing 5, 10, 15c tables.



Partly-painted second-hand refrigerator increased sales of enamel.

DEALER INCREASED SALES OF ENAMEL.

A Toronto dealer last spring increased his sales of varnish stain and white enamel to a great extent by exhibiting in his show window a second-hand refrigerator which had been partly re-finished on the outside with dark oak varnish stain. He re-finished a portion of the provision chamber with white enamel and displayed the refrigerator in the window with the door of the provision chamber partly open. The very great contrast between the re-finished and the unfinished portions of the refrigerator attracted the attention of large numbers of passers-by. A display card in the window gave prices on various-sized cans of varnish and also quotations on the enamel in small packages. The same plan could be tried out on iron beds, baby carriages, sinks, baths, etc. The expense to the merchant for partly painting an article such as a refrigerator is not very large and the results in sales are astonishing. Show the people the goods you have, the results they will accomplish and you can make sales.

ISSUES ROAD MAP INSTEAD OF CALENDAR.

Instead of issuing calendars at the first of the year, Thos. Houghton, hardware merchant, Parkhill, Ont., issued a road map showing the various townships in the vicinity and the roads therein. These maps were issued for the convenience of farmers and show the various concessions, cross roads, etc., in which the farmer is interested. The map was attractively gotten up, and was well printed. The firm name appeared on the bottom of the map and an invitation was extended to recipients of the calendar to deal at the Houghton store. The farmers' trade is desirable and hardware merchants should always endeavor to keep in close touch with farmer customers. The season of the year is just coming in when the farmer will be in the market for many lines of hardware. Show the farmer that you are interested in him and the chances are that you will secure a large share of his patronage.



Hardware dealer issues road map in place of calendar.

Landing Profitable Business for the Tinshop

Best Work Can Be Accomplished During Dull Season—The Dull Season is the Time to go After the Best Business—Keeping the Shop Busy.

WE hear a great deal these days about the tinshop being a poor paying proposition. Every once in a while a merchant decides to sell out or dispose of his tinshop on account, he says, of it being unprofitable. At hardware conventions the subject is often taken up and men owning tinshops tell their experiences, showing how many customers look at price rather than quality, with the result that many cheap jobs are done at a sacrifice, instead of good work at a fair profit.

We also find merchants who conduct highly-profitable tinshops; in fact, the tinshop is the large end of the business with some concerns.

One merchant who conducts a large tinshop was recently interviewed by a representative of Hardware and Metal. In his store he sells stoves, enamelware and household goods, cutlery, etc. He does a nice trade in the store, which is a large one, but he stated that the tinshop was the big and profitable end of his business.

When asked how he accounted for this when others complained about the tinshop being a burden, he said: "I have at the present time, which is considered a dull period, fourteen men in my tinshop. Every man is busy. I am always on the look-out for new business. I do not look for cut-price jobs. I think that there is probably more room for 'salesmanship' in connection with the tinshop than in any other department of my business. When I quote a price on a job, I tell the customer exactly what he is going to get. I do not use 30-gauge iron where 26-gauge is needed. Very often I could undertake jobs at lower quotations than the ones I give, providing I used cheap material and lighter gauge metals, but this is against my policy. I use 'salesmanship' in my tinshop the same as in any other department of my business.

"Another feature which I watch closely is 'overhead costs.' I noticed a good illustrated article on this phase of the business in a recent issue of Hardware and Metal. Every man in the trade should read it.

"I watch the buying end of my business and always try to place my orders in the best markets.

"Preventing waste of material is another important point in connection with running a profitable tinshop.

"Without proper supervision and instructions a large amount of material can be allowed to go to waste, and this means a serious drain on the profits.

"Waste of men's time is also a serious leak if allowed. I always try to have work ahead—that is, I endeavor to get customers to place orders and contracts well in advance in order to always have plenty of work on hand for my men. I have an arrangement with a local factory whereby I supply them with a number of articles that they use in connection with a certain line of goods they make. In spare time the men make up these special lines, and no time is lost.

"I have always made it a point to go after quality business. I charge a fair price and add a legitimate profit, and I have been fortunate enough during the past few years to always have plenty of work on hand."

This merchant has made a success of his tinshop. He has made a practice of landing profitable business for this department of his store.

A writer in an American contemporary, referring to the landing of profitable business, says:

"The dull season is the time to go after the best business. The best business is that which involves the largest contract from the man with the best credit rating. This man is always the one who is willing to save money and who is in a position to follow his inclinations. Therefore, if he can be shown that he can save money by permitting his work to be done during the dull season, the chances are very good for landing a contract from him.

"Because this man's business is the most desirable, it is necessary that great care shall be used in keeping him as a customer. The best way in which to keep a customer is to do first-class work for him, and the time when the best work is possible is not when work is booming, customers are clamoring for action, and workmen are sent here and there on hurry calls, but in the dull season, when men are not driven and their employers are not nervous.

"The man whose business is worth the most is always the man who is easiest to convince by a good argument and hardest to convince with a poor argument or with a poor proposition. The best way in which to hold a customer is by doing good work, but the only way in which to secure a chance to do good work for a new customer is to make a good impression at the start, and it is, therefore, extremely desirable that the first impression shall be a good one. A little attention to the manner in which a customer is approached, therefore, will frequently result in the securing of contracts over a competitor.

The custom of always giving the contract to the lowest bidder does not prevail with the hard-headed business man whose business is the most desirable. This man knows that the manner in which he is approached will generally indicate the business capacity and responsibility of the man seeking the contract, and he will, therefore, devote special attention to the arguments presented, and will base his selection partly upon the amount of the bid and very largely upon his first impression of the bidder.

The securing of first-class contracts for the dull season should be considered one of the most important portions of the year's work, and the man who keeps after this business intelligently and persistently will frequently find it possible to place himself in such a position that the so-called dull season will have resolved itself into a period which he can reckon as the year's most profitable time."

Personals.

Charles R. Hubbard, E. C. Atkins & Company, Hamilton, Ont., was calling on the trade in Montreal this week.

Pierre Rondeau, formerly with N. Lemieux & Fils, of Quebec, Que., has joined the travelling staff of Starke, Seybold, Ltd., Montreal.

The firm of N. Lemieux & Cie., of Quebec, Que., sold out last week. Samson & Filion, of Quebec, bought their stock at the rate of 60½ cents on the dollar, while H. & G. Young took over their book debts.

Hardware and Metal is in receipt of a communication from D. L. Goodloe, who is at present enjoying a vacation at Seabright, California, following the completion of his work of building the catalogue recently issued by Lewis Brothers, of Montreal.

Raymond A. Catlin, Corbin Cabinet Lock Company, of New Britain, Conn., was calling on the trade this week.

J. O. Notman, McKinnon Dash Company, St. Catharines, Ont., was a caller on the Montreal hardware trade this week.

Problems For Sheet Metal Workers

IN the accompanying article we will deal with a simple problem in triangulation, viz., the transition piece of the tubular ventilation shown on Plate 28, and shown again by Fig. 1, Plate 29, and in perspective at Fig. 1-A.

As will be seen, the transition piece goes from a square at the bottom to a round at the top.

Let us draw a plan as shown by Fig. 2, first drawing the square base A-B-C-D to the size desired, say 3 inches square, then in the centre we will draw the circle representing the top.

Then draw the elevation Fig. 3, giving a side-view.

Now to return to the plan, let us divide the circle off into any number of equal spaces, say 8, having the points so that an equal number of lines can be drawn from each corner of the square into these parts, and each line will be the same length as the same line in the other corners.

A good way to accomplish this is to draw the diagonal lines across the square from points A to C and from B to D, stopping them at the circle.

Then subdivide the space between these on the circle and draw lines from the corner into each point.

Now each one of these lines A-1, A-2, B-2, B-3, etc., represent the base lines of a triangle the same as A-B of Fig. 6.

Now, to get the altitude or height of the triangle, we must go to the plan. This height is shown by X-Y.

Now let us draw a horizontal line, as S-A, Fig. 4. Then from A, Fig. 4, let us set off on this line the spaces A-1 and A-2 of the plan.

At A erect the perpendiccular line A1X, making it equal to Y-X of the elevation.

Then draw a line from X to 1 and X to 2 gives the true length of the lines A-1 and A-2 of the plan, which are the lines we needed to find so as to give us the width of the pattern.

This we call our "diagram of triangles," and as B-3, C-5, D-7 on the plan are the same as A-1 and all other lines the same as A-2, it is only necessary that our diagrams show two triangles, viz., the true length of A-1 and A-2. We are now ready to develop the pattern. We will first draw at Fig. 5 a line equal to X-1 of Fig. 4, which represents with the compass set to X-2 of Fig. 4 we place the point at A, Fig. 5, and swing an arc as shown by the dotted line.

Then set the compass to the space 1-2 of the plan, and with the point at 1, Fig. 5, cut the arc, thereby locating the point 2 of Fig. 5.

Then with the compass set to X-2 again and with 2, Fig. 5, as centre, swing an arc as shown by the dotted line at B.

Then with the compass to A-B of the plan and with A, Fig. 5, of the plan as centre, cut the arc at B.

Then with the compasses set to 2-3 of the plan and 2, Fig. 5, as centre, swing an arc near point 3.

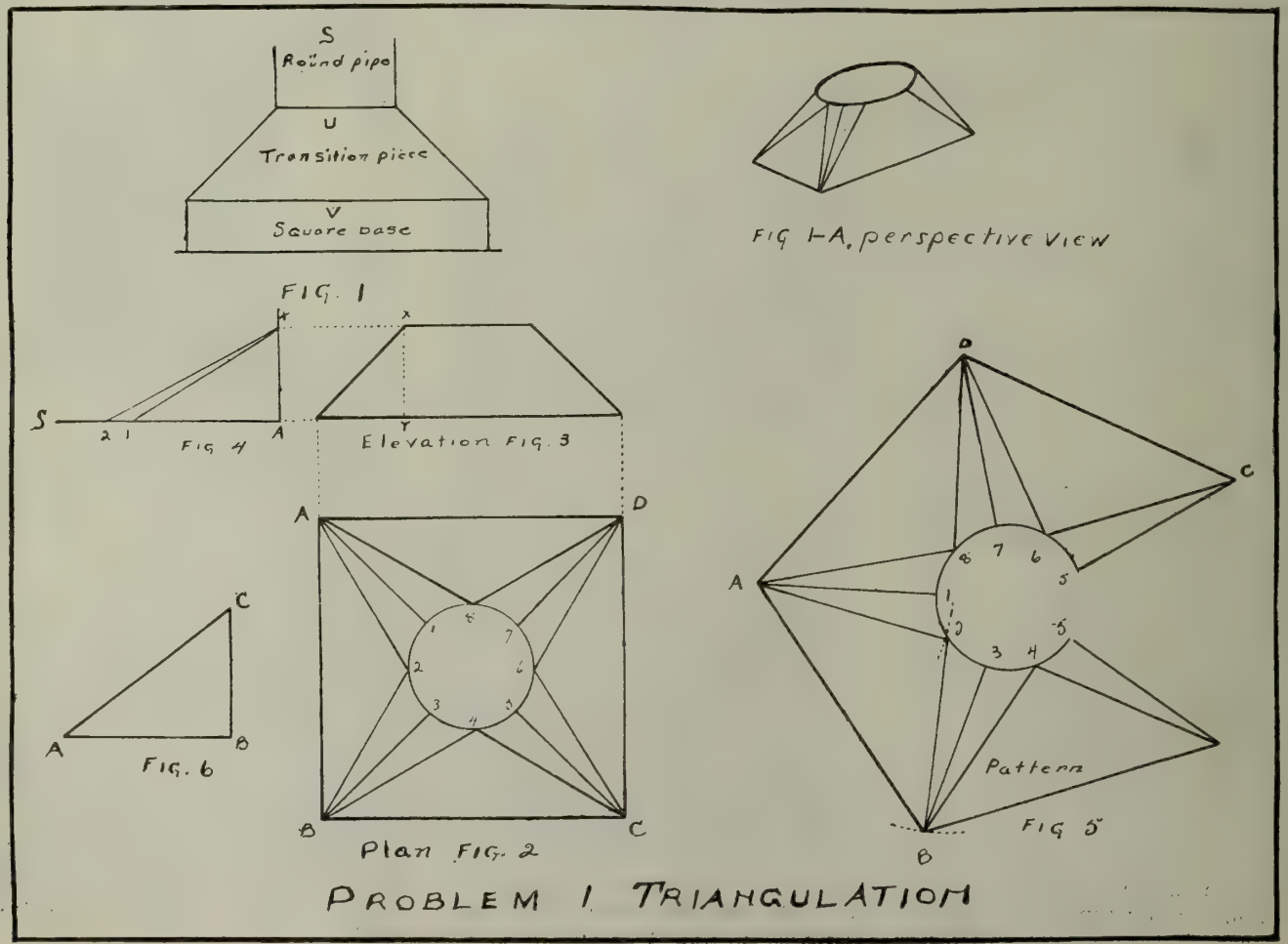
Then with the space X-1 and B as centre cut the arc, locating the point 3.

This gives one quarter of the pattern. Continue in this way until the whole pattern is developed.

Connect the different points.

Allow for flanges and fold.

In problem 2, plate 30, we illustrated a transition piece going from a round at the bottom to a square at the top (the opposite to problem 1). The square top is also set off to one side of the centre.



It could be set in the centre and the process would be the same, but by setting it off on one side it better prepares the student for meeting and overcoming this class of work.

A perpendicular view of the article is shown at Fig. 1-A.

Let us first draw the plan, Fig. 1, by drawing the circle or bottom the desired width of diameter, say about 4 inches, for practice.

Then we will draw the square wherever we want it located; but in order to follow the explanation of the problem it is better that we locate it as near as possible shown by the plan.

Now let us draw the elevation as follows:—

Directly over the plan and some distance above it draw the line U-V equal to the diameter of the plan.

Then we will draw the line K-Y the desired height, representing the top of the transition piece and directly over the square on the plan. Then we draw the lines U-X and Y-V, thus completing the elevation, Fig. 2.

Now let us divide the circumference of the plan, Fig. 1, into any number of equal spaces, say 8, as in this case.

Then number each of the corners of the square as 1, 2, 3, 4, as shown.

Now draw lines from each of the corners to the points on the circumference nearest to them. These are the base lines for our triangles.

Now extend the line U-V as shown by R-S and erect a perpendicular line from R, making the distance R-K equal to Y-H.

Now lay off on the line R-S from R each of the base lines shown on the plan; for instance, lay off the line A-1 from R and mark it A. Draw a line from A-1 to K, which gives the true length of the line A-1 I of the plan.

Now lay off A-2, B-2, C-2, C-3, etc., as shown, and draw lines to K.

It will be noticed that where two or more base lines are the same that we simply place the extra number or numbers under same.

The Students' Diagram of Triangles, however, may be a little different to the one shown here; for instance, lines A-2 and C-3 may not be the same in that case; he would simply draw another line to the point where C-3 came.

Having now drawn our plan which gives us the distance around the bottom and top, and having our diagram of triangles giving us the true width of the side of the pattern at the different points, we proceed to develop the pattern as explained.

For Problem 1, viz.: we first draw a line A-1, Fig. 4, making it equal to A-K, Fig. 3.

Then set the compass to A-3-K, Fig. 3, and with A, Fig. 4, as centre, swing an arc about the distance from 1 as 1-2 appears to be on the plan.

Then with the compass set to 1-2 of the plan, and with 1, Fig. 4, as centre, cut the arc, thereby locating point 2.

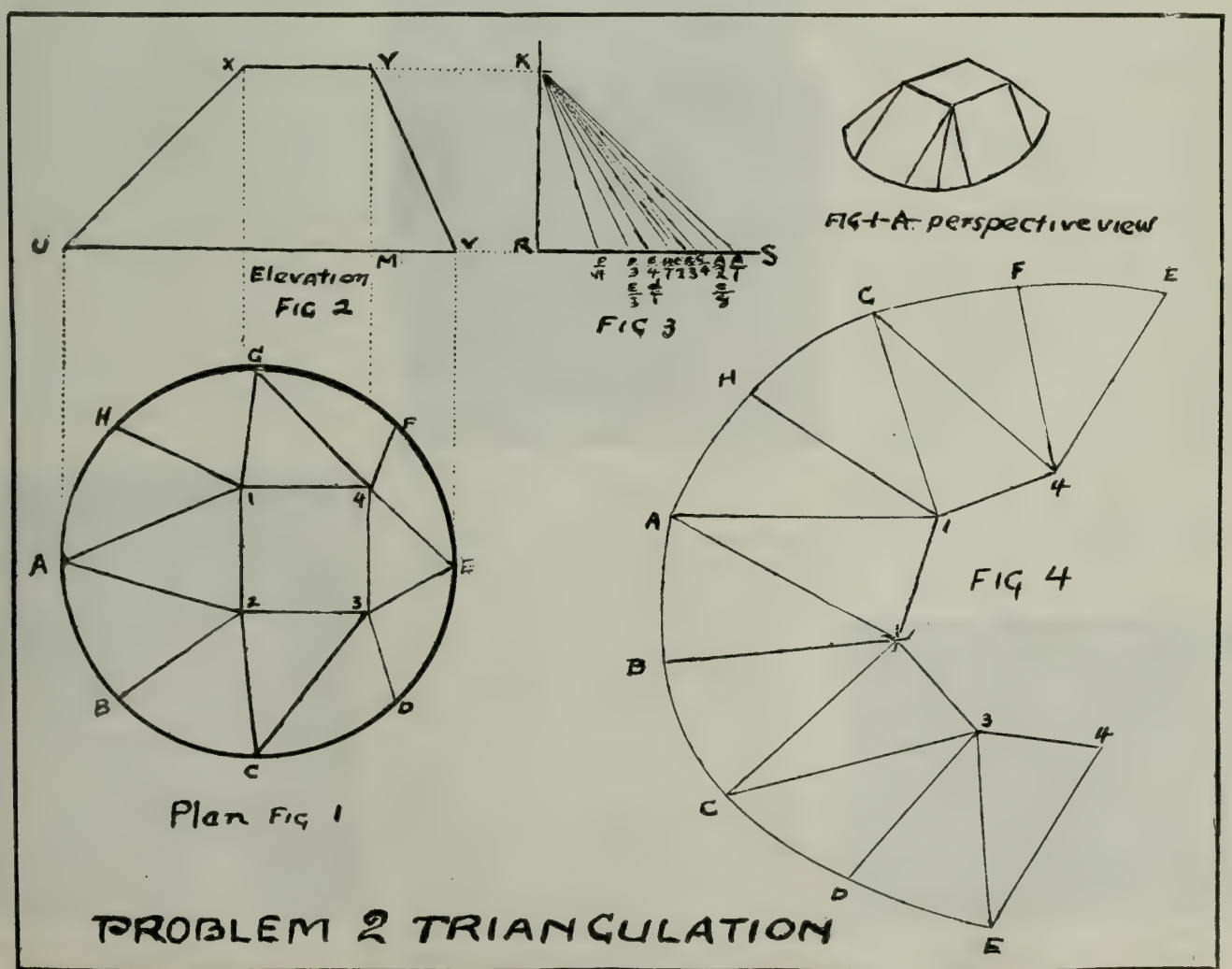
Then with B-2-K as radius and 2, Fig. 4, as centre, swing an arc at about the place where B would come.

Then with A-B of the plan as radius and A, Fig. 4, as centre, cut the arc locating the point B. Also with the same radius and B as centre, swing around to about where C would come.

Then with C-2-K as radius and 2, Fig. 4, as centre, cut this arc locating C.

Then with C-3-K as radius and C as centre, swing an arc near where point 3 should be, and with 2-3 of the plan as radius and 2, Fig. 4, as centre, cut the arc locating 3.

Continue this until the pattern is finished.



Methods That Help to Increase Sales

Innovations Adopted by Various Stores Showing How Different Hardware Lines May be Displayed—The Great Tendency To-day is to Have Samples of All Lines on Display.

THE observer in visiting hardware stores in various parts of Canada is impressed by the great number of innovations introduced by retail hardware merchants, in an effort to show off their goods in such a manner that sales will result. The innovations are many and varied and a few of the methods illustrated and described in this article will doubtless prove interesting to retailers.



Fig. 1. Showing popular method of sampling shelf boxes.

In Figure 1. is shown a popular method of sampling tools on shelf boxes. By using these boxes or drawers a neat uniform effect is obtained and samples show up to good advantage. A few years ago—and in some stores to-day—it was not uncommon to see card-board boxes or packages on the shelves with the samples tied on the end by means of a piece of twine. This method of showing goods was very unsatisfactory, time was lost in opening packages and retieing them, the card-board boxes were continually becoming broken and the sample did not have a very uniform appearance. These objectionable features have been overcome by the use of shelf boxes or drawers. Samples are shown on the end of each box and prices may be marked on each article or on the side of each box.



Fig. 2. Showing how braces, hammers, bench axes, etc., may be displayed.

In Figure 2. is shown another popular feature in connection with displaying such lines as braces, hammers, bench axes, etc. This method of display takes the form of a wall case and is surrounded top and sides by shelf boxes. As shown in the illustration, the goods are supported by harness hooks about 9 or 10 inches in length. These hooks are inexpensive and the cost of equipping a section of the store shelving or wall space in this manner is very low compared with the results which should be obtained.

In Fig. 3. is shown a novel method of displaying cutlery samples. In the illustration such lines as kitchen knives, bread knives, table knives and forks, spoons, etc., are shown. These samples are all shown on sample boards which fit up flush against the wall shelving, the stock of each line being kept behind the display board. These boards may be taken down and shown to the customer. After a selection has been made the salesman secures a similar article from the stock on the shelf.

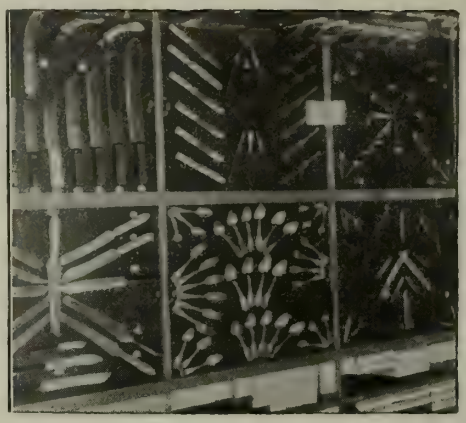


Fig. 3. Novel method of displaying cutlery samples.

In Figure 4. is shown a neat method of displaying bath room fixtures, and hand saws in wall cases. The goods are protected from dust, etc., by glass sliding doors which run on a small steel track. Each door is fitted with ball-bearing sheaves which make the door noiseless when running, and easy to operate. In wall cases of this kind, electric lights may be placed at the top of each section and turned on when showing goods. For displaying bath room fittings —which are generally nickel plated—a black cloth lining makes a good background. Dark green and white are also used at times, but the latter color does not always show off the goods to the best advantatge.

In Figure 5. is shown a swinging display rack that is used by a retail hardware merchant in East Toronto to display paint brushes, kalsomine brushes, house numbers, padlocks, builders' hardware, etc. One of the many advantages of a display stand of this nature is that customers will swing or turn the panels to see what is displayed on each one. A customer looking at an article on one side of the panel will naturally take a look at the other side as well, and possibly before he is finished he will have looked at all the samples on the rack. This method of display is rapidly becoming recognized by hardware merchants as an especially desirable method of displaying goods. For the merchant who

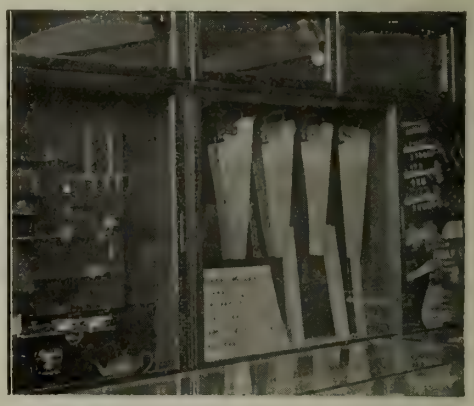


Fig. 4. Showing how bath-room fixtures and saws may be shown in wall cases.



Fig. 5 shows how a retail merchant displays paint brushes, etc.

is crowded for room racks of this description prove very valuable as sales-creators.

Figure 6 shows a section of the mezzanine floor in the store of Birnie Bros., Medicine Hat. This floor runs around the store on all four sides and is ap-



Fig. 6. Showing section of mezzanine floor in a Western store.

proached from downstairs by a handsome, oak-trimmed stairway. At the head of the stairway the offices are located and the balance of the mezzanine floor is used for displaying stoves. This is indeed a splendid arrangement. The stoves can be seen from any part of the store and yet salesmen and prospective stove purchasers when looking at stoves are away from other customers in the store and are not likely to be interrupted during their discussion on stoves.

Fig. 7 shows a section of a specially-constructed paint counter, showing how the front of the counter may be used for displaying cans of paint. The shelves in the front of the counter only extend in far enough to give room for the cans to set in flush. There are drawers in the back of the counter. As shown in the illustration, there is a brush show case on top of the counter. This case is about 6 or 8 inches high, and is fitted with a plate glass top so that brushes are in full view at all times. This style of counter does not take up any more space than an ordinary counter, and is very useful in the paint department.

In Figure 8, is shown a style of bar-



Fig. 7. Sectional view of specially-constructed counter for paint department.

gain table used in the store of John Moxon & Sons, Picton, Ont. These counters are used as novelty or bargain counters and are placed down the centre aisle of the store. Each counter is about 14 feet in length, 30 inches in width and stands about three feet in height. The tops are made of oak. Such lines as household goods, kitchen utensils, etc., are also shown. The goods are always neatly arranged and prices marked in plain figures. As shown in the illustration, small show cards are used to draw attention to the various lines.

In Figure 9. is shown a specially constructed stock and display stand suitable for enamel ware, aluminum ware, tinware, etc. It can be seen in the illustration that the two lower sections of the counter can be used for storing the surplus stock while the top of the stand can be used for display purposes. These stands will hold a large amount of stock and are used extensively in department stores. A number of hardware firms have adopted this style of stock and display stand.



Fig. 8. Style of novelty or bargain table used by a retail hardwareman.

Figure 10. shows a new auto truck recently purchased by W. Walker & Sons, Toronto, for delivery purposes. Mr. Walker states that one of the best ways to gain customers and to hold them is by giving efficient service, particularly in the delivery end of the business. If a merchant promises to deliver goods at a certain time, the goods should be delivered at the time specified. The Walker firm delivers goods over a large area in North Toronto and are highly in favor of auto deliveries as a means of giving prompt and efficient service.

WHO PAYS FOR ADVERTISING?

Suppose a manufacturer has among his products a corkscrew which has never been previously advertised, and which, including all production and selling costs, entails an expenditure of 10 cents for each one, based on a production of 50,000 a year. He sells it to the retailer at 15 cents and the retailer sells it to the public at 25 cents. This gives the manufacturer a profit of 5 cents on each corkscrew.

Now, suppose he decides to spend three-fifths of this profit on advertising



Fig. 9. Specially-constructed stock and display counter for enamelware, etc.

the corkscrew. Until that advertisement produced some kind of tangible result, the cost would come entirely out of the manufacturer's profits; but supposing the outlay had been judicious and that the original demand had been increased till the output was doubled. By doubling his output the manufacturer could produce the corkscrew at a reduced price—8 cents, plus 1½ cents for advertising, instead of 10 cents. That gives him a profit of 5½ cents on each of the 100,000 corkscrews, instead of 5 cents on each of the 50,000 which he originally manufactured. The outcome would be that the manufacturer was certainly not paying for the advertising, as he would be making a larger profit; and the same remark would apply to the retailer, who pays no more than before, and his cost of handling is reduced by the fact that he handles more corkscrews than before. It is equally certain that the consumer, who buys the corkscrew for 25 cents as he did before, does not pay for the advertising. Who, then, in such a case as this does pay?

Clearly it is the man who does not advertise—those manufacturers who would have sold the second 50,000 corkscrews had it not been for the one who advertised his product, and thereby induced the public to buy his goods in preference to theirs; out of their pockets

(Continued on page 184.)



Fig. 10. Showing new auto truck recently purchased by a hardware merchant.

J. B. Learmont Passes Away

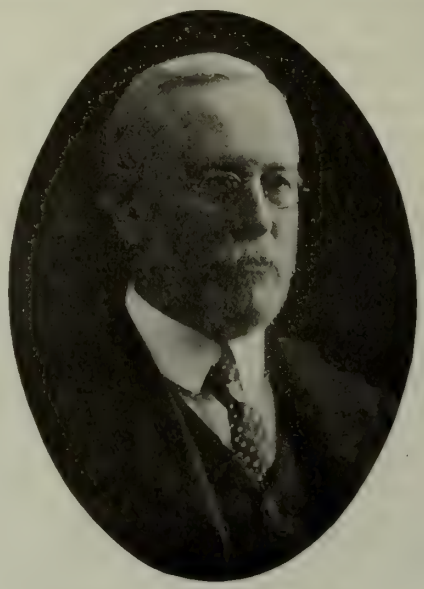
THE death occurred Thursday afternoon, Mar. 12, of Mr. J. B. Learmont, at the general Hospital, Montreal, following an operation performed on the preceding day. An announcement of the death of Mr. Learmont appeared in last week's issue of Hardware and Metal, but owing to the fact that the news was received just as the paper was going to press, it was impossible to give an account of the long and useful career of one who was well known, and whose name was familiar to the trade from coast to coast.

Joseph Bowles Learmont, as a member of the wholesale hardware firm of Caverhill, Learmont & Co., Montreal, a house dating back to 1854, was one of the best known and most highly respected business men in Canada.

He was born in Montreal on May 15, 1839, in which city he received his education, and at the age of 15 he took up a position as junior clerk with Crathern & Caverhill. His advancement was steady and in 1884 he succeeded to a partnership in the firm. As a business man Mr. Learmont achieved marked success, winning universal respect as a merchant, man of ability, judgment and integrity.

Mr. Learmont was noted for his literary tastes, and had frequently lectured on literary and historical subjects. He was an enthusiastic but discriminating collector, with a wide catholicity in the selection of his hobbies. He had an expert knowledge and extensive collections of old medals, coins and stamps, and he was also an ardent bibliophile, possessing many rare and almost priceless manuscripts and books, including a Bible of which only ten other copies exist. He also collected pictures, etchings, engravings, autograph letters, and personal objects formerly the property of celebrated men and women of past centuries. He was an early member of the Numismatic and Antiquarian Society, a member of the Natural History Society, and a councillor and treasurer of the Montreal branch of the Archaeological Institute of America. He was especially interested in relics and remains of the Indian tribes, and was the author of papers on "Folk-lore," and "The Canadian Indian."

Mr. Learmont's tastes caused him to take an unusual interest in the life and times of General Wolfe, and he had a magnificent collection of Wolfiana. This in turn aroused his patriotic instincts when a little over a year ago, it appeared likely that Quebec House, the birthplace of General Wolfe at Westerham, Kent, was about to be sold to a citizen of the United States. Mr. Learmont entered into negotiations which resulted in his purchasing of Quebec House, with the idea of making it a Mecca for Canadian pilgrims, and he placed the property at the disposal of the Canadian Government, which so far has taken no definite steps to accept his generous offer. A picture of General Wolfe's father, which formerly hung over the mantelpiece in Quebec House, was loaned by Mr. Learmont to the Montreal Art Association



The late J. B. Learmont.

for public exhibition, accompanied by a photograph showing the original position of the picture in the Wolfe home.

Two years ago Mr. Learmont was elected to the Council of the Montreal Art Association and he proved a most valuable member.

Mr. Learmont was a member of the committee on management of Montreal General Hospital, a member of the board and a governor of the Montreal branch of the Victorian Order of Nurses, and a director of the Charity Organization Society. In addition to this participation in concerted philanthropic work, his private charities were innumerable, but so unostentatious that their full extent was known only to himself. He will, therefore, be sincerely mourned not only by his friends and acquaintances, but by many persons in the humbler walks of life who owed much to his benefactions.

Although paying much attention to sociological problems, Mr. Learmont took no active part in municipal affairs or the wider field of politics. He was a member of the Congregational Church, and was on the executive committee of the Lord's Day Alliance. On his personal side he was a charming companion, courteous, cheerful, affable, and a most interesting conversationalist because of his well-founded knowledge on many diverse subjects.

Mr. Learmont was twice married, his first wife being Miss Amelia Jane Holton, daughter of the late Hon. Charles Holton, M.P., a well-known parliamentarian. She died in 1875. His second wife was Miss Charlotte Smithers, daughter of the late Charles F. Smithers, president of the Bank of Montreal, Mrs. Learmont survives her husband, and he also leaves one son, Mr. Holton Learmont.

The funeral took place from the family residence, 39 Macgregor Street, at 2,30 o'clock on Saturday afternoon to Mount Royal Cemetery.

Resolution of Wholesalers.

At a special meeting of the Canadian Wholesale Hardware Association (Montreal members), held March 13, it was unanimously resolved:

"We have learned with deep sorrow of the death of Mr. J. B. Learmont, who was one of the most respected citizens of Montreal, an esteemed fellow-member of the hardware trade, and also one of the deans.

"Resolved, that the Montreal members are voicing the wishes of the whole membership of our association in offering their sympathies and condolence to his wife and son, and to the firm of Messrs. Caverhill, Learmont & Co.

"Resolved, that a copy of this resolution be sent to his family and the firm."

WHO PAYS FOR ADVERTISING?

(Continued from page 183.)

comes the cost of their competitor's advertising.

A manufacturer or merchant, therefore, cannot afford to sit still and not advertise, when other manufacturers are advertising all around him. It is simply a matter of self-defence. If he fails to protect himself he may rest assured that with profits which should be his he is paying the publicity account of his competitor.

If your business expands faster than you do—something is sure to crack. Keep pace.

Great Expansion of MacLean Publishing Co.

A Brief Resume of the Growth of MacLean Publishing Co. During the Past Quarter of a Century—A Few Facts About the Greatest Organization of Its Kind in the World.

THE prosperity and growth of Canada have been evidenced in no more striking and convincing way than by the development of the MacLean Publishing Co. Starting in a small way with one publication, it has developed in twenty-five years into an organization of unequaled magnitude in the British Empire, with fourteen publications of national circulation.

As the present year gives every indication of being the starting point of an era of unprecedented expansion—and as this is a special expansion number—what more fitting than a brief story of the expansion of the MacLean Publishing Co., which, through its close connection with all branches of trade and industry, is perhaps the truest barometer of commercial conditions?

Merchants and business men generally will find it an interesting one, for the story of the growth of the MacLean organization is closely interwoven with the fascinating story of the growth of Canadian business interests.

Over a quarter of a century ago Colonel J. B. MacLean, having taken up journalism as a profession, and having completed five years' training on the leading Canadian and United States daily papers, saw that the tendency in newspapers as in the professions, as well as in manufacturing and business, was towards specializing, and he decided to specialize in journalism.

He planned to start a farmer's magazine, but as he had made himself an authority in Canada on financial and commercial topics, he was strongly advised to go into commercial journalism instead. Accordingly he began a weekly paper devoted exclusively to the news and progress of the grocery trade. This paper is to-day the well-known "Canadian Grocer."

Within a short space afterward he established other special publications—Hardware and Metal, Printer and Publisher, Dry Goods Review, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Manufacturing News, Power House, Canadian Foundryman, Men's Wear Review, Canadian Millinery Review, Marine Engineer, Farmers' Magazine, The Financial Post of Canada, constituting the largest organization of its kind in the world owned by one man.

It will thus be seen that practically every branch of retail trade and many mechanical lines are represented in the papers published by this organization. The result is a connection that is unique. The MacLean Publishing Co. have sources of information on business matters that are exclusive in the sense of their scope. The influence wielded by the company through the many classes of readers reached is a wide and potent one. Further, the many interests merged in the organization make it possible to give the readers of each paper a better and more reliable service than would be possible if that paper stood alone.



Lt.-Col. J. B. MacLean, founder and active head of the MacLean Publishing Co.

The trade and technical papers are all leaders in their respective fields. Each has won recognition as the authority of the class to which it appeals. The word "MacLean" has become a guarantee of superiority.

Building up a Magazine.

But the activities of Col. MacLean did not stop with the publication of the papers already mentioned. He found a demand among his readers, who were made up almost entirely of financiers, manufacturers, merchants, and other business and professional men, for a publication dealing with subjects of special interest to them.

Deciding to meet the want, he looked about and found a little business magazine, which had already become well established, and bought it. It appeared a month later under a new name, The Busy Man's Magazine, enlarged to four times its former size. The growth of the magazine was very rapid, and after several years the need for a new name was felt. It was changed to MacLean's Magazine, and now occupies the unquestioned leadership of the Canadian field. Not only has the circulation increased to a figure hitherto undreamed of by Canadian publishers, but advertisers have recognized the value of the medium to them in a most marked way. For the past year MacLean's Magazine has been among the three leading magazines of the world in point of advertising carried. Recently it took the lead—and will maintain it.

The MacLean Publishing Co. have permanent offices in Montreal, Winnipeg, Vancouver, New York, Boston, Chicago, London, England, and other capitals of Europe. Agents are established in all cities and towns of Canada. Advertising, circulation and editorial representatives are found everywhere. In fact, the organization covers Canada with a thoroughness that could hardly be improved upon. There are few concerns in Canada with a pay-roll as extensive.

The New Building.

Four years ago the building occupied by the company on Front Street East was found too small and a new building was erected on University Avenue. This building was large and modern in every respect. It is probable that at the time the move was made it was thought that the increased space provided would be sufficient to accommodate the business for a number of years at least. Now, after the expiration of but three years, the building is hopelessly inadequate to provide the necessary accommodation for an organization progressing with giant strides. A new building adjoining the present one is in course of erection, and will be ready for occupation in May. It will be five-storeys in height, planned and laid out on the most approved plans of up-to-the-minute architecture, and will more than double the floor space. It is intended to give over the present building entirely to the mechanical department, and to use the new one for editorial and business offices.

The expansion of the company has been so remarkable in the past and the present is showing such unmistakable evidences of continued growth, that the future is looked forward to with a height of optimism which borders on certainty.

That the continued growth of the

country will mean a corresponding advance in the MacLean papers, which are all, without exception, national in their scope, is evident. As wonderful things are anticipated of Canada during the next ten years, equally remarkable growth can be written ahead for the MacLean Publishing Co.

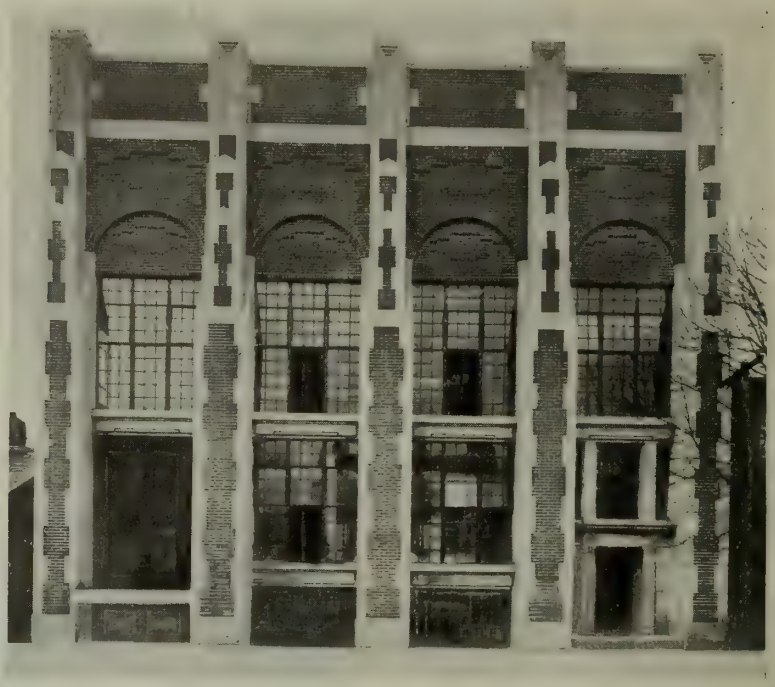
As to Hardware and Metal.

It would not be fitting to conclude without some special mention of the growth of Hardware and Metal. The first issue of the paper was put out in February, 1889—a bright little number of sixteen pages. The second issue appeared the following month, and with this number was started the regular weekly publication of Hardware and Metal. It has gone out to the hardware trade every week since, carrying its message of helpful information.

The growth of the paper can perhaps best be likened to a snowball rolling down hill. It has been gaining size and momentum with each passing year. The rate of growth has been very markedly accelerated of recent years, culminating in the present number—the largest issue ever put out in Canada of a trade publication by a very large margin.

By its remarkable growth, by the thoroughness of the circulation it has obtained, by the stand it has won with its readers, by the unexcelled editorial service it renders, Hardware and Metal undoubtedly deserves the title so often applied to it: "The greatest of trade papers." This claim can be made without possibility of contention and without incurring the charge of egotism on the part of the publishers.

To trace the history of Hardware and Metal through its various vicissitudes and to mention the shifting personnel of the staff through a quarter of a century would be too heavy a task, and would entail the use of more space than is available. At the present time the paper is handled by the most complete and well-balanced staff that it has known. The progress it has been making is due in a very large degree to the fact that there is not a weak link in the personnel chain, that each position is filled by a man who knows his work thoroughly and is bending his best energies to the task of the further building up of a colossal trade paper.



A view of the present building occupied by MacLean Publishing Co. The new building is being constructed on the north-west corner.

THE ROLL OF HONOR.

QUITE a number of firms which advertised in the first issue of Hardware and Metal are still making use of its columns to bring their announcements before the trade. That so many firms should have found the service of Hardware and Metal profitable for the space of a quarter of a century is the strongest testimony to the useful place that this paper has filled.

A list of the advertisers who have been with the paper since the first issue is appended:

H. S. Howland, Sons & Co., Toronto.
Metallic Roofing Co., Toronto.
Alonzo W. Spooner, Port Hope.
Walter H. Cottingham (now Sherwin-Williams Co. of Canada).
Joseph Rodgers & Sons.
M. & L. Samuel Benjamin & Co., Toronto.
McKinnon & Mitchell, St. Catharines (McKinnon Dash Co.).
Wm. Johnson Co., Montreal (taken over by Canada Paint Co.).
Toronto Plate Glass Importing Co., Toronto.
J. W. Patterson & Bros., Montreal.
Standard Mfg. Co., Hamilton (now Cummer-Dowswell Co.).
The McClary Mfg. Co., London.
Clare Bros. & Co., Preston.
McKinnon Dash & Hardware Co. (now McKinnon-Dash Co.).
Hamilton & Toronto Sewer Pipe Co.
Thos. Davidson Co., Montreal.
Nicholson File Co., Port Hope.

THE INEFFICIENT MAN.

It is something of a paradox, but the inefficient man is usually pretty well satisfied with himself—and that is one reason why he is inefficient. He is convinced that he knows it all, and there is no use to try to improve himself. There is a characteristic that is not altogether foreign to window trimmers. But when we find a trimmer who knows it all he is usually occupying some obscure position. The biggest men in the business are those who are always willing to learn and make no pretences to universal wisdom.

Current News of the Hardware Trade

Death of Col. Pilkington.

London, Eng.—Col. Windle Pilkington, head of Pilkington Bros., the St. Helen's glass firm, with branches in many parts of Canada, died at Cannes, aged 74.

Branch of R.M.A. Formed.

Hamilton, Ont.—A local branch of the Retail Merchants' Association has been formed here. A. J. Plunkett, hardware merchant, was elected treasurer of the local branch.

Moved to New Location.

Whitby, Ont.—W. M. Pringle, hardware merchant, has moved into a handsome new store.

Hamilton, Ont.—Taylor Bros., dealers in cutlery, etc., will move one door south of their present location.

Death of J. G. McCallum.

Vancouver, B.C.—The death occurred here recently of J. G. McCallum, of McCallum & Sons, hardware merchants. The late Mr. McCallum was a native of Scotland, but had been a resident of the Dominion since 1888. For a number of years he was in business in Winnipeg and Cranbrook before coming to Vancouver three years ago.

New Firms.

Regina, Sask.—Stewart & Edwards, tinsmiths, have started business.

Bowmanville, Ont.—H. W. Martin will open a new hardware store here.

Regina, Sask.—The Western Canada Hardware Co., Ltd., have incorporated.

Regina, Sask.—The Capital Plumbing and Heating Co. have started business.

Appointed Canadian Agent.

Messrs. Charles Smith & Sons, Khama Gunworks, Birmingham, who have been making sporting guns of various kinds for over half a century, have now appointed G. P. Gilman, of 310 Coronation Building, St. Catherine Street, West, Montreal, as their agent in Canada, and he will carry samples of three lines of their guns. Mr. Gilman also represents Henry Wilson, brassfounders' merchants, also of Birmingham.

Located in New Quarters.

Weyburn, Sask.—The Hoshall-Carmichael Co., Ltd., are now located in their new quarters across the road from where they were formerly located.

Trenton, Ont.—The McClung Hardware Co. recently held their formal opening in their new store. An orchestra was in attendance and the second floor of the store was devoted to the ladies of a Church Guild, who served light refreshments.

Retailers to Organize.

Preston, Ont.—Preston merchants, having been visited officially by President Ziemann, of the Retail Merchants' Association of Canada, are planning to start a Preston branch of the Association.

Joins Cochrane Hardware.

A. D. Sinclair, who has been buyer for the Orillia Hardware Co., Orillia, Ont., for the past four years, has moved to Sudbury, Ont., where he will be associated with the Cochrane Hardware, Ltd. Before leaving Orillia he was presented with an address and a purse of gold by the bible class, officers and teachers of the church with which he was associated.

Business Changes.

Macklin, Sask.—Alex. Featherstonhaugh has sold his hardware business.

Elmira, Ont.—Simon Moyes has purchased the tinsmithing and furnace business of Klink & Ahrens.

Viceroy, Sask.—It is reported that R. W. Gyles & Co., hardware dealers, have sold out this branch to E. B. McRory.

Death of James Moore.

While dining with his son, F. B. Moore, Toronto, on Saturday, James Moore, sixty-eight years of age, collapsed and died a few minutes later. The deceased came from Norwich, England, to Chatham, Ontario, when about ten or twelve years of age. During the Fenian Raid he was stationed near Chatham as Inspector of Volunteers. For the past twenty-six years he had been Superintendent of the Toronto Furnace Company, Toronto.

Club Elects Officers.

The members of the Taylor-Forbes Football Club recently held their annual meeting and elected the following officers: Hon. Presidents—J. M. Taylor, Sr., Geo. D. Forbes, Adam Taylor.

Hon. Vice-Presidents—J. M. Taylor, Jr., A. R. Hockin, Jos Lawson.

President—F. Lewis.

First Vice-President—Jos. A. Hewitt.

Second Vice-President—M. Callander.

Sec.-Treas.—W. F. Drone.

Executive Com.—D. Bentley, W. Buntin, I. Rowe, J. Grindlay, E. Hewitt, Mr. Hamilton J. Clough.

Manager—D. Wilson.

Death of George Henderson.

The death occurred suddenly at Collingwood, Ont., of George Henderson, who had been engaged in the hardware business here for the past forty-five years. For thirty years he was associated with his two brothers, John and Jonathan, but during the past ten years had carried on the business on his own account.

Mr. Henderson took a prominent part in public affairs and had occupied many municipal offices. The deceased attended church on Sunday evening, and after returning home took ill and died about 11.30 p.m.

Fire Losses.

Shellmouth, Man.—Henry Adams, hardware merchant, has suffered a fire loss.

Fort William, Ont.—The hardware store of Colville and McLaughlin was recently destroyed by fire.

Linwood, Ont.—J. G. Seip, whose hardware store was recently destroyed by fire, is preparing to erect a new and better structure.

Toronto, Ont.—F. J. Blackmore, whose store at North Earlscourt was recently destroyed by fire is doing business in temporary quarters. The foundation is already in for a new building to replace the one destroyed by fire.

Ontario Incorporations.

Humphrey Bicycle & Motor Co., Ltd., capitalized at $100,000; head office, Toronto. Incorporators: W. J. Wright, G. H. Sheppard, G. H. Sheppard.

Canada Casket Co., Ltd., capitalized at $300,000, head office, Toronto. Incorporators: W. H. Irving, H. H. Davis, H. V. Hearst, J. R. Rumball, J. S. Beatty.

Canadian Metal Products, Ltd., Guelph, Ont., capitalized at $100,000. Incorporators: C. L. Dunbar, M. J. MacDonald, Edward Tatham, John Sutherland, Jas. Sutherland.

The Morgan Hardware Co., Ltd., Peterborough, Ont., capitalized at $40,000. Incorporators: Harry Powell Morgan, Robert B. McGill, B. D. Hall, S. Morgan, Harold McGill.

Whyte Foundry Co., Ltd., Toronto, capitalized at $40,000 to carry on the trades of iron masters, steel makers, etc. Incorporators, J. A. Kent, C. W. Thompson, J. M. Langstaff, J. H. McDonald, E. M. Gardner, C. W. Gibson, T. J. Wright and J. A. Sheppard.

Western Canada Notes.

The Kennedy Hardware Co. is opening a new store at Medicine Hat, Alta.

W. Bean, traveler on the main line west for the Hanbury Hardware Co., Brandon, Man., who has been ill for the past four weeks, has fully recovered and will start out on the road immediately.

J. M. Dunbar, North Portland, Sask., is opening a store for the supply of hardware and groceries. The following hardwaremen were visitors in Brandon, Man., during the fair:—Mr. Robinson, of Robinson & McConnell, Walpole, Sask.; P. M. Naylon, of Butler, Man.; William Cheeseman, of Vandura, Sask.; P. C. Mitchell and J. D. McGregor, of Mitchell & McGregor, hardware merchants, Brandon, Man., have just returned from a month's holiday to Indiana.

Obituary.

The death occurred at Toronto on March 11, of William Wright, who for twenty years was associated with the Bennet & Wright Co., Toronto.

The death occured suddenly at Hespeler, Ont., of H. Russell Brown, Treasurer Standard Chemical Co., Toronto. Mr. Brown was 38 years of age.

Sault Ste. Marie, Ont.—The death occurred recently of Amos B. Clarke, who conducted a tinsmithing and roofing business here. Interment took place in Toronto.

The death occurred at Vancouver, B. C., of Herbert Rolston, manager of the Ladysmith Hardware Co., Ladysmith, B.C. Mr. Rollston was visiting in Vancouver, when he became ill, death resulting within twenty-four hours. The deceased had been in business in Ladysmith for twelve years and was 58 years of age.

Personal.

J. A. Hossack, sales manager of Lufkin Rule Co. of Canada, has started on his Western trip and will go through to the Coast.

H. Clucas, manager Toronto sales office of the Canada Paint Co., attended the funeral of the late Geo. Henderson, hardware merchant at Collingwood, Ont.

Friends of Geo. H. Scott, president of the Northern Hardware Co. and a former resident of Lloydminster, Sask., are congratulating him on his marriage which took place recently at North Sydney, N.S.

C. Bishopric, who for some years has represented Whitman & Barnes, St. Catharines, in Ontario, is severing his connection with the firm at the end of the month. He will be succeeded by Mr. Thomson, who has in the past been connected with the office staff of the firm. Mr. Bishopric will move to South Carolina.

HARDWARE LETTER BOX



Berry Boxes and Baskets.

J. E. Austin Hardware Co., Simcoe, Ont.—"Please advise us through the Letter Box what firms manufacture berry boxes and baskets."

Erie Basket Co., Leamington, Ont.; Oakville Basket Co., Oakville, Ont.; Canada Wood Specialty Co., Orillia, Ont.; Thomas Bros., St. Thomas, Ont.; Keenan Woodenware Co., Owen Sound, Ont.—Editor.

Cotton Mops; Egg Case Fillers.

Sumner Co., Moncton, N.B.—"Kindly give us address of manufacturer of cotton mops, also egg case fillers."

Tarbox Bros., 275 Dundas St., Toronto, manufacture these mops. Miller Bros., 38 Dowd Street, Montreal. Trent Manufacturing Co., Trenton, Ont., make the egg case fillers.—Editor.

Wood Taps and Dies.

J. M. Adams, St. Mary's, Ont.—"Will you kindly let me know what firm makes wood taps and dies?"

Dorken Bros., 140 McGill St., Montreal, handle this line.—Editor.

Steel Window Sash.

Soren Bros., Toronto.—"Can you give us names of firms manufacturing steel window sash."

Steel & Radiation Ltd., Fraser Ave., Toronto; A. B. Ormsby Co., Ltd., King & Dufferin Sts., Toronto.—Editor.

Porcelain Ware.

Bell Thread Co., Toronto. — "What firm is located in Amherst, N.S., manufacturing porcelain ware?"

Amherst Foundry Co.—Editor.

Brazing Spelter.

Sumner Co., Moncton, N.B.—"Kindly give us names of firms making brazing spelter in Canada."

We understand this article is not made in Canada. Any of the following firms will be able to supply you:—Jas. Morrison Brass Co., Toronto; Canada Metal Co., Toronto; Tallman Brass & Metal Co., Hamilton. The Hungerford Brass & Copper Co., New York City, are manufacturers.—Editor.

Gun Racks, Armory Supplies, Etc.

S. E. Eakins, Millbrook, Ont.—"Kindly let me know what firms make armory supplies such as gun racks, bayonet racks, lockers, etc."

Dennis Wire & Iron Co., London, Ont.; Canada Wire & Iron Goods Co., Hamilton, Ont.; Steel and Radiation, Toronto.—Editor.

Tiling.

W. S. Fairweather, Sussex, N.S. — "Please advise me of any firms making floor tiling."

Barton Netting Co., Windsor, Ont.; Alabastine Co., Paris, Ont.; Italian Mosaic & Tile Co., Manning Chambers, Toronto.—Editor.

Awnings.

A. Koenig, Paris, Ont.—"Kindly give me name of manufacturer of awnings."

Raymond Bros., London, Ont.; American Tent & Awning Co., Toronto; J. J. Turner & Sons, Peterborough; Smart-Woods, Ltd., Ottawa.—Editor.

Non-Tinned Conductor Hooks.

W. H. Turnbull & Sons, Brantford, Ont.—"Kindly give me information as to where I can purchase non-tinned conductor hooks."

Wheeler & Bain, Toronto; Sheet Metal Products Co., Toronto; Metal Shingle & Siding Co., Preston, Ont.; Metallic Roofing Co., Toronto; Thos. Davidson Co., Montreal.—Editor.

Woven Rings.

Oneida Community, Ltd., Niagara Falls, Ont.—"Can you give us any information as to manufacturers of woven wire rings, similar to those used in mesh bags, only larger?"

Imperial Steel & Wire Co., Collingwood, Ont.; Wire Goods Co., of Worcester, Mass.—Editor.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of "Hardware and Metal" of March 24, 1894:—

"Edward Gurney and W. H. Carrick, of the Gurney Foundry Co., Toronto, have returned from a trip in the United States. They report business across the line exceedingly quiet."

Editor's note.—Edward Gurney is president of the Gurney Foundry Co. and W. H. Carrick is president of the Hamilton Stove and Heater Co., Hamilton.

• • •

"W. M. Gartshore, vice-president and manager of the McClary Manufacturing Co., was in Toronto last week."

Editor's note—Col. Gartshore is still associated with the McClary Manufacturing Co., London. The business of the firm has grown rapidly during the past twenty years, and many branch houses are now located in important Canadian centres.

(Continued on page 192).

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

With the spring season practically here, there appears to be a much better feeling evident in business circles. While trade in some lines is admittedly quiet, there are few complaints heard from firms engaged in merchandising hardware and kindred lines. Large numbers of spring orders are being shipped and many more orders are booked for April 1 delivery. In the metal markets trade is quiet and orders small, but a good feeling exists and a gradual, but steady improvement is looked for. Paint manufacturers appear well satisfied with the volume of business passing and orders, especially from the smaller towns, are numerous and large in size. A large amount of building is now under way and is causing activity in building materials. Stove manufacturers report an improvement over last week and there is an all-round improvement in collections. Very few price changes have occurred during the week. There are many good reasons for hardwaremen to feel optimistic and to expect a large volume of trade during the next few months.

MONTREAL.

MONTREAL, March 19.—The local market this week has shown a great improvement as regards demand, and every line is moving out in greater volume than in previous weeks. The retailers throughout the country are certainly showing their faith in the future as the orders for lines which are not used until the beginning of summer are quite heavy and perhaps show an increase over last year. If they do not the total business for spring supplies will compare very favorably with last year.

From all appearances the merchants in the smaller centres are not feeling the depression as much as the city man, or at least it looks that way. The country merchant is ordering in good-sized quantities at present and the booking of future deliveries is quite heavy. At the present time there is no doubt that the country merchant has great confidence in the future. As it is now, the bulk of the business is coming from the country, merchants there seeming anxious to stock up and be in a position to meet the rush when it starts in.

The weather is breaking up and the temperature has certainly gone up quite a few points during the last week, but still it is not a certainty whether the mild weather has set in yet or not as it is threatening every day to turn colder. This, however is thought to be unlikely, and it is the opinion of everyone that mild weather is here to stay. This fact has certainly stimulated business in the country as the merchants there seem to be quite anxious to get in their goods before the roads break up.

Collections are not yet what they should be, but there is still a little improvement being shown and if the same steady progress is made in that direction these should be quite normal in due time. Some of the local merchants have been obliged to accommodate customers this winter who have never asked for time before.

House Cleaning Goods.

There is a much better movement in these lines which consist of mops, mop handles, self-wringing and dustless mops, metal polishes and cleaners, sweeping powders and so forth. The trade in general are ordering these lines in good healthy quantities in order to get in line for the spring demand which is not far off now.

Granite and Tin Ware.

There is a much better inquiry all round for both granite and tin ware and the volume of business passing in these lines is quite satisfactory and seasonable.

Spring Line Bookings.

The bookings are quite heavy at present for all spring lines such as freezers, green wire cloth, poultry netting, staples and lawn tools. In fact, the latter are moving out already and in good-sized quantities, too.

Roofing.

The demand here keeps improving each week and at present there is a very firm feeling in the market. Merchants all through the country are sending in orders for their spring supply and these call for immediate delivery as a rule. This demand does not usually start in quite so early, and from present appearances it looks to be a big year in this line.

Brushes.

The demand is quite steady and on the increase each week. The retailers throughout the country seem to have realized the firmness of this line and also that an increase in prices is expected. As explained last week, the market for rice root is quite firm and conditions in Mexico do not indicate any immediate change in the situation. Until there is a better feeling there this market will continue its firmness as the bulk of the world's supply of rice root comes from that country. This has meant considerable expense to the manufacturer and dearer prices for that product, but as yet the Canadian market has not been advanced from last year, although the United States manufacturers have advanced their prices in some instances. Household and horse brushes are continuing extra firm and as the demand for these lines is heavy an increase would not be at all unexpected as local jobbers

The following 1914 quotations have just been issued on binder twine:—

650 ft.twine	13½c lb.
600 ft. twine	11c lb.
550 ft. twine	9¾c lb.
500 ft.twine	9¼c lb.

⅛c per lb. allowance on 5 tons and over.
¼c lb. allowance on 10 tons and over.
Delivery allowed on 300 lbs. and over.

In comparing these quotations with those of last year it will be seen that 650 ft. twine is 1 cent per lb. higher; 600 ft. twine remains the same; 500 and 550 ft. twine are ¼ cent per pound less. It is claimed that the advance of one cent per pound on 650 ft. twine has been caused by the exceedingly high price and scarcity of manila fibre of sufficent length and quality for making the 650 ft. twine.

anticipate this before long. The present prices quoted by one local firm for both scrub and horse brushes are as follows:

Scrub, per dozen ....$1.00 to $2.00
Horse per dozen .... 1.50 to 4.50

Refrigerators.

Quite unusual, the demand has already started for refrigerators and shipments have been made to country merchants during the past week.

Enamelware.

There is quite a noticeable improvement in the demand for all kinds and shipments are going forward mostly to the country, where merchants are already stocking.

Builders' Hardware.

Although there is practically no demand as yet from the city merchant there is a much better demand this week from the country and lines are moving out quite freely. This fact has lead local dealers to think that the country dealer has great confidence in the future and it is just this feeling that is needed.

Driving Tools and Chain.

Owing to the milder weather there has been a general increase in the demand for tools used in driving. Peevies, mill dogs, cocks, logging chains, boot calks, cant hooks and clevises. The driving season will soon open up if the present weather conditions keep up.

Maple Tools.

The local dealers are of the opinion that the trade in this line will certainly keep the average business up pretty well this spring. At the present time there is quite a volume of business passing in these lines and as the sugaring season is now on the demand has not as yet reached its limit.

Metal Market.

Perhaps we would be safe in saying that the tone of the market this week is not quite so firm as last and there have been several declines registered in that time.

Tin.

The price for small lots this week is given by the local trade as 44 to 44½ cents per pound with open prices for quantity lots. The demand is quite seasonable and a fair trade is passing. Both the London and New York markets are said to be dull.

Spelter.

Since one week ago there has been a reduction in the local quotations of 25 cents and the range is now from $6.00 to $6.25. The market is easy at these figures.

Both London and New York report a steady market.

Lead.

The local quotation is changed from one week ago, which was then given at $5.40. This week the range is from $5.25 to $5.50 and the market is a little easier at that figure.

The London market is a trifle easier than one week ago, while the New York report is to the effect that that market is steady with a firm undertone.

Copper.

Locally the quotation of last week has been shaded 25 cents and is given this week as $16.50.

Antimony.

Antimony has not changed from last week and the quotation of $9.00 given then remains unchanged with only a fair demand in evidence.

Iron.

There is no change from one week ago on the local market and the same price is quoted, $19.00 per 100 pounds. The demand is unchanged also.

Stove and Heating.

Although there is a light movement in both gas and cook stoves it is really too light for comment. This business will not start until around the first of next month, when there should be a heavy movement in the gas ranges at least.

TORONTO.

TORONTO, Mar. 19.—With the approach of spring the demand for building material is becoming more pronounced, and hardwaremen are receiving orders for tools and supplies of various kinds. In the metal markets business is quiet, although a good feeling exists. Very few price changes have occurred.

Wire Nails.

Although no changes have taken place in quotations on wire nails and the Toronto price is $2.15 base, developments are expected within the next few days. It is claimed that nail manufacturers are not making money at present prices and a meeting of manufacturers is now in progress.

Metals.

While the feeling in the metal markets is better, there is not much business passing at the present time. There is little change in conditions, except in copper, which shows a little more strength. The general opinion is that metals have reached bed rock.

Lead continues firm at unchanged prices. Tin is quoted from 41c. to 43c. per lb. Spelter is quoted from $5.35 to $5.65 per 100 lbs. Other quotations are shown in the accompanying panel.

Plumbing Supplies.

There is a good demand for plumbing goods, especially lead pipe, traps, etc. Quotations remain same as shown in Current Market Quotations.

Wood Screws.

The demand for wood screws is normal, although a few extra orders have been received as a result of the extra 10% discount off flat and round head bright screws. Quotations on screws are:

Flat Head, Bright....85-10-7½-10-10%
Round Head, Brigt....80-10-7½-10-10%
Flat Head, Brass....75-10-7½-10%
Round Head, Brass....70-10-7½-10%
Oval Head, Bright....80-10-7½-10-10%

Rope and Twine.

Trade in cordage lines is normal. A large number of orders for binder twine have been booked since quotations were issued last week. The new prices are shown in one of the accompanying panels. Rope quotations remain unchanged, although the primary markets have been reported easier. Toronto quotations on rope are:

Best Pure Manilla .....15c. lb. base.
British Manilla .....11c. lb. base.
African Hemp .....11c. lb. base.
Sisal Rope .....10½c. base.
Lath Yarn Single ..... 9¾c. lb.
Lath Yarn Double .....10¼c. lb.

Other lines are shown in Current Market Quotations.

The Stove Trade.

Business in the stove line has picked up considerably during the past week and a large number of orders have been received for gas ranges, coal oil stoves, gasoline stoves, gas plates, etc. Collections are also showing improvement.

Cement, Etc.

With winter breaking up and a large amount of construction work now under way, there is a more pronounced demand for cement. Cement manufacturers are hopeful of a good year's business as it is thought that a large amount of last year's deferred construction work will soon be under way. Quotations remain as follows: Portland cement, $1.55 per barrel, F.O.B. cars, and $1.63 per barrel in car lots delivered. Less than car lots the quotation is $1.85 per barrel delivered. Cement workers' tools will be in good demand as soon as the spring work is under way.

Electrical Goods.

The demand for electrical goods, such as irons, toasters, etc., appears to be on the increase and large numbers of electrical household appliances are being sold. Irons range from $2.75 ea. and upwards. Electric toasters are quoted from $3.40 and upwards. Retail hardware firms handling electrical goods are in many cases meeting with splendid success in selling these lines. There is a liberal margin of profit, on most lines, for the dealer and the stock is a nice clean one to handle, and one that can be dis-

played to advantage. The electrical appliance and fixture line is one of the best paying lines that has been taken up by the hardware trade during recent years. A good many retail hardware firms now have special display rooms for fixtures and appliances.

WINNIPEG.

ENCOURAGING to the hardware trade is the early opening of the building season of 1914. Unusually mild weather has started the preliminaries, and there is a noticeable improvement in industrial conditions in the city. Total building permits in Winnipeg for the year at the end of last week were $1,741,300.

Business in hardware generally shows a marked improvement. Country dealers have no doubt been hanging back. The light movement of February is not taken as meaning loss of business, but rather as business deferred. At any rate, spring sorting orders are now coming in in very considerable volume, while the great bulk of spring shipments or last fall's or early this year's orders are now out.

Expansion Work.

As regards prospects for new business, it is confidently expected that a large amount of expansion work that was postponed last year on account of the financial stringency will be carried out this year. There will be considerable construction work carried on by the railways. Take it all round, there is good prospect for all lines of labor being profitably employed.

There will be considerable further development of hydro-electric power in the Winnipeg district and in the northern sections of Saskatchewan and Alberta. This must not be lost sight of. It means a bigger and wider market all the time for electric fixtures and appliances. Important to the hardware trade also is the very large expenditure that will take place in the next few years on the Greater Wininpeg water supply system. The extension of a forced water system to all the suburbs means the equipment of some five thousand residences with water heating and modern plumbing, and this number of residences is increasing at the rate of some 2,000 a year.

The annual demand for gas ranges for cooking is likely to come in earlier than usual. Oil and gasoline cooking apparatus are good lines at this time for country retailers to bring into prominence.

In paints, oils and glass, spring shipments are pretty well out, and it is a little soon for sorting orders to be coming in to any great extent. Kalsomines, floor paints, stains and varnishes are lines that should be in good demand at retail during the next few weeks, and are well worth bringing under special notice of customers.

Collections are slow and not up to expectations.

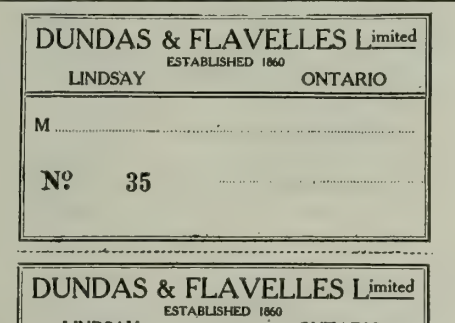
PARCELS FOR STATION.

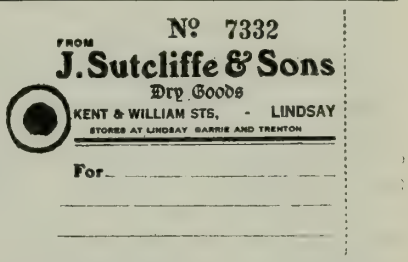
Continued from page 142.

else's parcel. So, altogether, the present system is far superior, and the railways give us their assistance, as it really helps them in providing service to their passengers."

The firm of Dundas & Flavelles have a label printed, as shown herewith, gummed on the back. One section goes to the customer, and the other is attached to the parcel. Each bears the same number for recognition purposes.

The member of one firm informed The Review that at the end of one year one baggageman returned to them 500 of these "slips," and the official at the other station had 1,000, showing that the firm had sent out fully 1,500 parcels in this handy manner.





On left, label stuck to parcel; lower part being detached for customer. Above part of tag attached to parcel. Torn off part—for customer—reads: "No. 7332, parcel check. Your parcel will be surrendered only on presentation of this check. Sutcliffe's Departmental Store, Lindsay. You pay less here."



Getting Harder to Scare.

George Blakeley, of T. J. Trapp & Co., hardware merchants, was recently elected president of the New Westminster Retail Merchants' Association.

H. Occomore, Guelph, past president Ontario Retail Hardware and Stove Dealers' Association, was a visitor at the Toronto office of Hardware and Metal this week. Mr. Occomore believes that there wil be a steady improvement in business conditions from now on, and that retail hardwaremen generally will enjoy a prosperous year's business.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, Mar. 18.—The local manufacturers are still quite busy working overtime making shipments of their spring orders which are going forward at present. The country merchants are getting in their supplies early before the roads break up and it is keeping the shipping departments of the different concerns working to capacity to get these out. The country merchant has the money at present and this fact alone has made their orders heavier in proportion than usual. All winter long the money has been going to the country for produce, etc., and it seems that the people there are beginning to circulate this as the orders from the country for all lines are much heavier than the city merchants.

Collections are reported by some as being a little backward, while others claim that there is no depression felt at all and that they are experiencing little or no difficulty in securing payment of their accounts. The city merchants are hanging back a little, but this is explained by the fact that the number of unemployed in the larger centres have been the cause of considerable curtailment in buying and that matters will not be remedied until there is more work.

White Lead.

The market this week is unchanged from one week ago and the demand which is in evidence at the present time is quite satisfactory. The same quotations are in effect and are given at $8.05 for ton lots while less than a ton quantities are quoted at $8.25. There is an open price for all orders for larger quantities.

Linseed Oil.

The market has been quite steady for the past few weeks and this week shows no change in the conditions. The firmness of the market is partially due to the increased demand which is attributed to the milder weather. The following quotations are still in effect:

1 to 4 barrels	60c. per gal.
5 to 9 barrels	59c. per gal.
10 to 25 barrels	58c. per gal.

Boiled Oil—

1 to 4 barrels	63c. per gal.
5 to 9 barrels	62c. per gal.
10 to 25 barrels	61c. per gal.

With open prices for carload lots.

Prepared Paints.

As stated above, the demand is extra good at present. There is a great volume of paint being shipped at the present time and there are also a number of orders for delivery about the first of next month. The different shipping departments are working overtime getting out the goods.

Glass and Putty.

At the present time there is little or no change from one week ago when we reported a quiet market with little business passing. There is little change looked for in the market and quotations are unchanged from one week ago.

Putty remains unchanged also, and the following quotations are still in effect:

Bulk, in casks ....$2.30 per 100 pounds
Bulk, in drums ... 2.50 per 100 pounds
Bladders, in barrels 2.80 per 100 pounds

With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

The market has firmed up some since last week and is quite firm at the present quotations. The conditions in the south have strengthened the local situation. The prices this week are as follows:

5 gallons	72½
Half barrels	70½
1 barrel	67½
2-4 barrels	66½
5-10	62½

TORONTO.

TORONTO, March 19.—The outlook in the paint business is very bright, and wholesalers and retailers alike expect that there will be a big improvement in business, with the advent of better weather conditions. There appears to be a better all-round feeling in business circles. A decided improvement is noted in collections. The only price change noted during the week was an advance in turpentine quotations. A large number of spring shipments of paint have been sent out and it is too early yet to look for many repeat orders. These will come as soon as better and milder weather sets in.

Linseed Oil.

No change has taken place in linseed oil quotations, the demand is improving and some dealers expect an early advance in price. Retailers in making purchases should be careful to specify the brand of some reliable maker. Quite frequently in the past inferior grades of oil have been offered for sale at low prices. Retailers should protect their own, as well as their customers' interests by purchasing oil and turpentine, which is fully guaranteed by a reputable firm. Present quotations are as follows:—

Raw—

Single barrels	65c.
3 to 5 "	63c.
6 to 9 "	61c.

Boiled—

Single "	68c.
3 to 5 "	66c
6 to 9 "	64c.

Oil in less than barrel lots 7 cents per gallon. Cans are charged for—5-gallon, 50 cents each, and 10-gallon, 75 cents.

White Lead.

Quotations on lead are firm and unchanged, and the demand will soon become more pronounced. It is felt in paint circles that lead will remain firm for some time. Toronto quotations are:

5-ton lots, $7.90 per 100 lbs.
1-ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Turpentine.

We stated in last week's report that turpentine looked like a good buy at the prices then in effect. Since that time quotations have advanced two cents per gallon, and Toronto quotations are now as follows:

Single barrels .....69c. Imperial gal.
2 to 4-barrel lots .....68c. Imperial gal.
5-gallon lots .....76c. Imperial gal.

Glass, Putty, Etc.

Quotations on these lines remain the same as shown in current market quotations.

With expansion in the building trade will come a demand for glass. A large number of new buildings are now under course of construction.

Prepared Paints.

Spring shipments are still being sent out. Booking for spring has been heavy and retailers are looking forward to a large paint trade this spring.

TWENTY YEARS AGO.

(Continued from page 188).

" E. W. Cox, hardware merchant, Kingston, has sold out to W. Mitchell. Mr. Mitchell takes possession April 16."

Editor's note—W. Mitchell is still engaged in the retail hardware business in Kingston and has an up-to-date store.

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A few of the market quotations shown in the Mar. 24 issue of twenty years ago are as follows:—

Pure Manilla rope	9¾c. lb. base
Tin	19c. lb.
Copper	11¾ to 12c. lb.
Solder	13½ to 15½c. lb.
Piglead	2¾ to 3c. lb.
White lead in oil	4.75 per 100 lbs.
Raw linseed oil..	58½c. gallon.
Turpentine	50c. gallon.

Editor's note—It is quite interesting to compare the quotations with those in effect to-day.

Current Hardware, Metal and Paint Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.
Carpenters', per doz. 12 50 14 00
Plain ship, per doz. 18 00 22 00

ALUMINUM.
Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.
"Dominion" 22 short, long, and long rifle black, 50-10-2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.
Cookson's or Hallett's, per lb. $9 00 $10 50

ANVILS.
Buckworth, per lb..... 0 10¼

AUGERS.
Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c

AXES.
Samson single bit, doz..... 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz..... 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50
Bench Axes, Samson.
No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.
Canada Metal Company — Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2. Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No 3, No. 4, from 6 to 60c lb.

BELTING (Leather).
Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.
Single barrels, 22c gal.

BOLTS AND NUTS.
Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.
Springs, sheets, up to 20 gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.
Ingot, Red, lb..... 0 14 0 16
Ingot, Yellow, lb..... 0 13 0 15

BUTTS.
Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).
3 sections, 4 ft., doz..... 4 80
3 sections, 5 ft., doz..... 6 00
3 sections, 6 ft., doz..... 7 20

BOILERS (Range).
30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).
With rim, 18x24, doz..... 6 60
With rim, 18x28, doz..... 7 20
With rim, 20x30, doz..... 7 80
Without rim, 18x24, doz... 4 00
Without rim, 18x28, doz... 4 50
Without rim, 20x30, doz... 5 00

BOARDS (Ironing).
Size 12x60 ins., doz..... 7 20
Size 14x60 ins., doz..... 8 40
Folding, 12x60 ins., doz... 16 50

BOARDS (Sleeve).
Basswood, stationary, doz. 1 50
Folding, per doz. 3 50

BOARDS (Wash).
Glass, doz. 3 50
Enamelled, doz., net..... 3 50

	Per doz.
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee .....⅛	2 60
Victor (Glass)	3 25
Diamond King (Glass) ...	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.
Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.
1 gal. jacketted, per doz.... 2 70
2 gal. jacketted, per doz.... 3 60
3 gal. jacketted, per doz.... 4 20
5 gal. jacketted, per doz.... 4 80
10 gal. jacketted, per doz.... 8 40

CEMENT AND FIREBRICK.
Portland, per bbl., delivered 1 63
Less than carload lots..... 1 85
Portland, per bbl., carload lots, f.o.b. 1 55
White Bros. English 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 ..... 23 00 28 00
Fire brick, English.. 17 00 21 00
Fire brick, American, low 23 00 25 00
Fire brick, American, high 27 50 31 00
Fire clay (Scotch), net ton 5 50
Fire clay (American), net ton 5 00 10 00

CEMENT (FURNACE).
1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENTS (ROOFING).

	Per gal.
Roofing cement (in bbls.)...	0 17
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	30

CHALK.
Carpenters Colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross.. .... 0 20

CHISELS.
Cold chisels, 5 x 6 in., doz... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.
Proof coil, per 100 lbs.. ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5. 12 in., doz. prs 4 65 4 80

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.
Malleable swivel head, 4 in. 2 50
Malleable adjustable, 4 in.. 7 60
Carpenters, 3 feet 3 60

CLEANERS (VACUUM).
Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combina'n Cleaner 6 50
Cadillac Electric, Model C.. 18 00
Cadillac Electric, Model D.. 20 00

COMPOUND.
Soclean Sweeping.
4½ lb. size, 2 doz. in case, case 4 50
8 lb. size, 2 doz in case, case 7 20
17 lb. size1 doz in case, case 6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot	16 50	16 75
Cut lengths, round bars, ½ to 2 in....	27 50	
Plain sheets, 14 oz., 14x48 in., 14x60 in.	29 50	
Copper sheet, tinned, 14x60, 14 oz.	30 50	
Copper sheet, planished, 14x60, base.	37 50	
Braziers', in sheets, 6 x 4	29 50	

CORD (SASH).
No. 6 and No. 7, lb..... 0 31½
No. 8, No. 9, No 10, No 12 0 31

(CANADA) PLATES

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown.	Corbals.
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base ...	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base..	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.
Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.
Dean or I G Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots .....$ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.

29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½

Standard Single Filled.

29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¾
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 22½c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 5 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 18

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	5

	Special.	
Stearns wood track		9 00
Zenith		6 60
Atlas, steel covered	5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
Standard jointed hangers, doz. sets		6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50
Chicago Friction.	Oscillating and Big Twin-angers, 5 per cent.	
Steel track, 1 x 3-16 in. (100 ft.)		3 25
Steel track, 1¼ in.		4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Common, plain	5 00
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trullite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 25	5 50
100 lbs.	....	5 45
Imported pig, per 100 lbs.	....	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 in., per doz. 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

MOPS.

Mops, O-Cedar, doz.....$12 60
S. W. Mops, doz..... 3 25
American Lady, doz. 12 00

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5 50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7 25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4.	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6.	2½	3 10
No. 7.	2 5-16	2 90
No. 8,	2½	2 75
No. 9.	2 11-16	2 60
No. 10.	2¾	2 50
No. 11.	3 1-16	2 45
No 12.	3¼	2 45

NETTING, POULTRY.

2 in mesh, 19 w.g., 60 p.c. off.
1½ in. mesh.—
NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll..$3 00
½-in. x 22 ga. x 18-in., roll.. 4 30
½-in. x 22 ga. x 24-in., roll.. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll... 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs. 7 75
U. S. Navy (American), per 100 lbs. 7 25
Plumbers (spun), per 100-lb. bales 3 50

OIL.

Can. prime white petrol	....	0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.. 0 09
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll. 0 95
O.K. Paper, No. 2, per roll. 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll 0 62
Tarred Fibre, No. 2, 400 ft. roll 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll. 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt. 2 00
Pitch, Boston of Sydney.. 0 85
100 lbs. 0 85
Pitch, Scotch, per 100 lbs.. 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs 2 00
2 Ply Ready Roofing, p. sq. 0 75
3 Ply Ready Roofing, p. sq. 0 95
2 Ply Ready Roofing, p. roll 1 15
3 Ply complete, per roll.... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl.... 4 50
Refined coal tar, per bbl... 5 00
Shingle Varnish, per bbl... 5 00
Caps, per lb 0 05
Nails, per lb. 0 05
Mop Cotton, per lb. 0 17

PAPER.

Per 100 lbs

Oiled waterproof building paper, 600 sq. ft. roll..... 1 00
400 sq. ft. roll

O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S sheathing 0 42
Tarred fibre No. 1..... 0 62
Tarred fibre No. 2 ..... 0 43
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Size.	Buttwelded. Black.	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
	Lapwelded.	
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 20	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask." Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs...	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.

Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

PICKS (CLAY).

5 to 6 lbs.. doz. 4 15
7 lbs.. doz. 4 40
7 to 8 lbs.. doz. 4 75
8 lbs., doz. 5 00

PLUGS (METAL).

Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000. 23 00

R

RAZORS.

	Per doz.
Baker's	7 50 to 11 00
Baker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor.....	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10

Per roll

2 ply R.R. 0 75
3 ply R.R. 0 95
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 90
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Tarred 210 roofing felt,
Tarred roofing felt, cwt..... 2 10

ROPE.

Pure Manila $0 15
British Manila 0 11
African Hemp 0 11
Sisal 0 10½

For ⅝ and larger.

Double lath yarn 0 10¼
Single lath yarn 0 09¾
Russia deep sea line ... 0 20
Russia tarred bolt rope.. 0 17½
Russia tarred ratline ... 0 16
Jute rope 0 11

For 7-16 dia. and larger.

Cotton rope 3-16 in. and larger 0 25

Sisal Clothes Line.

3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

Net Prices on Champion Scales.
Shurley & Dietrich, 35 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SCREWS.

Per cent

Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.

Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.

O.H. bright, 80, 10, 7½, 10% 10% off list.

Wood F.H., brass	75	10	7½	10
Wood R.H., brass.	70	10	7½	10
Wood F.H., bronze	70	10	5	10
Wood R.H., bronze	65	10	5	10
Drive screws	65	10	5	10

Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz..... $5 00
Bench, iron, per doz..... 4 25

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb....	0 27	
Electrotypers solder, lb	0 30	
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 6 25

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 35 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea...	1 10
Metallic, No. 603, 50 ft., ea..	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., each	5 00
Reliable Jr., No. 103, 50 ft., each	2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0 24¼
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

	Boiler Tubes.	
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent nick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.

Can, wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25. bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist ..	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WOODEN WASH TUBS.	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80

	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

ZINC (SHEET).		
5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best rest
16-20 .. 3 95	3 75	3 95
22-24 .. 4 15	3 95	4 15
26 .. 4 40	4 20	4 40
28 .. 4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

Paints, Oils, Varnishes, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.00.

BEESWAX.
Per lb., 40c.

BRONZE.
75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs	0 09
Burnt Umber, 100 lb. kegs.	0 07
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 10
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Vermilion, 100 lb. kegs	0 20
Carmine red	0 50
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

DRIERS.
Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake	0 10 0 17
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Less 20 per cent.

(MONTREAL QUOTATIONS).

Size United Inches.	Star.
Under 26	3 40
26 to 40	3 60
41 to 50	4 00
51 to 60	4 25
61 to 70	4 50
71 to 80	....
81 to 85	....
86 to 90	....
91 to 95	....

Double Diamond.

Size United Inches.	
Under 26	5 00
26 to 40	5 45
41 to 50	6 25
51 to 60	6 75
61 to 70	7 25
71 to 80	7 75
81 to 85	8 50
86 to 90	10 00
91 to 95	11 00

GLASS, PLATE.
40 and 5 p.c. off list, f.o.b. Ontario and Quebec.
25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.
Special quotation for shipment to British Columbia.

LEAD.
(White Ground in Oil.)

	Montreal	Toronto
Ton lots, per 100 lbs.		
Elephant, Genuine	8 55	8 70
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 12½	6 15
Genuine, 100-pound kegs, per cwt.	6 38	6 40
No 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 68
3 to 5 bbls.	0 56	0 63
6 to 9 bbls.	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.	0 59	0 66
6 to 9 bbls.	0 58	0 64

MURESCO.
Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Low Bros'. High Standard	1 90

PARIS GREEN.
(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbs.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

TAXITE.
1 gal. cans $2.10.

SHELLAC.
Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.		0 76
Pure, single bbls.	0 64	0 69
2 to 4 bbls.	0 63	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 75
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 91
Baking black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Low Bros'. Durable Floor.	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 50
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08¼
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2⅛lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3 65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00
Asbestos Sad Irons.	
No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 87

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50 00; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.

DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

PAINT HISTORY
OF INTEREST TO CANADIANS



1729 Founding of the Firm of **Brandram Bros.,** Inventors of **Brandram's B. B.** Genuine White Lead—the best White Lead the world has ever known.

1749 First opportunity for **Brandram's** products to find their way to the Canadian market with the founding of Halifax.

1892 **Brandram Bros.** give Henderson & Potts, Limited, of Halifax, exclusive right to the handling of **Brandram's** White Lead in the Canadian market.

1906 Founding of the new firm of **Brandram-Henderson, Limited,** and the purchase by this Company from **Brandram Bros.,** of London, of the formulae and exclusive rights for Canada, etc., for making **Brandram's B. B.** Genuine White Lead.

1908 Completion of the great Lead Corroding Works in Montreal and the beginning of the **Brandram-Henderson** campaign to capture the Canadian trade in White Lead.

1909 Decision of **Brandram-Henderson, Limited,** that the formula for the base of B.H. "English" Paints, in white and tints, should be 70% Pure White Lead (Brandram's B.B. Genuine) and 30% Pure Oxide Zinc, thereby assuring to the Canadian people for all time an absolutely pure and reliable mixed paint.

THE CANADA PAINT CO.
LIMITED

TRADE MARK TRADE MARK

If you have not found your paint department profitable, you are the man who should at once look into The Canada Paint Co.'s proposition. We can show you that by taking on the particular proposition that fits your local conditions, we can co-operate and develop a profitable paint business for you in your town. We would appreciate the opportunity for our Representative to make a personal call and show you to your satisfaction what we have to offer.



CANADA PAINT (Liquid)

CP "CANADA PAINT" is a "Ready-to-use" Paint made of the purest materials, finely ground and mixed by special machinery. It is made of pure lead, pure zinc, pure linseed oil. These materials, with the coloring pigments and driers, are combined in correct scientific proportions, and ground together in powerful mills. The result is a paint that covers the greatest amount of surface, and wears for the longest possible time.

Put up in air-tight Imperial Measure cans, attractively labelled. Forty-five popular colors and White and Black.

To the dealer who is interested in an exclusive agency proposition, who wants the best that the market affords, and wants a well-advertised line, we can recommend "CANADA PAINT." It is the kind of a product that will build up a big paint business.



READY-MIXED PAINTS (Liquid)

The Canada Paint Co. has for a great many years made a specialty of manufacturing Prepared Paints and our various Brands are favorably known from one end of the country to the other. The growth of this Department of our business has been steady, and some of the Brands we manufacture have been selling in Canada longer than any other Ready-mixed Paints on the market. In our leading lines we have three Brands, which offer much excellent value to the dealer and to the property-owner. Any one of these Brands represents a most satisfactory Paint at a very moderate price.

"Elephant," "Prism," and "Stag" Brands. (Including Floor Paints.)

These colors can be stocked by the dealer according to either of the two color folders showing well-selected assortments. Put up in half-pints, pints, quarts, half-gallons, gallons, five gallons, and barrels.



CP SANITONE (Liquid) FLAT INTERIOR FINISH

Sanitone is a durable oil paint that drys with a flat, velvety surface. It is absolutely sanitary and can be cleaned with soap and water. Sanitone is easy to apply, covers well and drys flat without the necessity of stippling.

Sanitone is for inside use only and can be applied to plaster, cement, stucco, plaster, board, canvassed walls, metal walls, ceilings, etc.

To-day more attention is being given to the interior finishing of residences, offices, public buildings, hospitals, etc., than ever before. Sanitone exactly meets the demand for an ideal finish for walls and ceilings. It is made in all the artistic colors now demanded by the leading decorators. Put up in quarts, half-gallons, gallons and five gallons. Also Sanitone Mixing Size for New Walls.

Montreal Toronto Winnipeg Calgary Halifax

THE CANADA PAINT CO.
LIMITED

TRADE MARK

TRADE MARK

CP WAGON AND IMPLEMENT PAINT (Liquid)

This is a very popular product throughout the country. It is a durable gloss paint for the refinishing and painting of wagons, agricultural implements, garden tools and the many other things about the country home and farm. This paint dries hard over night with a full, rich gloss. Red, Blue, Black, Green, Yellow, Maroon. Put up in half-pints, pints, quarts, half-gallons and gallons.



CP SUN VARNISH STAINS (Liquid)

We have done a great deal of experimental work in the production of a combined Stain and Varnish. The result of our experiments has proved that a permanent pigment stain, combined with a good quality of varnish, gives the best wear and the best results in every way. Sun Varnish Stains give the color of the wood, and a varnish finish with the one application. They are made of carefully selected materials that do not fade. Put up in quarter-pints, half-pints, pints, quarts, half-gallons and gallons in following colors:—Golden Oak, Green Amboine, Rosewood, Walnut, Mahogany, Cherry, Antique Oak, Light Oak, Cocobola, Flemish Green, Flat Black, Ground Color, Clear.



CP SUN VARNISH

This Varnish represents unusual value, and is an ideal varnish for a paint dealer to feature and push. It is a bright, hard Copal varnish, which can be used for inside and outside work, and gives splendid satisfaction. For outside work it can be used on wagons, carriages, store fronts, doors, boats, and all exposed surfaces. For inside use it is a splendid finish for all woodwork, being particularly good for bath-rooms, kitchens, and other parts of the house exposed to unusually severe conditions. Put up in half-pints, pints, quarts, half-gallons and gallons.



CP SUN WATERPROOF FLOOR FINISH

This is made especially for floors, with the idea of standing the severe conditions to which they are subjected. Dries extremely hard over night, but does not scratch or mar easily. Water does not affect or turn it white. On hard wood, hard pine, or any stained or varnished floors, CP Sun Waterproof Floor Finish gives good results. This varnish is never sold in bulk. Put up in half-pints, pints, quarts, half-gallons, and gallons.



Montreal **Toronto** **Winnipeg** **Calgary** **Halifax**

I'm a member of "The Brighten Up Club."

Are you?



This Spring offers Sherwin-Williams Agents great opportunity for larger and more profitable paint sales. Join the Brighten Up Club.

The Brighten Up Campaign is launched from Atlantic to Pacific. S-W Agents are going after increased business, backed by the most complete and best Spring paint campaign yet devised. It is moved by the great Brighten Up Spirit, the spirit of Spring, that stirs property-owners as well as paint dealers. It is abreast of the New Prosperity Wave that is surging over this great land. Business activity is already speeding up. 1914 is to be one of the big years in Canada's development. The foremost financial and business men are optimistic. Canada's condition is sound and healthy. The leading publications are out to boost Canada—do your part, boost your town. There is no more practical way of boosting than the Brighten Up Club idea. It means wonderful improvement in the appearance and welfare of every town, whatever may be the present condition of its streets, stores, public buildings, homes and parks. Everyone who takes a pride in their town is eligible for membership in the Brighten Up Club. There are no fees or obligations—election is unanimous. The S-W Agent in each town supplies Brighten Up Creeds and Buttons free—no one needs to buy anything from him; but by doing his share, he knows he will get his share of the benefits. Not only will people need new rakes, lawnmowers, hammers, nails, saws, screens, brooms, glass, putty, paint brushes, etc., but many will buy good quantities of SWP Sherwin Williams Paint (Prepared), Preservative Shingle Stains, Family Paint, Buggy Paint, Inside and Porch Floor Paint, Floorlac, Varnish Stain, Enamel, Marnot varnish, Kopal varnish, Excello varnish, Taxite, Floorwipe, Flaxoap, Brasbrite, Polish-ol, and other Sherwin-Williams Finishes. Yes, they will buy S-W Finishes, because Sherwin-Williams Advertising this Spring is more extensive, more effective and more in evidence than ever before. In all the larger towns the splendid 24-sheet poster will

The Creed of the Brighten Up Club

¶ To Brighten Up myself—to be optimistic, cheerful and good-natured.

¶ To Brighten Up my home and spread the Brighten Up spirit among my neighbors.

¶ To Brighten Up my business and take pleasure as well as profit from it.

¶ To Brighten Up my town and promote its social, industrial and commercial progress.

¶ To promote the love of Nature, sunshine and fresh air.

¶ To adopt Brighten Up as my slogan.



display S-W Finishes during the month property-owners are buying paints and varnishes. Property-owners will receive the 1914 spring edition of The Home Decorator, printed in four colors and showing a most practical and attractive range of colors of the various S-W Finishes. Possible paint-buyers will get personal letters from the S-W Co.—good, forceful selling letters directing them to the S-W Agent in their town. Every possible buyer of paints and varnishes will be reached by the aggressive and effective S-W advertising, and S-W Agents will link their stores up with this great Spring campaign by their attractively-dressed windows showing the S-W Spring Window Trim. Many Agents are co-operating with the S-W Co. in a newspaper campaign—a series of mighty effective ads. that have been prepared specially for this campaign by the S-W Advertising Dept.

This Brighten Up Campaign is going to be a profitable one for all S-W Agents who enter into it and carry it through with enthusiasm and optimism.

What about you? It isn't too late yet to join the Brighten Up Club. If there is no S-W Agency in your town, write for it to-day. Don't wait till to-morrow, do it right now.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER.
LONDON, ENG.

THIS IS THE CAN



WITH THE VALUE INSIDE

If You Knew As Much About This Paint As We Do–You Would Recommend It Every Time—

Purity of Ingredients is the First Consideration in its Manufacture.

Its Wearing Quality is its Best Selling Point.

There is No Better Paint Made. Although it is Possible to Pay More.

JAMIESON'S PURE READY MIXED PAINTS

Let Us Tell You More About This Paint.

We Will Not Make Any Extravagant Claims But Will Give You Honest Facts.

A Post Card Will Do.

WRITE US TO-DAY

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

Owning and operating P. D. DODS & CO., Limited

MONTREAL, CANADA

THE HOMES OF "MAPLE LEAF" BRANDS



THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL PLANT

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE
LINSEED OIL
TRADE MARK
MONTREAL & TORONTO.

TRADE-MARK

WARRANTED PURE

LINSEED OILS

Raw, Olden, VARNISH, Boiled, Pale Boiled, Double Boiled, Refined, Bleached, Heavy Body Boiled and

SPECIAL OILS TO ORDER.



THE CANADA LINSEED OIL MILLS LIMITED
TORONTO PLANT

THE CANADA LINSEED OIL MILLS LIMITED

Montreal and Toronto

The House for Quality and Prompt Service

PAINTS, OILS VARNISHES GLASS ETC

We've always held that it's preferable to put quality ahead of all other considerations, and the steady growth of our business has proved that we are right.

The friends we made in our early business years — are our steady customers yet—the friends we make this year we expect to be serving acceptably, twenty years hence.

This quality idea pervades every line we sell; we try to give our customers the very best—and that, at the fairest price possible.



Our service to our customers has been just as important as the quality idea, in building our business to its present proportions.

We realize that prompt service to the dealer, may make all the difference, when he is negotiating a sale of material he has not in stock.

And our endeavor has always been to help him, all we know how, by shipping his orders to him, just as quickly as we can.

Next time you get the chance to make a big paint or varnish sale, don't turn it down, because you haven't got the stock. Wire or phone us and let us give deliveries.

Sanderson Pearcy & Co., Limited

61-63-65 Adelaide St. West, Toronto, Ont.



RAMSAY'S PAINTS

will never bring you a complaint; every can sold means another friend made. The RAMSAY line is complete —you need no other, for RAMSAY'S Paints are what your customer wants.





1913 was the biggest year we ever had.
1914 will be bigger.
Link your store with RAMSAY'S organization and your paint sales will grow.

A. RAMSAY & SON CO., Montreal

Paint Makers Since 1842

THE RIGHT PAINT TO PAINT RIGHT



This is not only what we say but what the user says. They all come back for the RAMSAY line. Our reputation of over 70 years stands behind every can.





Our advertising plans mean increased sales for the dealer—investigate and we believe you will consider it worth while to put in the RAMSAY line.

A. RAMSAY & SON CO., Montreal

Paint Makers Since 1842



BLUE BARRELS

Livingston Linseed Oil Brands are Always Guaranteed

"PURE, THAT'S SURE"

If your jobber does not handle them write direct to

The
Dominion Linseed Oil Co. Limited
BADEN — TORONTO — MONTREAL

To Get Paint Business

You Must Give Service and Satisfaction

Acting on the time-honored axiom that "He who gives most, gets most," is the spirit in which we offer you our Maple Leaf Paint and Varnish Proposition.

The more paint and varnish value you can give your customers the more you will get of their trade.

The more of the same value we can give you the more we get.

Our Benefits are mutual—and is the reason why

MAPLE LEAF
Paints and Varnishes Make Good

For you as dealer, and for your customer as well. The sum total of our efforts is to make a paint that when sold stays sold and hastens Mr. Consumer back to your store for more.

You can't lose on a proposition of that sort; in fact, you have everything to gain and a brilliant hope for the future.

M L
FINISHES THAT ENDURE
QUALITY

NOW is the time to buy your Spring paint stock; but don't confine your thinking to NOW; look into your future business destiny and give our MAPLE LEAF PROPOSITION consideration for better future business.

A post-card to us will start things in the proper direction for you.





THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER

Every Brushful Of

MOORE'S HOUSE COLORS

A Pure Linseed Oil Paint

Spells SATISFACTION for customers and RE-ORDERS for the dealer.

There are many years' experience behind the Moore line, also a good record of service.

You can offer this line to your trade with the utmost confidence that it will leave a good impression and bring buyers back for more.

The Moore Line

MURESCO—The best wall finish.
HOUSE COLORS—A pure linseed oil paint.
FLOOR PAINT—Dries hard over night.
MOORAMEL—Perfect flowing enamel.
TILE-LIKE—Varnish and stain combined.
SANI-FLAT—A non-poisonous flat oil paint.



The big Moore Value is certain to make sales come faster. And then there is the Moore profit—a very good one.

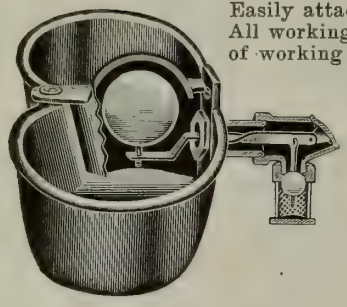
Drop us a card to-day for full particulars.

Benjamin Moore & Co., Limited

New York, Cleveland, Chicago, WEST TORONTO

The F. R. Murray Co., Ltd., Vancouver, B.C.; Emerson & Fisher, Ltd., St. John, N.B.

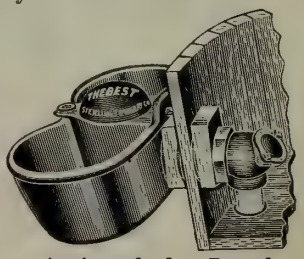
The "BEST" Stock Fountain — the "best" for the following reasons:



Showing Construction

Easily attached to a barrel or tank.
All working parts are accessible without removing fountain or water. Connections of working parts are made with brass and will never rust, so that they cannot be removed. There is practically no chance of sediment getting on valve seat and preventing valve from closing.
Valve cannot wear off on one side and cause a leak. Construction of **Float Rod** reduces the chances of pipe becoming clogged.
Perforated Brass Screen is easily removed in case valve requires adjustment.
If your Jobber does not handle the "Best," a post card to us will bring full particulars, prices and terms, which we **know** will be interesting and profitable to you.

The Sterling Foundry Co., Sterling, Illinois



As Attached to Barrel



The Varnish That Lasts Longest

DOUGALL TRANSPARENT WOOD FINISH

(Interior, Exterior and Floor)

For architectural worth, Dougall T. W. F. is in a distinct class by itself—beyond comparison with ordinary makes.

By selling Dougall Varnishes you establish for your store the enviable reputation of excellence in merchandise. This is surely a valuable asset to you.

THE DOUGALL VARNISH CO., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

ANOTHER HINT ON

The Paint Up, Clean Up Business Brightener

We have spoken of interesting the School Board. Here is where your Industrial League or Publicity Bureau can help, or if you haven't either, you can do it yourself.
Cleanliness is a habit to be instilled in the Children—Let papers be prepared for reading to the Children in school, reciting the necessity of a clean City from a hygienic and advertising point of view. How a clean City is a joy to its citizens, an inducement for others to come and live there and a means of producing a greater prosperity for all.
You can get permission to do this from your School Board.
Further details can be had from us—If you wish we will prepare papers for you.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers.

WINNIPEG **Branch at Calgary**

Are You On Our Black List?

IF NOT! WHY?

This List contains the names of the Principal Manufacturers and Dealers in Paints and Varnishes in the Country, who buy their Blacks exclusively from

The L. Martin Co.

1849— **—1914**

THIS SEAL ON EVERY PACKAGE.

Originators of the famous Old Standard, Eagle, Pyramid and Globe Germantown Brands of Package Lamp Blacks.
Sixty-four years of Experience with Customers all over the World has taught us Some Things in the Black Business which might interest You.
The Guarantee of Public Approval for this period is also Worth Considering. No Bargains—No wild statements—just Steady Reliability, Uniformity and Highest Quality for the Least Price Possible. Not Cheapest at First, but Best at Last.

To be convinced write our office,

81 Fulton Street, New York City

Four Factories — **Philadelphia, Pa. Cincinnati, Ohio**
Johnsonburg, Pa. London, England.

"Why buy the 'Near' Brand when the Best is procurable?"

CANADIAN AGENTS: J. A. TAYLOR, Montreal. JAMES HAYWOOD, Toronto. H. P. PENNOCK & CO., Winnipeg.

Boosting Business For You

The quality of Martin-Senour Paints and Varnishes has always been high—the service of our products to the user has always been most satisfactory—our Dealer-agents have always enjoyed a large percentage of the business to be had in each community.

But now, more than ever before, the merits of Martin-Senour Paints and Varnishes are being made known through progressive advertising. All the Leading Home and Business Magazines, Farm Papers, Religious Journals —reaching almost every possible paint user in Canada, will carry impressive messages — creating desire, and inducing more paint sales for Martin-Senour Dealer-agents.

Effective ideas in the form of mailing folders, booklets, etc., Dealer Helps, including Signs, Window Trims, Store Displays, etc., will focus to the Martin-Senour Dealer's Store the benefits of our Big Advertising Campaign. If you are interested in bigger business, have us give you details of our Proposition.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ENDS ALL FLOOR TROUBLES



TRADE **ELASTICA** MARK

FLOOR FINISH

The one perfect Floor Varnish.

BRINGS BIGGER BUSINESS, BETTER PROFITS.

Kyanize
KY-AN-IZE

selling co-operation is worth a lot to you

It will increase your sales of general goods as well as varnish sales. It is **not** something you have to share with every paint dealer, drug and department store in town.



Life size cutout **free to every agent.**
One of our pieces for the window.

The **Kyanize** Agent Gets Our Full Support

We give the exclusive agency to one dealer in each town.



Kyanize
KY-AN-IZE

IS A WONDERFUL PRODUCT

Backed up by an advertising proposition that will bring customers to your store and double your Varnish Business.

Boston Varnish Co.
EVERETT STATION, BOSTON

Distributors for Western Canada

THE J. H. ASHDOWN HARDWARE CO., Limited

CALGARY WINNIPEG SASKATOON

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well-known products:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS
INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

CHAMPION'S
WARRANTED GENUINE GROUND WHITE LEAD

TRADE - MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

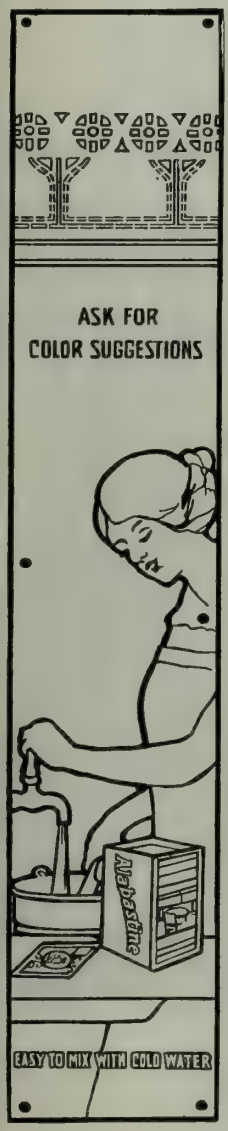
WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

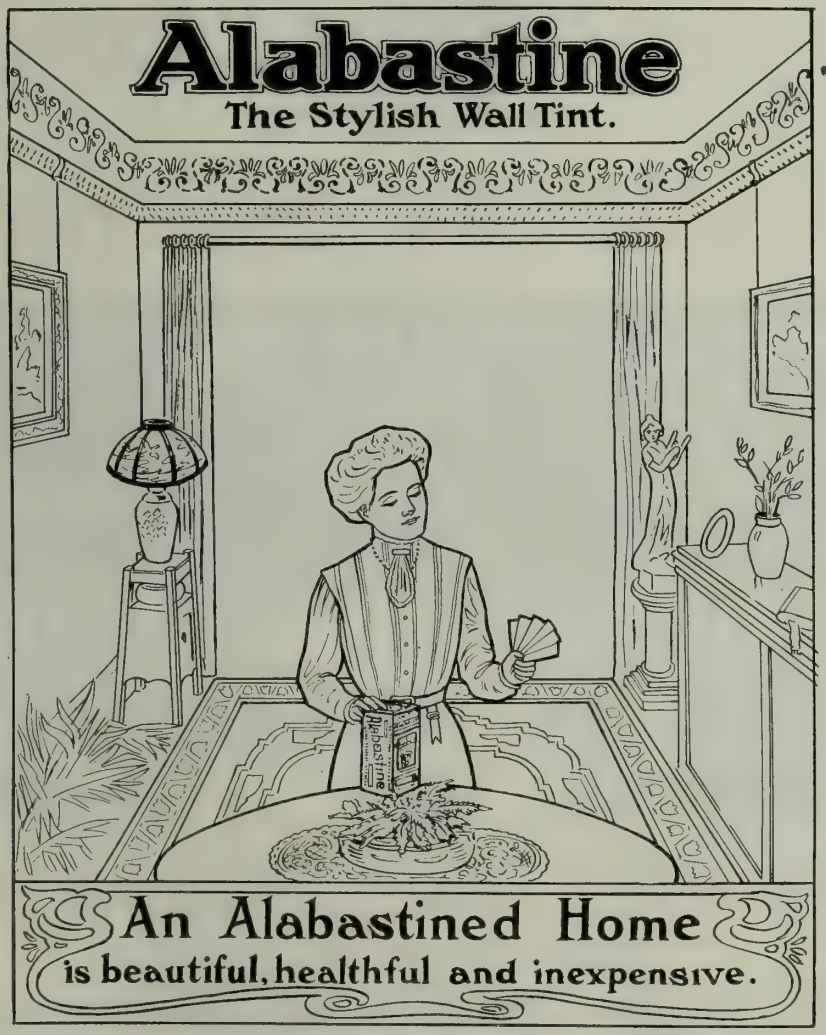
ESTABLISHED OVER 130 YEARS

The Alabastine Window for Alabastine Week

March 30th to April 4th, 1914



Alabastine
The Beautiful, Durable Wall Tint
Anyone Can Apply It — Mixes In Cold Water





A Thousand Alabastine Dealers in Canada will Show this Window during Alabastine Week

Beautifully Lithographed in Alabastine Tints. Free to Alabastine Dealers. Send for it.

The Alabastine Co., Limited, 89 Willow St., Paris, Ont.



WHERE

Dependable Cordage

Is Necessary

LION TRADE MARK BRAND

Lion Brand

Should Be Specified

¶ It is only prejudice that prefers foreign inferiority to domestic superiority.

Consumers Cordage Co., Limited

Factories: Montreal and Dartmouth

Branches: Toronto and St. John, N. B.

F. H. ANDREWS & SON, Quebec MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Moose Jaw, Regina, Saskatoon, Calgary, Edmonton

A Hint to Every Paint Merchant

Get those BIG ORDERS

The orders that every consumer takes the time to get a price on.

And always leaves his money where he gets the best prices.

O. P. W. merchants always have a price that will persuade the thrifty buyer to give him the second call.

Our Paint Wears on every job and Trial customers are always sure to become your steady. And steady customers mean that you get the Big and Small orders.

Write us to-day—delay is loss to you. We will have one of our many experienced salesmen call on you and convince you that we have the proposition that you are looking for. And the proposition that will give you the profit you are entitled to.

Our 1914 Catalogue will be mailed on application.



OTTAWA PAINT WORKS
OTTAWA. ONT.

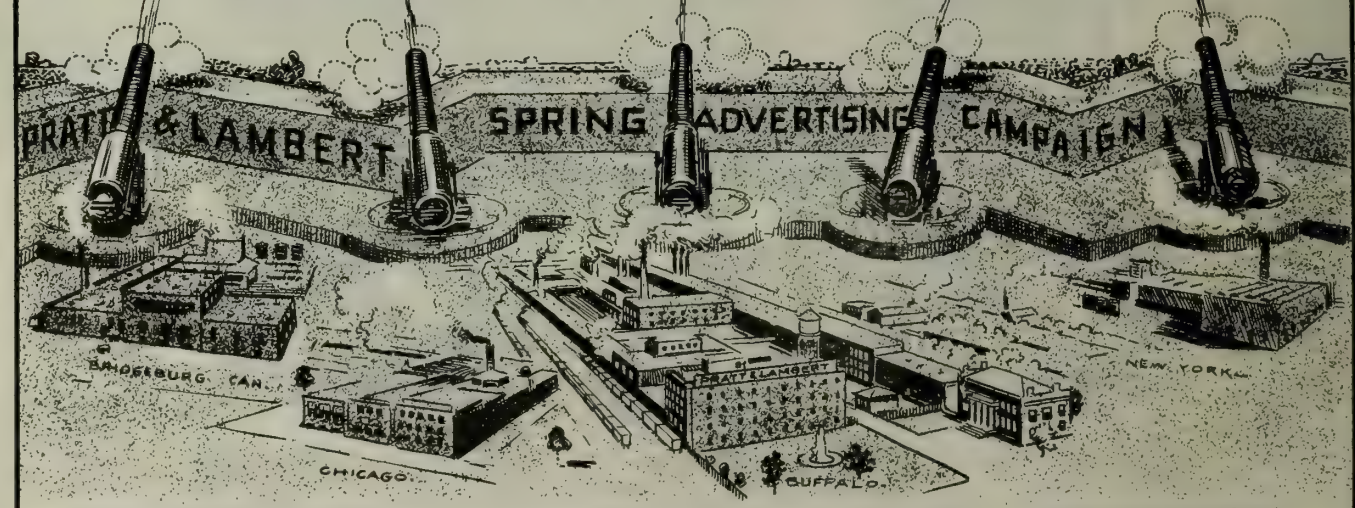


The P&L Spring Advertising is Hitting Hard in Your Town

BANG! Bang! The cannon are roaring, the bombs are bursting — the big Pratt & Lambert Spring Advertising Campaign is in action. Your town is the scene of action. Already word comes from the firing line: "We have met the varnish buying public and they are ours." Individual consumers, home-builders, painters, architects and contractors — every class to which varnish is sold are yielding to the mighty persuasive force of "Pratt & Lambert Advertising," and are buying Pratt & Lambert Quality Varnishes. Study the bursting bombs and you'll know why.

Are *you* getting this business in *your* town?

Write for the Pratt & Lambert Dealers' Proposition.
Pratt & Lambert Inc., 24 Courtwright St., Bridgeburg, Ontario



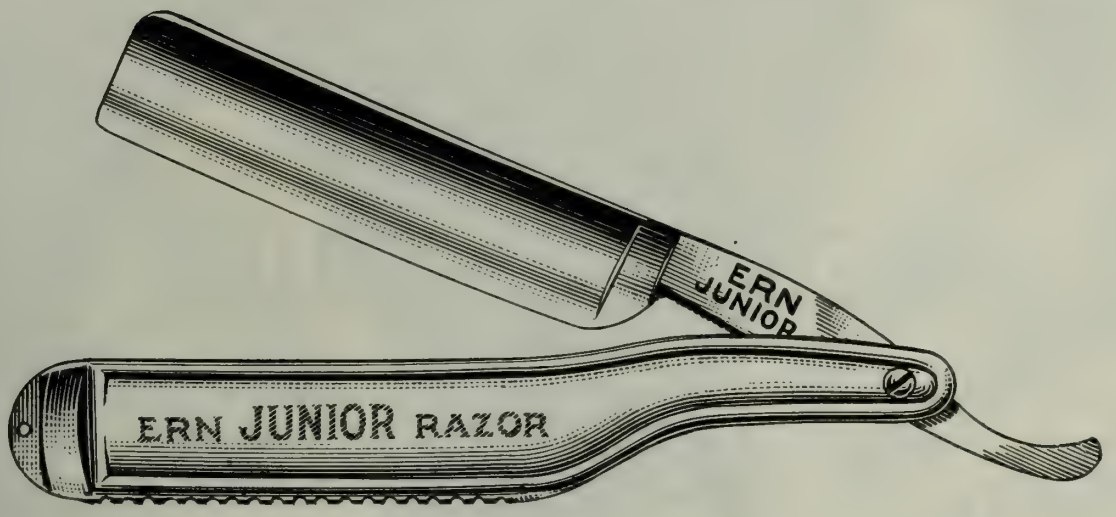
THE STRENGTH BEHIND THE P.&L. VARNISH PROPOSITION

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

This Razor Has Two New Features



IT IS THE ONLY RAZOR made on the NEW FORGING PRINCIPLE invented last year by Mr. C. Fr. Ern—the world's largest razor maker. By this new process the blade, DURING ONE HEATING, receives about 25 light hammer blows, which is FOUR TIMES MORE HAMMER TREATMENT than is applied in the old drop-forging method. The result of this new forging process shows itself in the general even quality of the blade and in its wonderful power of holding the edge, the carbon of the steel not having been destroyed by repeated heating.

Hardened and tempered by the most up-to-date scientific processes, which insure even quality throughout.

THE ONLY RAZOR WITH A SELF-LOCKING METAL HANDLE protecting the blade and making injury to edge impossible.

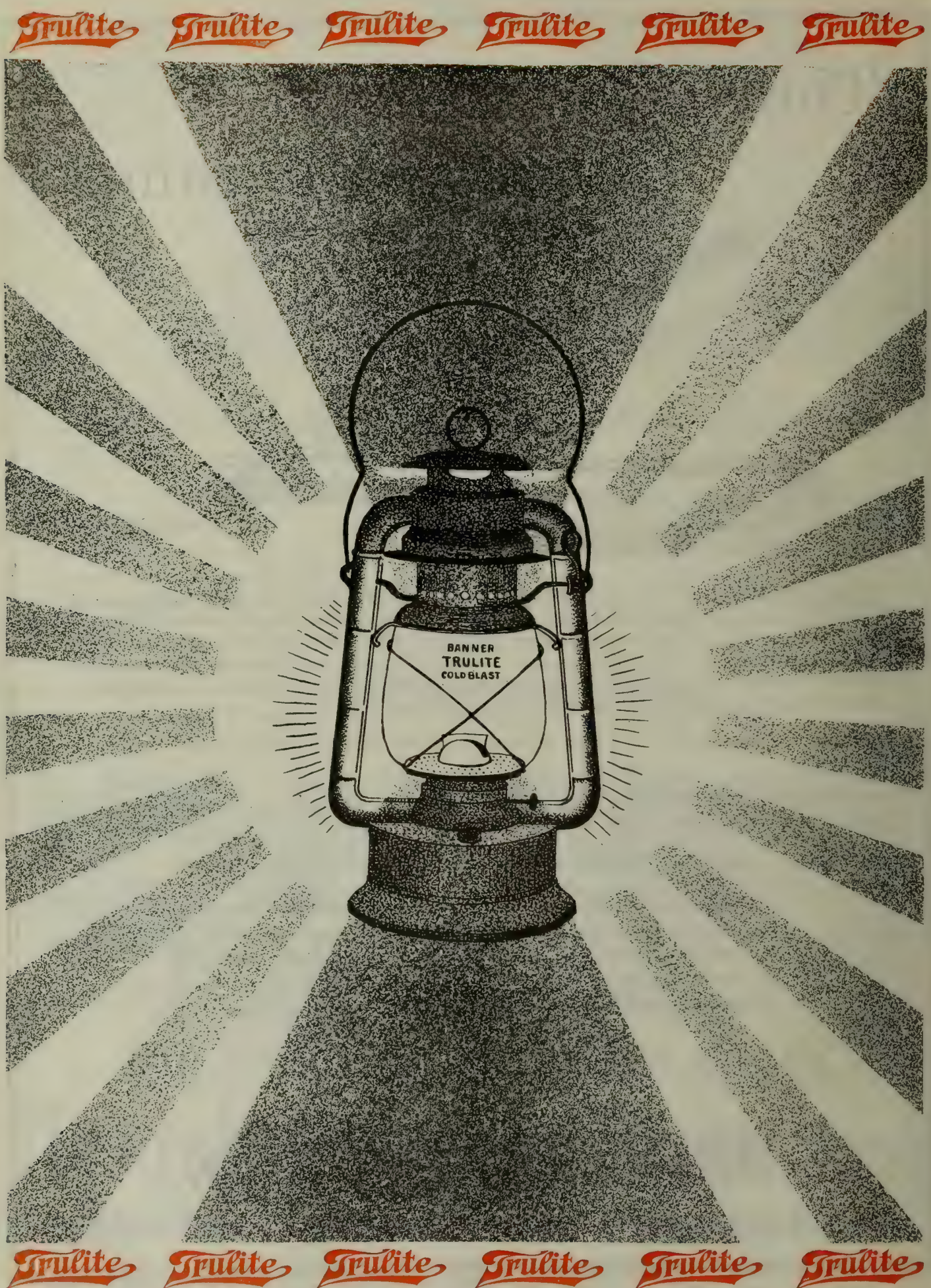
Selling price to consumer, $2.00 each in silverplated, goldplated and gunmetal handle.

The ERN JUNIOR when used with the ERN Safety Guard makes the most perfect safety razor on the market. It can be used with or without the Safety Guard.

ASK YOUR JOBBER ABOUT THE ERN JUNIOR RAZOR
Or write to the

ERN RAZOR CO.

166 McGill Street MONTREAL


Trulite
Trulite
Trulite
Trulite
Trulite
Trulite
BANNER
TRULITE
COLD BLAST
Trulite
Trulite
Trulite
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Trulite

COLD BLAST LANTERNS

mean safety, convenience and economy for the user, and good profit and more sales for you

Gives 12 candle-power bright white light, and will burn 32 hours continuously with **one** filling.

The upper part of the globe never gets warm enough to break from the heat. Easy to light, trim, clean and fill.

Cannot be blown out by the strongest wind.

GUARANTEE

EVERY Trulite carries our guarantee as to quality of material and workmanship. Every Trulite Lantern is guaranteed to burn perfectly under the severest tests.

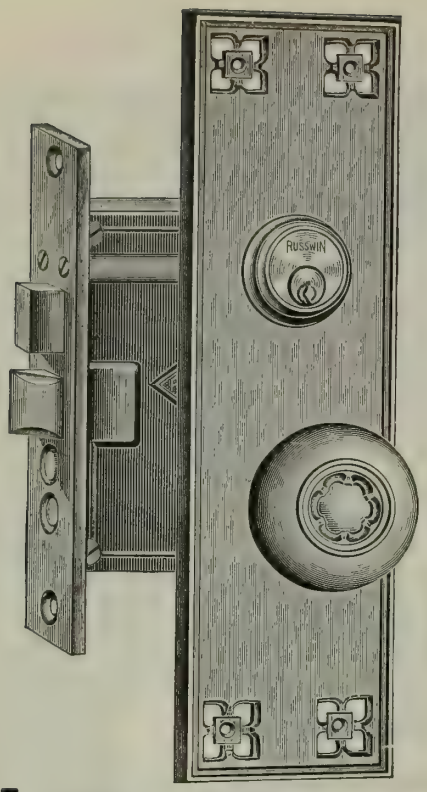
Be sure to specify the Trulite when on the market for lanterns. It's sold by all leading Canadian jobbers.

Ontario Lantern and Lamp Co., Ltd.

J. W. Moncur, General Sales Manager

Hamilton, Ont.

Trulite Trulite Trulite Trulite Trulite Trulite



Builders' Hardware

Knowing Contractors will use "Russwin"

They have learned that in buying **Russwin** hardware they secure both durability and style in the highest possible degree. In the wide variety of designs are fittings that will please your most exacting customers. Those who have used Russwin hardware in the past will ask for it again. Those who have not will buy it at sight. By satisfying your customers you will retain their trade. Take no chances and offer them the best.

Quality Goods that Sell Readily

Spring season means the opening up of the building business, and you will be called upon for more builders' hardware in the next few months than at any other time in the year. Anticipate this demand and secure your profit on this line by stocking early. Full information covering Russwin goods will be forwarded you on request.

The Winnipeg Paint & Glass Co., Limited

"EVERYTHING FOR A BUILDING"

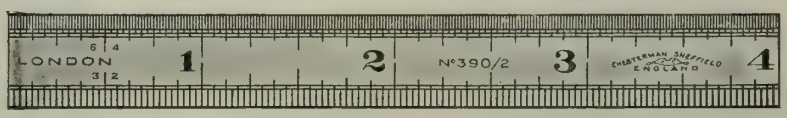
WINNIPEG, MAN.

STEEL RULES
GAUGES, ETC.

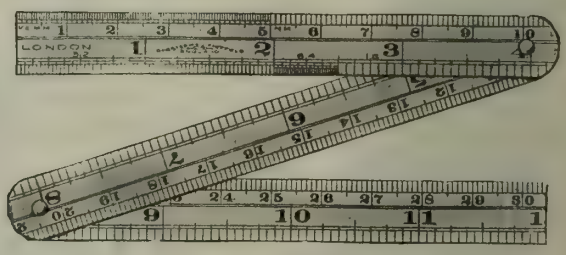
CHESTERMAN'S

MEASURING TAPES
LINEN AND STEEL

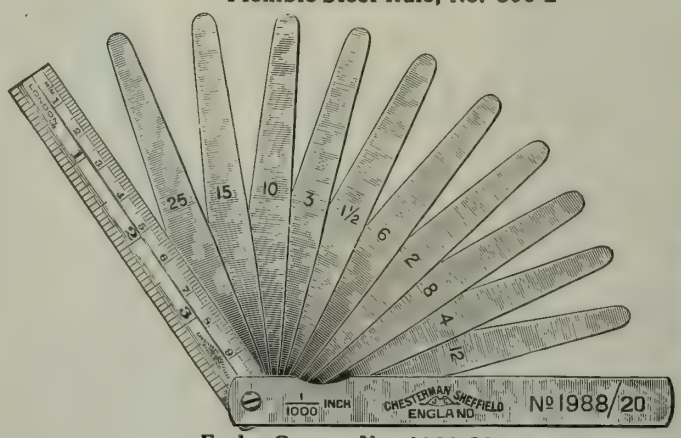
SHEFFIELD, ENGLAND



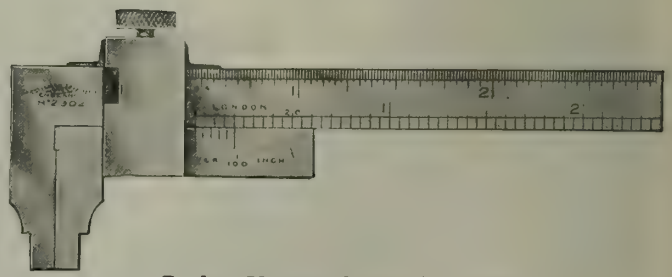
Flexible Steel Rule, No. 390-2



Folding Pocket Rule, No. 891



Feeler Gauge, No. 1988-20



Pocket Vernier Gauge, No. 2902

ENGINEERS' SMALL TOOLS

For Prices, Catalogues, Etc., Apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

Below we illustrate one of Our Special lines, The "Canadian Beauty" Electric Sad Iron

Graceful in design, beautiful finish, strong construction



Heating Element Guaranteed for All Time

Let us quote you Jobbing and Trade Prices. We would also be glad to send samples for inspection.

OUR MOTTO—Quality and Service.

Write for Catalogue and Prices of our other Electric Heating Appliances.

Renfrew Electric Manufacturing Co., Limited

Renfrew, Ont., Canada

Domsteel

WIRE PRODUCTS

"From Ore to Finished Product"

Wire Nails

All Standard and Special Gauges

Nail Wire

Rivet Wire

Straightened and Cut to Length

Sterilized Blued Lath Nails



"The World's Our Field"

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto

Domsteel

Wire Products

"From Ore to Finished Product"

We own and operate our own Ore and Coal Mines, Coke Ovens, Blast Furnaces, Steel Plant, Billet and Rod Mills, and are enabled to produce steel specially adapted for the manufacture of highest quality wire products.

We have the very best facilities for quick shipment by either rail or water.

We have stocks of wire products at St. John, N.B.; Montreal, Toronto and Head of Lakes.

Please communicate with our nearest sales office for prices.

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:

Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto

Wire Rods

Galvanized Coiled Spring Fencing Wire

Galvanized Barb Wire

Galvanized Barbless Twisted Wire



NEVERSLIP

RED TIP CALKS

are standard. Backed by our full guarantee, they are bound to give satisfaction to dealers and customers. No substitutes can compare with the original, genuine

RED TIP CALKS

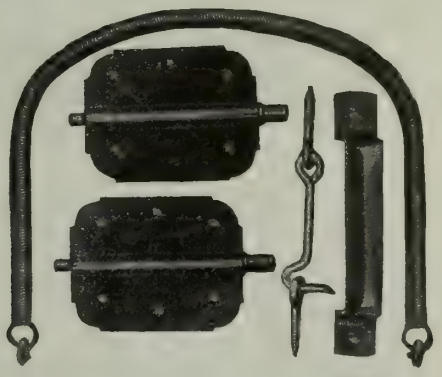
The Neverslip Manufacturing Company

Canadian Factory
MONTREAL

U.S. Factory
NEW BRUNSWICK, N.J.







THE

Watrous Mfg. Co.

DES MOINES, IOWA

Manufacturers of

Screen and Shelf Hardware

and the

Hinge, Butt and Builders' Hdw. Depts.

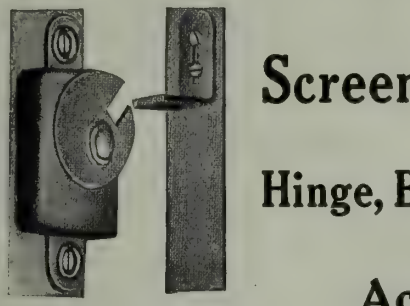
of the

Acme Steel Goods Co.

CHICAGO, ILL.

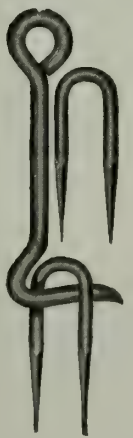
HAVE

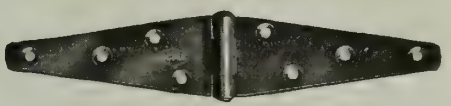
COMBINED

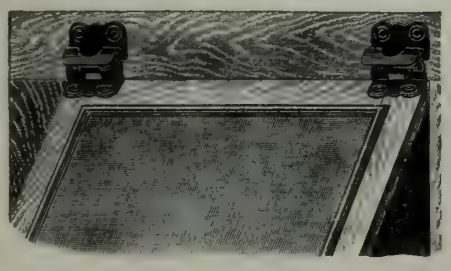


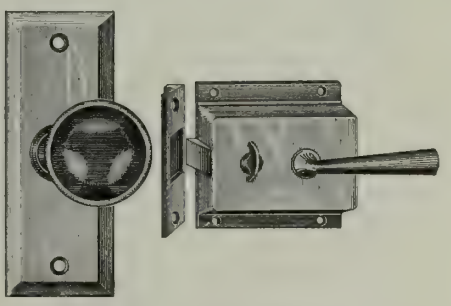








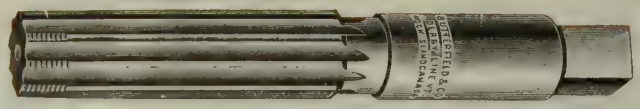




WATROUS-ACME MFG. CO.

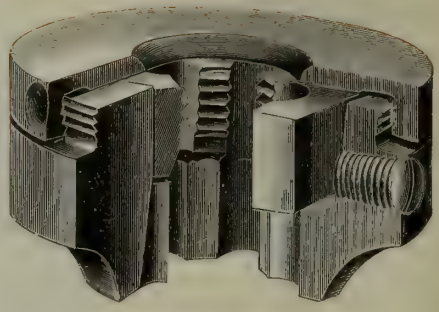
Des Moines, Iowa

CHICAGO SALES OFFICE: 180 N. Dearborn St.



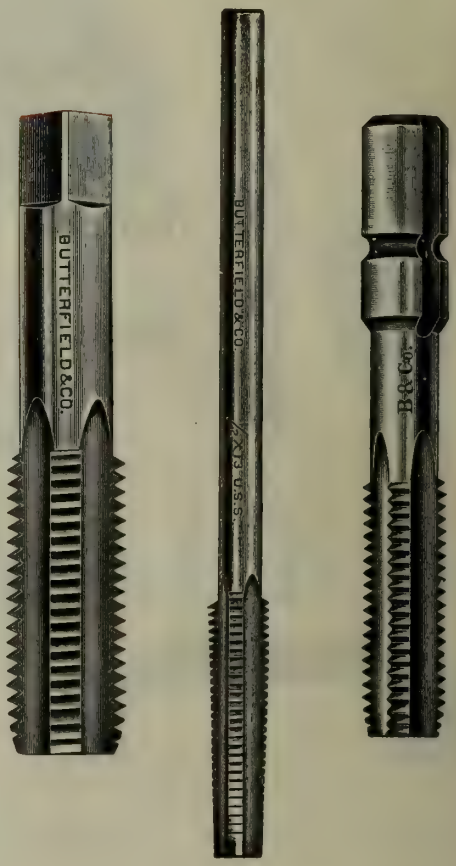
BUTTERFIELD

TAPS, DIES, REAMERS & SCREW PLATES



REECE'S
DIE AND COLLET SECTIONAL VIEW

Reduce Cost of Production Everywhere



The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

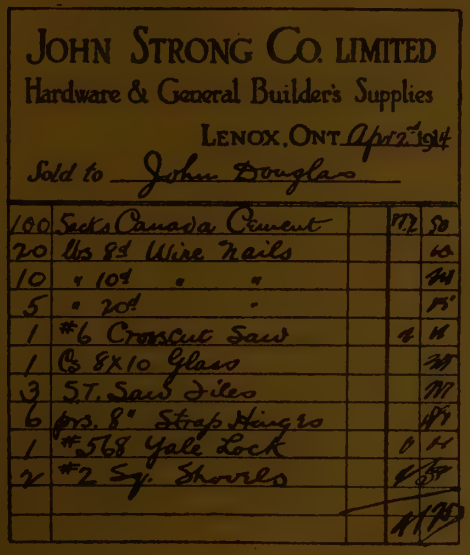
The efficiency and durability of our products are due to the special hardening and tempering process through which they are passed.

Experts supervise the work and a thorough inspection is made of each tool so that the trade gets nothing but goods at the highest stage of perfection.

When your stock of taps, dies, reamers, etc., runs low, order Butterfield make, and make sure of good profit and pleased customers.



Butterfield & Co.
Factories at
ROCK ISLAND, QUE., and
DERBY LINE, VT.



JOHN STRONG CO. LIMITED
Hardware & General Builder's Supplies
LENOX, ONT. Apr 2nd 1914
Sold to John Douglas

100	Sacks Canada Cement		17	80
20	lbs 8d Wire Nails			45
10	" 10d " "			44
5	" 20d " "			15
1	#6 Crosscut Saw		1	10
1	Box 8x10 Glass			39
3	S.T. Saw Files			90
6	prs. 8" Strap Hinges			45
1	#568 Yale Lock		0	75
2	#2 Sq. Shovels		1	50

Canada Cement Sells the Rest of the Bill.

When a man comes into your store to buy cement for a concrete building, you know that he needs other supplies to complete it. He will naturally buy these at the same time that he buys the cement. The attached bill is a sample of what you can sell him.

To keep this trade, you should sell that kind of cement which will give him the greatest satisfaction.

CANADA Portland CEMENT

is made in twelve large mills, situated so as to supply all parts of Canada promptly and at minimum prices. By producing such large quantities every year, it is not only possible, but economical, to have a well-trained staff of skilled men to oversee every detail of manufacture from the time the raw material enters the mill until it is delivered to you.

The best way to put yourself in a position to get this additional trade is to write at once for terms to

Canada Cement Company Limited
912 Herald Building, Montreal

SALES OFFICES AT
Montreal
Toronto
Winnipeg
Calgary

A Demonstration Makes a Sale



MAXIM SILENCER

The Maxim Silencer has aroused more interest and received more publicity than any other invention in the firearms field for years. This insures numerous and steadily-growing sales to the dealer who sells it—and makes known to his customers the fact that he sells it.

We help you sell and demonstrate the Maxim Silencer in your store. We furnish you, without charge, with a striking store sign, folders, and other helps. And we advertise persistently in sporting and outing papers, farm journals and other publications which reach rifle owners in city and country.

You can sell a Silencer with every rifle bought in your store—in addition to selling present rifle owners in your territory. Every sale means an extra profit.

Ask your jobber; or write to us for full particulars, prices and discounts.

Maxim Silencer Co., 104 Huyshope Ave
Hartford, Conn.

IT IS NOT alone the unusual *gun value* of the FOX—without which no gun is a good selling proposition—that makes it a good gun to handle, but it is this quality combined with our nation-wide advertising help that makes it a profitable gun to push. The

FOX GUN

is a

Business Getter---Business Holder

If this gun did not have an individuality—if it was not a whole lot more than "just a gun"—all the advertising in the world wouldn't help it make good. And our unbounded faith in the gun has been confirmed by thousands of proud FOX owners and enthusiastic FOX dealers.

There is every good-business reason why you should handle the FOX—therefore

Get In Touch With Your Jobber

find out about the new Ejector proposition and the Fox-Kautzky Single Trigger and prepare to profit by supplying the constant and ever increasing Fox demand.

THE A. H. FOX GUN COMPANY
12 476 N. Eighteenth St., PHILADELPHIA

Every Hardware Dealer Should Sell

SOLES

BEARDMORE & CO. TRADE MARK B REGISTERED TORONTO & MONTREAL

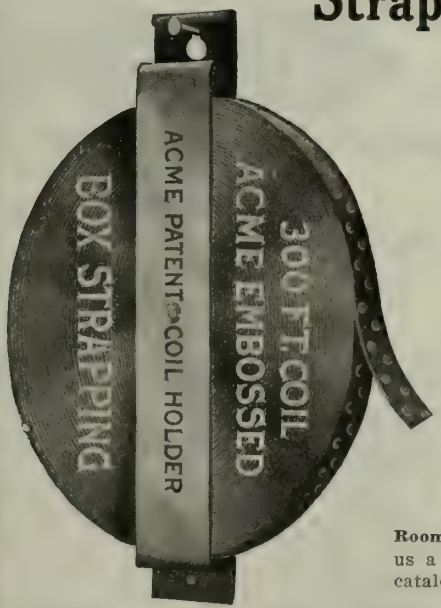
These soles sell at a good profit, working in splendidly with Cobbler's Outfits. Stock them now! Soles will come to your liking and sales will surprise you. Your jobber can supply you, if not, write us direct.

For sale only by

Beardmore & Co.
Toronto Tanners Montreal

ACME

Embossed Box Strapping



The Quality means more strapping sales

Lacquered to prevent rusting and the surface is embossed to prevent nails from slipping.

In coils of 300 feet; each coil on a separate coil-holder — 20 coils to a case.

We also make other **Packing Room Supplies.** Send us a card for our new catalog.

ACME STEEL GOODS CO.,
CHICAGO, ILL., U.S.A.

CABLE ADDRESS: "AFCCO—NEW YORK"

Canadian Representatives:
J. E. BEAUCHAMP & CO., 133 Coristine Bldg., MONTREAL

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets,
Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

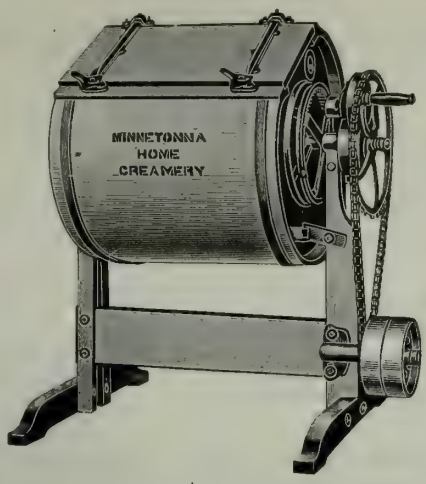
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



Minnetonna Home Creamery

8 hand and power sizes for home use
Will make more and better butter
Will save time and labor
Fully guaranteed
Make creamery butter at home
You can do it

Butter always brings high prices in the fall and winter—the up-to-date dairy farmer makes creamery butter all winter.

The MINNETONNA HOME CREAMERY will make just as much and just as good butter from an equal amount of cream as can be made in the most up-to-date creamery in the country.

The MINNETONNA HOME CREAMERY is good looking, and it will do more and better work—we guarantee that.

Your customers can use the MINNETONNA HOME CREAMERY in the kitchen and be proud to have it there. It is sanitary and easy to keep clean, and made so that in every-day use there is no slop, no need to spill even a drop of water, milk or cream.

The MINNETONNA HOME CREAMERY is fully guaranteed as to materials, workmanship and final operation.

The MINNETONNA HOME CREAMERY is being used successfully in every State in the Union.

10,000 up-to-date farmers will tell you the MINNETONNA HOME CREAMERY will make more and better butter.

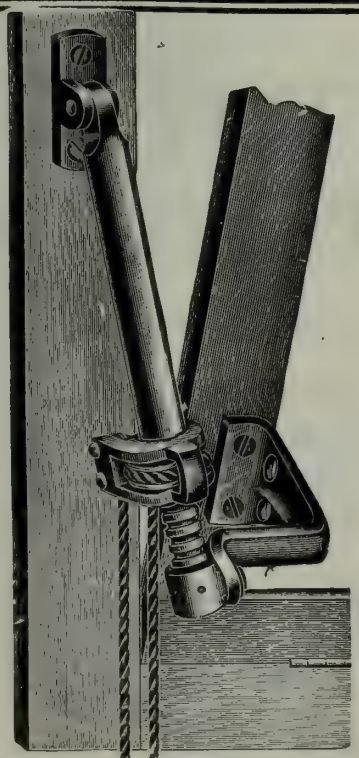
Prices enclosed—you can't afford not to handle this line.

Send us that order.

Canadian Distributers :

Henderson & Richardson

Board of Trade Building
MONTREAL, CANADA



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD S& 1809 **EVERED** &Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

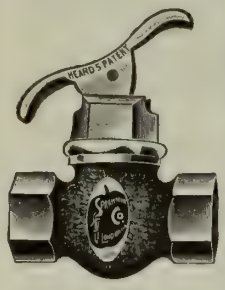
Builders, Cabinet Makers and Furnishing BRASS FOUNDRY

LIGHTING FIXTURES
METALLIC BEDSTEADS

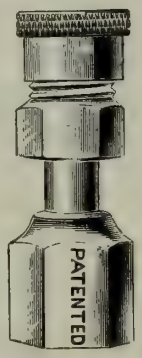
Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

Your Stock is Not Complete



without a full line of **Spramotor** accessories! All around you are men who own **Spramotors** or other spraying outfits and they all want parts from time to time. Our line of nozzles, couplings and fittings of all kinds is complete and standardized. You can't get a better line to handle.



Last year hardware dealers handling **Spramotor** accessories made good, substantial profits on this line alone. Many sold complete outfits and made still more.

Write us for details of our proposition.

Spramotor Works

2000 King Street, London, Canada

500 Erie Street, Buffalo, N.Y.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

STILL'S Ash Pike Poles

The Lumberman's favorite. Made of the best Canadian White Ash. The most reliable Pike Pole made. Stock Still's.

Write for prices.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO

THE BUYERS OF

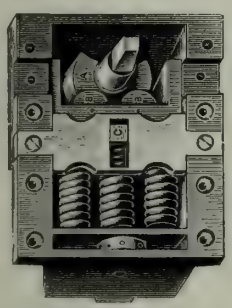
NEWMAN'S LINES

ARE SATISFIED

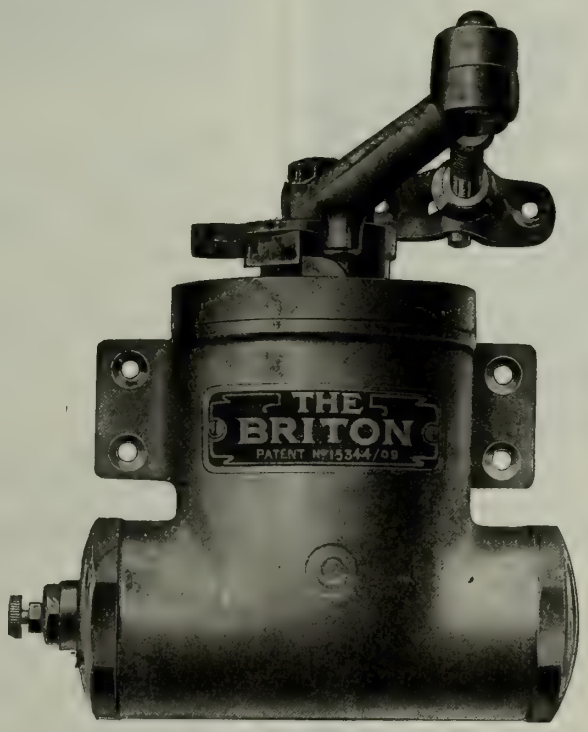
We manufacture all kinds of Door Springs, Spring Hinges, Fanlight Openers, Builders' Brass, Door Checks and Springs, Panic Bolts and Latches, Opening Gear and General Foundry.

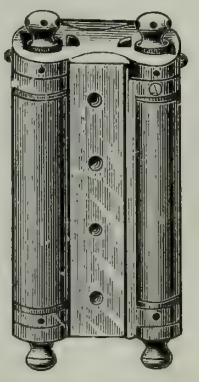
REPRESENTED IN CANADA BY

TEES & PERSSE, Calgary, Alta., AND F. D. C. RICHARDS, 70 Lombard St., Toronto.

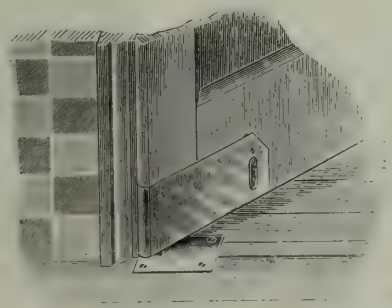


"INVINCIBLE" Floor Spring





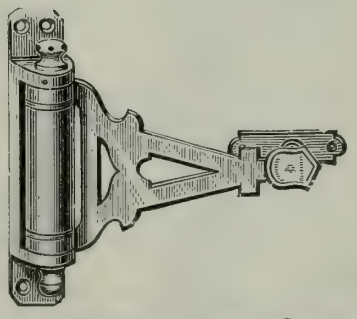
Double-Action Spring Hinge



"ERA" Shoe Door Spring



"RELIANCE" Patent Automatic Panic Bolt

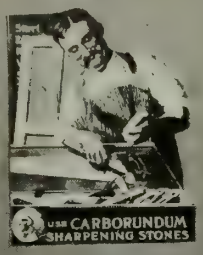


"HELICAL" Door Spring

Wm. Newman & Sons, Limited, Birmingham

CARBORUNDUM

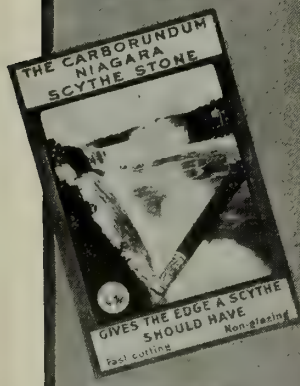
TRADE HELPS











We want every hardware dealer to have a complete set of the Carborundum trade stimulating window displays.

Snappy cut outs—the novel miniatures—posters, banners, signs, window transfers, all beautifully lithographed — every piece with a sales punch—yours for the asking

Let your Next Window be a Carborundum Window

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

CARBORUNDUM
Sharpening Stones



"NORCROSS"

Cultivator-Hoes and Weeders

WHEREVER vegetables and plants and flowers are grown, these famous implements are in great demand—and cost but little more than the common hoe.

No garden is too small for the profitable use of a "Norcross" tool and every garden, large or small, represents a prospective buyer and every sale a good profit.

With a choice of three sizes at varying prices—including the highest quality that good material, workmanship and specializing can produce, you can satisfy every possible requirement of a customer.



THESE tools are light and strong and work closer to plants without injuring them than any other tool known, leaving the soil level, loose and untrampled.

Our 5-prong style is the only Cultivator-hoe having Detachable Ferrule (Pat'd) which provides for its use as a wheel plow attachment if desired. (See cut below.)

WE do not make nor handle wheel plows. The Cut here shown illustrates how our 5-prong tool will attach, by means of our UNIVERSAL CONNECTION furnished extra when desired, to retail at the small sum of 10c with good profit.

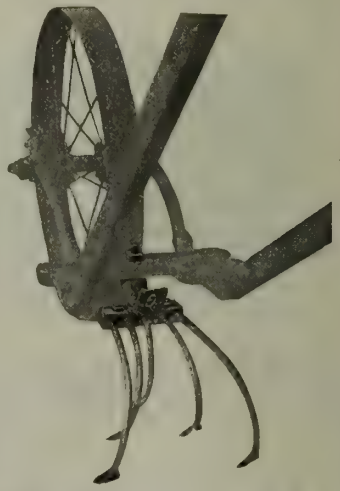
Professional gardeners say:

"No wheel plow has an attachment equal to the 'Norcross' Cultivator."

Our literature in English and Spanish gives complete and interesting information for both Domestic and Foreign trade.

ASK FOR IT

The "Norcross" Line is handled by (10) jobbers in Canada. Ask them for Literature or address



C. S. Norcross & Sons, Mfr's
BUSHNELL, ILL., U.S.A.

WILLIAM ATKINS & CO., LIMITED

Reliance Steel and File Works
SHEFFIELD, ENGLAND

Makers of the well-known

"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools
Files, Twist Drills, Saws, Hammers, etc.



TRADE MARKS WACO TURTLE BRAND

Any information can be obtained at our Canadian Office

Agent

GEO. A. MARSHALL
70 Lombard Street, TORONTO

BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE



George Butler & Co. Ltd. SHEFFIELD, ENGLAND
and 62 HOLBORN VIADUCT, LONDON, E.C.
Full Line of Samples at 70 Lombard St. Toronto. G.A. Marshall

We solicit enquiries from every

HARDWARE DEALER

in Ontario on General Hardware, of which we carry a full assortment.

If quantities are required and a close price is desired ask us to quote you on the following:—

Galvanized Wire, all kinds.	Galvanized Sheets.
Wire Fencing.	Black Sheets.
Poultry Netting.	Window Glass.
O. & A. Wire	Builders' Hardware.
Annealed Wire.	Sash Weights.
Fine Wires.	Carpenters' Tools.
Fence Staples.	Mechanics' Tools.
Iron Pipe.	Beaver Board.
Pipe Fittings.	Building Paper.
Iron and Brass Valves.	Wall Plaster.
Engineers' Supplies.	Linseed Oil.
Sheet Packing.	Paint.
Spiral Packing.	White Lead.

We will equalize freight on your nearest distributing point. We ship same day as order is received.

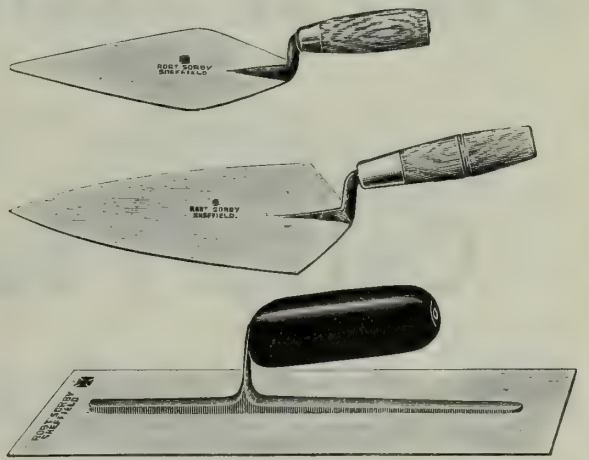
WHITES LIMITED

Wholesale Hardware and Metals

Collingwood, - - Ontario

Robt. Sorby & Sons, Ltd.

SHEFFIELD



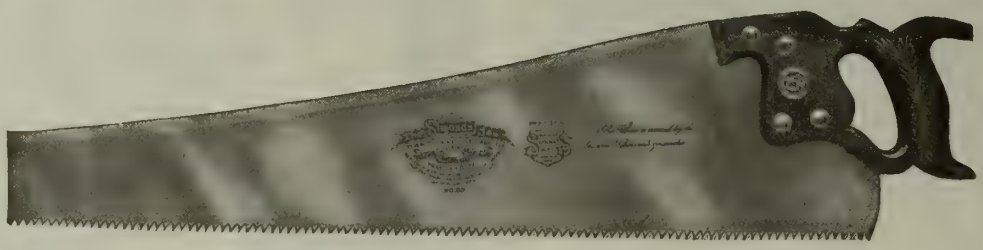
Our assortment of trowels is unequalled. We make all the English, Canadian and American models, with leather or black handles, any size, width or gauge required. Our finish is brilliant. The prices will attract you. The goods will attract your customers.

Geo. H. Saywell Co. Winnipeg and Montreal

Jobbers and Dealers

For an all-around satisfactory Proposition Sell

SIMONDS SAWS



Carpenters favor this saw. It is covered by an absolute money-back guarantee. It is the neatest looking saw, and it has a resale price so regulated that a legitimate and fair profit goes to both Jobber and Dealer, at the same time giving good saw value to the consumer.

For particulars, address

SIMONDS CANADA SAW COMPANY LIMITED,

St. Remi St. and Acorn Ave.

Vancouver, B.C. MONTREAL, QUE. St. John, N. B.

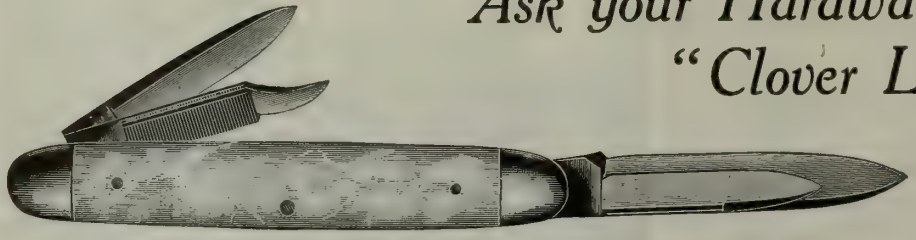
W. H. Morley & Sons

"Clover Leaf" *Brand*

Cutlery for Canadians

Attractive **Profitable** **Guaranteed**

Ask your Hardware Jobbers for "Clover Leaf"



Manufactured by

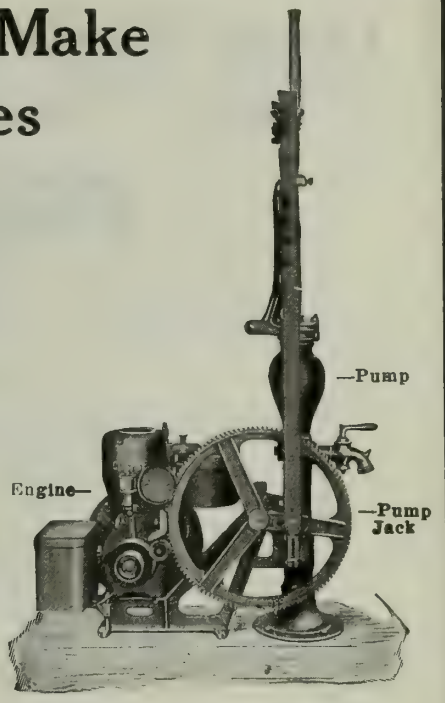
N. Kastor, Ohligs

How the Hardware Man Can Make Money Selling Farm Engines

Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES



Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.

The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER



THE
DETROIT PATENT
"Sure Grip"

Steel Tackle Block

Will Hold Load at any Point without fastening the Rope. The heavier the load the better the grip. The brake is absolutely automatic and reliable.

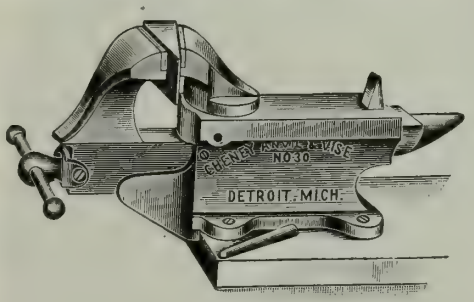
It is the best and cheapest, because the same amount of money invested in ordinary tackle blocks will not begin to give the same amount of service.

The price of the "Sure Grip" is practically nothing over the ordinary block of same quality.

It will be found particularly valuable by Boat and Ship Builders, Contractors, dealers in Hardware and Machinery, Grocers, Truckmen, Butchers, Machine Shops, Founders, Roofers, in stringing heavy Electric Wires, handling Barrels, Baled Hay, Safes, in fact any place where hoisting blocks are used it will be found safe, sure and economical.

THE DETROIT CHENEY'S

Combined Anvil and Vise



It is the **strongest**, most **complete**, and useful tool of its kind made, and gives satisfaction to all who buy it. Its merits have created a **steady demand**, and it is kept in stock by most first-class Hardware dealers, both wholesale and retail. We use nothing but the best **car wheel** iron, so that the face of the anvil is always **chilled hard** and **smooth**.

It is made in four sizes, and is adapted for the use of Jewelers, Mechanics, Farmers, Miners and Planters, and is also found very useful as a household necessity.

WRITE FOR PRICES TO

FULTON IRON WORKS

22 Brush Street **Detroit, Mich., U.S.A.**

Long Service is a Natural Result of The "Twisted-While-Hot" Process



It must be annoying to the average drill user to have drills made from well-known brands of steel fall down on the job. He wants efficiency and can secure it by adopting "Hercules" High-Speed Drills.

"Hercules" High-Speed Twist Drills

are made from a High Percentage Vanadium High-Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.
The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.
Your jobber will supply them or you can send order direct. Send for Catalog No. 82-G.

Trade W B Mark

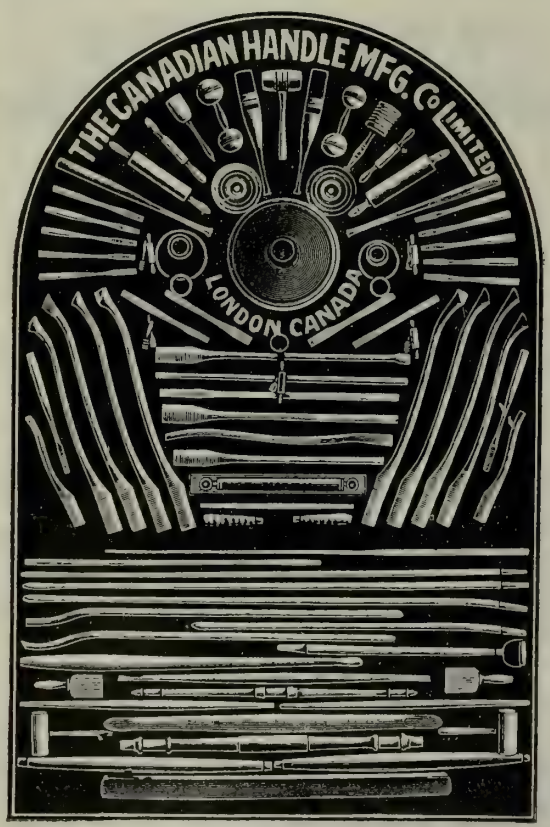
Tools of Quality Bear These Marks

Trade W&B Mark

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Stocks carried at Winnipeg and Montreal **Office and Factory, St. Catharines, Ont.**



Our Line of

Handles, Neck Yokes, Whiffle Trees, Etc.

is of a Quality that is a Positive Assurance of Satisfied Customers

Our aim has always been to manufacture goods of superior quality and finish, and our increased business, we think, is sufficient evidence that our efforts have been appreciated; and in the future we will maintain the same standard at any cost.

Write for full particulars on any line, also prices.

We do all kinds of wood turnings.

Head Office: London, Ont. Warehouse: Vancouver, B.C.
Factories: London, Strathroy, Tilbury.

James Stevenson, 135 Madison Ave., Toronto; Alex. Gibbs, 3 St. Nicholas St., Montreal; Harry F. Moulden & Son, Winnipeg; Macpherson & Teetzel, Vancouver.

The First Choice of Canadian Dealers



IVER JOHNSON

The revolver that compels sales.
The only revolver that satisfies the majority of buyers.
Absolutely and automatically safe. Equipped throughout with unbreakable coil springs. Unexcelled in range, accuracy and penetration. A real man's gun, sold at a moderate price. Carried by all the large Canadian jobbers. Send for our handsome 82-page catalogue.

Iver Johnson's Arms & Cycle Works
350 River Street FITCHBURG, MASS., U.S.A.

TRIMO TOOLS Are Universally Commended

Success is Its Own Recommendation

What has been accomplished by the **Trimo Pipe Wrench** is fast being achieved by the **Trimo Pipe Cutter**

Send for Catalog No. 150



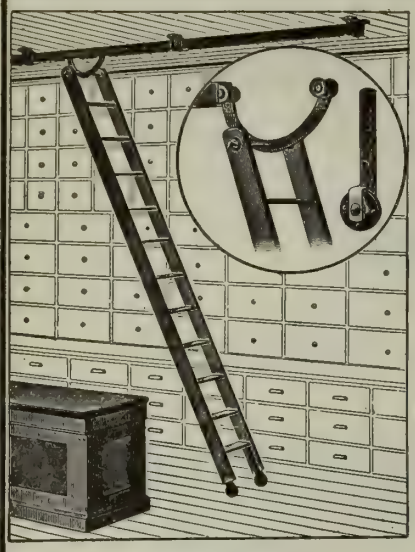
TRIMO PIPE CUTTER

Drop-Forged Frame. All parts interchangeable. Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

MADE BY

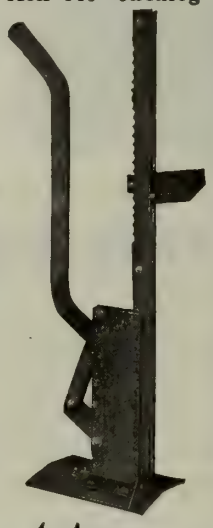
Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)



CANADA'S VERY BEST STORE LADDERS

ALL KINDS

Ask for catalog



"R-W" 328
AUTOMOBILE JACK

Strong Simple Quick

See also advertisement page 41

Richards-Wilcox

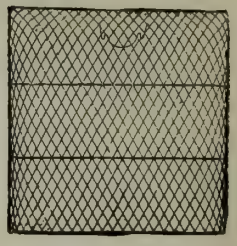
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

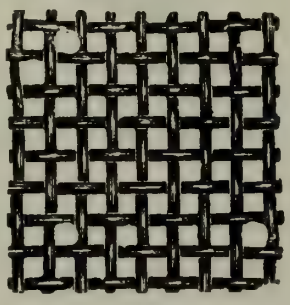
We are headquarters for
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list.





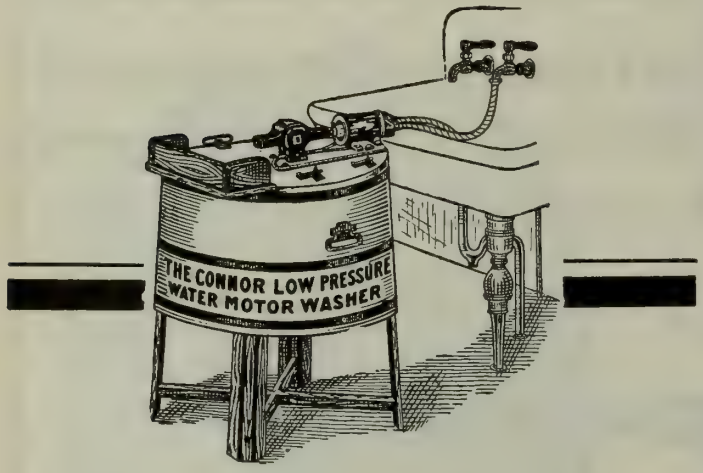


Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.
HAMILTON



The Connor Low-Pressure Water Motor Washer

is a "business getter." It operates efficiently on a pressure as low as 20 lbs.—thus overcoming the chief objection to a water-driven washer. Housekeepers need it—and will buy it.

A profitable margin on sales makes this machine "a paying proposition" for you to handle.

J. H. Connor & Son, Limited
Ottawa, Ontario

Blue Steel!

You know how good it looks—that blue-purple temper on the best tools, deep blue, changing through all shades of purple, to palest straw.
You know how that coloring somehow connects up in your mind with the idea of quality—with the idea that the tool bearing it is worthily made—will stand up under the service for which it was designed.
Your customer feels the same way about it. He, too, is prejudiced by blue steel; he, too, feels the pressure of the tool's greatest sales-argument.
Insist on **British-American Wax Paper** wrappings on your stock and make sure that your manufacturers and jobbers ship you only tools whose greatest sales-asset has not been marred by unsightly rust.
You can't clean rusty blue tools either, because the blue is only skin deep and it will come off with the rust.
So, write them to-day and make your request. When they know how you feel about it, they'll be glad to comply,—for you satisfied, means your orders.

The
British-American Wax Paper Company, Limited
Darling Building, Toronto

Corrosion—

What Havoc It Plays With Sheet Metal!

One large Railroad System estimates that it loses 18 tons of metal daily due solely to corrosion. Think of it—6,570 tons per year!

What a criminal waste! Can you imagine the amount of money wasted by other users who cannot afford it as well as the railway company?

How Can This Waste Be Reduced?

When we are troubled with bodily ills we secure permanent relief only by determining and treating the cause of our illness. A headache powder may cure your headache temporarily, but it does not eliminate the cause. This brings us to our subject.

To reduce corrosion of iron and steel we must get down to the base—the metal itself. Protective coating alone is only a headache powder—a temporary relief.

The use of a sheet metal that will resist corrosion is the logical method of reducing the corrosion of iron or steel.

But is it possible to produce such a sheet metal and still have the price within reach of the average consumer? Fortunately it is more than a possibility—it is a reality.

We are prepared to furnish actual service tested material, not an experiment—

TONCAN METAL

Corrosion-Resisting Sheets

Are the Solution to the Problem

Toncan Metal is Corrosion-Resisting because of its purity, homogeneity and care used in its production. There is no more durable sheet metal made from iron ore than Toncan Metal. This fact has been proven by actual service tests covering many years.

Toncan Metal is moderate in price; in fact, lower than charcoal iron and only a trifle higher than steel. It can be secured in the flat sheet form and various styles of Roofing, Eaves Trough, Conductor Pipe, Culverts, Etc.

Mr. Dealer:

Lay in a stock of Toncan Metal Sheets and Products before your competitor does. Write for prices.

For complete data and proof cut this out and mail it to us to-day. →

The Pedlar People Limited
Oshawa, Ontario
Canadian Distributers.

Send me without cost and without obligating me in any way, a copy of your

"Text Book on Corrosion."

Name .....

Address .....

Town .....

Firm .....

H. & M. 3-14-14

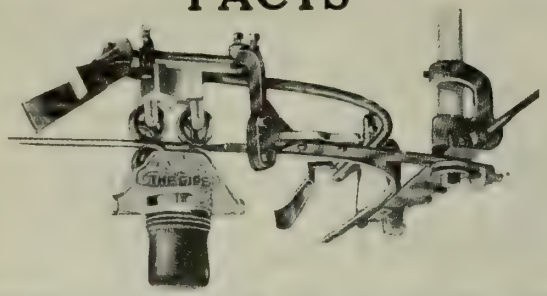
CANADIAN DISTRIBUTERS:

The Pedlar People Limited

OSHAWA TORONTO MONTREAL WINNIPEG

The Stark Rolling Mill Company, Canton, Ohio
Sole Manufacturers

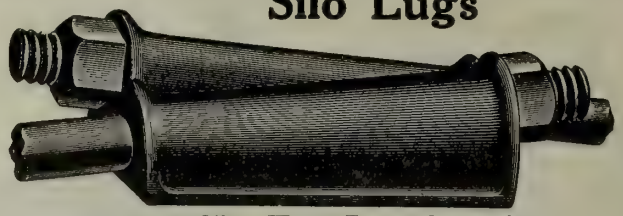
FACTS



We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test. Send for our new catalogue G.

Gipe Hazard Store Service Co., Ltd. 97 Ontario St., Toronto, Canada

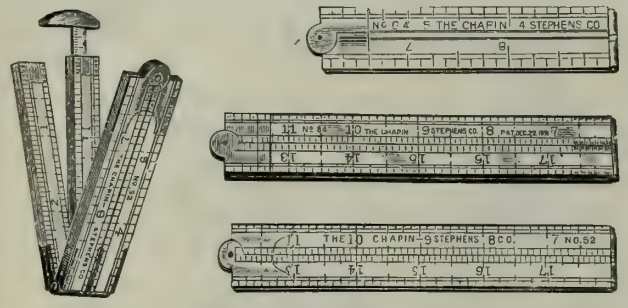
Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y. Limited

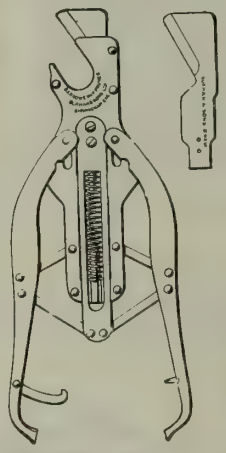
OTTERVILLE, ONTARIO



Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA



THE
"BARROWS"
PRUNER

Special Features:—

- A perfectly easy and smooth "draw-cut" action.
- Immense power by lever blade and toggle motion.
- Detachable blades.
- The only pruner that does not pinch or squeeze the shoot.

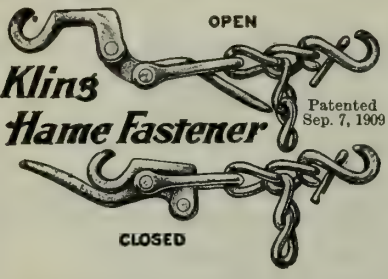
Made by Burman & Sons, Limited, Birmingham, England.

Trade supplied by

B. & S. H. THOMPSON & CO. Limited

MONTREAL

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.



Babbitt your journals with

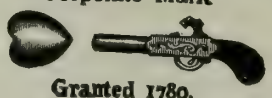
ARCTIC METAL

The wearing qualities will prove to you that Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Corporate Mark

STAMPED ON THE



GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses



The Improved AUTOMATIC SPRAYER

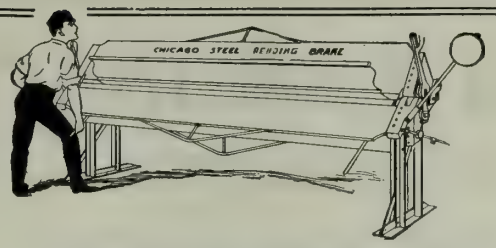
Is guaranteed to give satisfaction to the user. It is self-operating and will save its cost in a few days. Is simple in construction. Durable and economical in its use of spraying liquids.

Dealers all over Canada are making money selling this machine. Why not you?

Write to-day for special dealers' prices and full information to

CAVERS BROTHERS

Manufacturers
GALT, ONTARIO



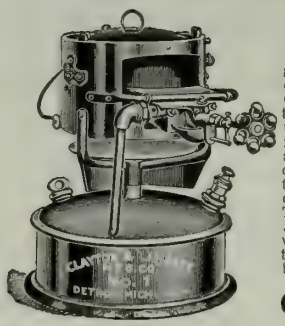
CHICAGO STEEL BENDING BRAKES

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

The Steel Bending Brake Works Ltd., Chatham, Ont.

Nothing Adds So Much to a Mechanic's Pleasure and Earning Power as Good Tools



No.1 Fire Pot
Price Each $7.80 Net

"Birds of a feather flock together," is an old, true saying. Think of it. Isn't it true that good mechanics, have good tools, work for good people, receive good wages and are good citizens? Good tools and good mechanics come a trifle higher than poor and they are usually worth it. The No. 1 Fire Pot is acknowledged to be the world's best and is used by more mechanics than all other makes. Experience has proven that they could not afford to use any other make, even if they do cost more. Try a No. 1 and you will be pleased. Jobbers will supply at factory price, or we will ship direct if cash accompanies the order. Send for our catalog. It's free.

Clayton & Lambert Mfg.Co., Detroit, Mich., U. S. A.

IF YOU WANT



DOOR CURTAIN RODS
DESK OR HAND RAILS
STAIR TREADS & NOSINGS
TUBES, BEADINGS
MOULDINGS OR
ANY KIND OF BRASSWORK

Get them from you may as well have the best obtainable. Write us for quotation.

WILLIAMS BROS & PIGGOTT Limited
Herbert Rd., Small Heath, Birmingham.

Bolts



We have a large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately. **Prompt Shipments. Reasonable Prices.**

London Bolt & Hinge Works
LONDON, CANADA

CRAYONS FOR EVERY USE



Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street **NEW YORK**

Henderson & Richardson, Montreal; Percy Gunn, Sussex, N.B.; Milton Newman, Winnipeg, Canadian Representatives.

Two Cents Per Word

You can talk across the continent for two cents per word with a WANT AD. in this paper.

FORD



An Auger Bit You Can Depend On. Fully Warranted
FORD AUGER BIT CO. **HOLYOKE, MASS.**

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

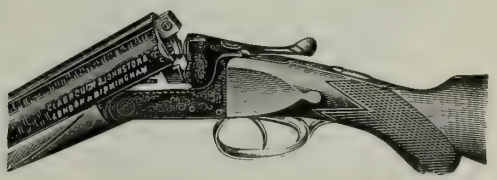
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



CLABROUGH GUNS
ARE SELLING WELL IN CANADA
made in Birmingham, England, by
J. P. CLABROUGH & JOHNSTONE
and stocked in Canada by the agents
STACEY CUTLERY CO., Ltd.
ST. THOMAS, Ont.
List on application, or representative will call

"Let me have a hammer,"

says one of your customers, coming into your store in a hurry. You show him an assortment and he selects the one he likes; then feels in his pockets and—"Bill," he says: "I haven't any change on me. Just remember this; I'll drop in to-morrow and pay you."

Of course you let him have it; he's a good fellow and you know him well—though he has no charge account with you.

But he forgets "to drop in to-morrow"—and you've both forgotten when he comes in a week later — **wanting something more.**

It's only a little thing—the price of a hammer—but, if you've got a big bunch of customers, and they forget to pay for things, like this, it mounts up at the end of the year to a formidable total.

Now remember, the man who pays for forgotten charges—is you. **You** have to foot this bill; from **your** profits comes the money to make good this loss.

That is why you cannot afford to be without the McCaskey Account Register, for it is an absolute protection against trade losses, such as these.

The McCaskey enables you to remember those odd sales, you're asked to remember,—no matter if you don't see your customer for a year after he made the purchase.



Besides this, it looks after your entire credit system; gently urges your lagging customers to pay up; prevents disputes; and ——does it all with only one writing.

Can your present system do as much?

If not, you need the McCaskey, and you'd better send for details, **right away.**

Dominion Register Co., Limited

96 Ontario Street, Toronto, Canada

(Trafford Park, Manchester, Eng.)

TO LUFKIN

"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

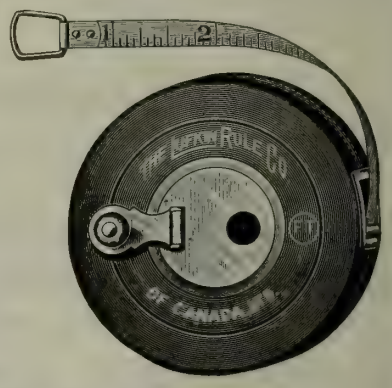
MEASURING TAPES

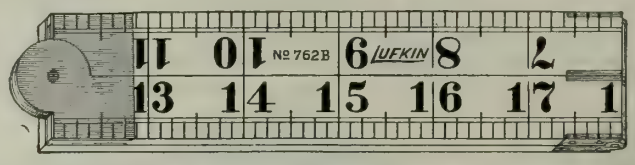
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK.
BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

Casco "**Certain-teed**" Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.

Limited

TORONTO - - - CANADA

TRADE **CASCO** MARK

WEATHERPROOF PRODUCTS

Structural Waterproofing **Engineers and Contractors**

Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.

AGENTS WANTED

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.



Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

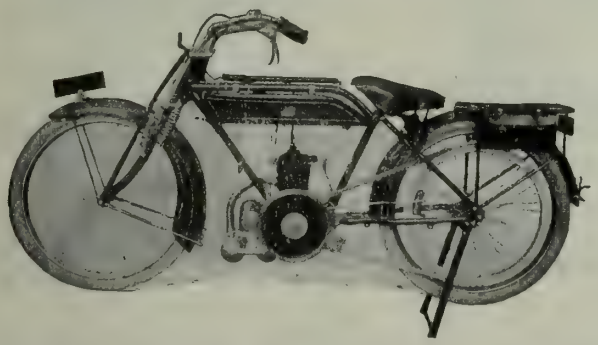
We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

The Bown-Villiers $2\frac{1}{4}$ h.p.

TWO-STROKE MOTOR CYCLE



A perfect light-weight fitted with Villiers Engine, B. & B. carburettor, Druid spring fork, Dunlop tyres. A very high-class machine, perfectly constructed and finished. Very easy to handle; extremely silent running, and good hill-climber. Built of high-grade materials by skilled workmen. As reliable as our world-famed Aeolus pedal cycles.

Price as illustrated, $134.00 in England.

Liberal discount to the trade.

Write for full illustrated catalogue and prices of other models.

THE BOWN MFG. CO.
EXPORT DEPT.
SNOW HILL, BIRMINGHAM, ENG.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

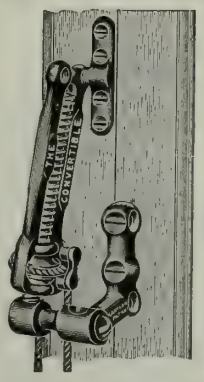
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1795 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N. H., U. S. A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



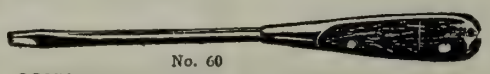
Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James Reid, Perth, Ont.



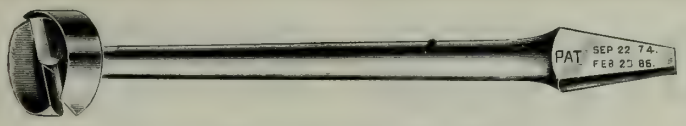
Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 **Three Rivers, P.Q.**

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
—Limited—

Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

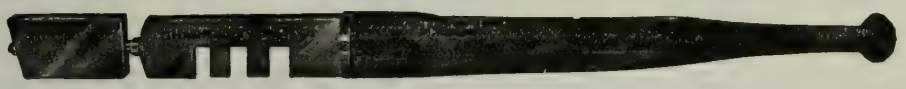
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Sharratt & Newth's Glaziers' Diamonds

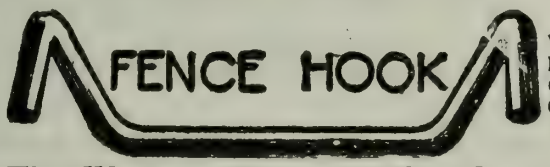
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

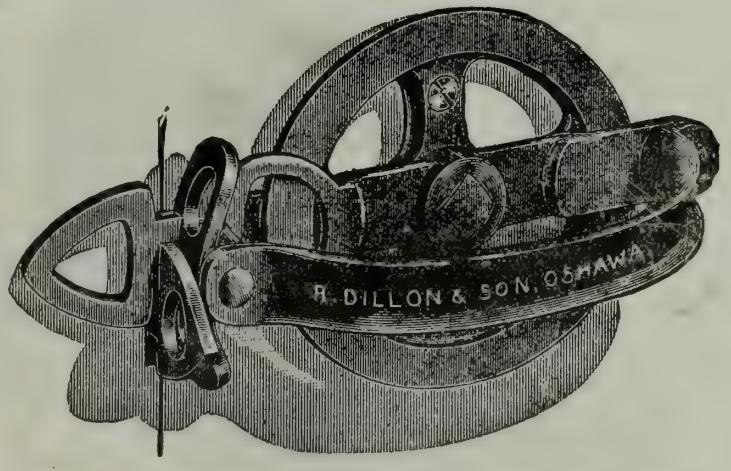
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and service-ability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches



Slam or Slide

Right or Left

No Springs

All Malleable Iron

DILLON'S "UNIVERSAL" BARN-DOOR LATCH
FROM YOUR JOBBER OR DIRECT FROM
R. DILLON & SON, OSHAWA, ONT.
We also manufacture the Genuine Whiting and Conqueror Ssw Sets and Champion Saw Jointers

COPPER-BEARING STEEL SHEETS

GALVANIZED **BLACK**

The Very Best for all Exposed Sheet Metal Work

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

OUR BRANDS

AMERICAN SHEET & TIN PLATE CO. COPPER BEARING STEEL TRADE MARK REGISTERED KEYSTONE

The above brand is used on
Apollo Keystone Galvanized Sheets
(Copper Bearing)

The above brand is used on
Keystone Black Steel Sheets
(Copper Bearing)

Send for Samples and Prices.

UNITED STATES STEEL PRODUCTS COMPANY

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TOWNSEND GAVE TO THE WORLD THE BALL BEARING LAWN MOWER



No Noise but the Swish of the Blades

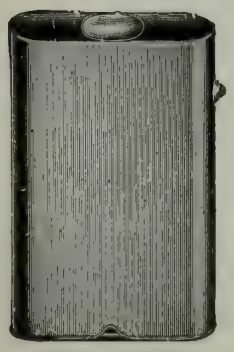
Runs easy. Fascinates the purchaser and converts him into a sub-agent. Whoever starts to sell Townsend Mowers, continues to do so.

ASK FOR CATALOG

S. P. Townsend & Company

ORANGE, - N.J.

HANDS UP!



Where is that order for Franco Tungsten flashlights of all kinds?



Ours is the largest and only complete stock of flashlight material in Western Canada.
Carried by all wholesale hardware houses.
Ask for new illustrated catalogue.

THE CANADIAN CARBON CO.
of WINNIPEG, Limited,
Manufacturers of DRY CELLS.
Not connected with the East, or any combine.

HARDWAREMEN who have a Sanitary and Heating Department as well as a Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

BECAUSE

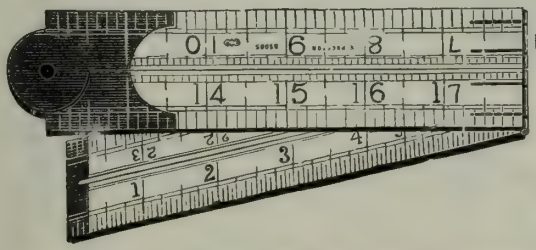
1. Its Advertisers—are those who sell the best goods at the right price.
2. Its Question Box "is practical."
3. Its Articles—are of vital interest to those engaged in the craft.
4. Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that his course was worth over $25.00 alone.
5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

MacLean Pub. Co.,
143 University Ave., Toronto.
Please send me (free) sample copy of Sanitary Engineer, post-paid.
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Write for sample copy. Fill in and mail this slip before you overlook it.

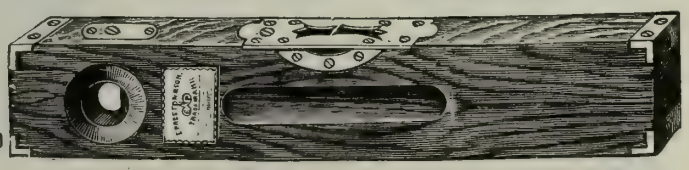
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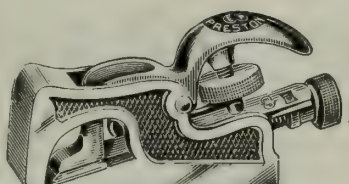
Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

ESTABLISHED 1825.

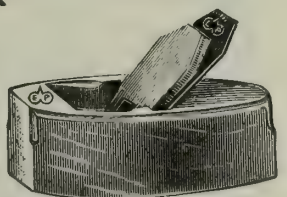


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Patent Adjustable Bull-Nose Rabbet Plane.



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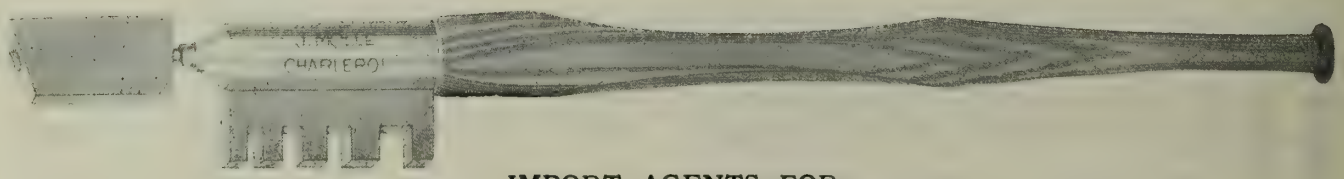
TAYLOR & THOMPSON, 40 Yonge Street, TORONTO

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Société Anonyme des Glaces, Nationales Belges
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The Safest And Most Popular Pistol

Caliber .32 The Little Giant

Length of Pistol .....4¾ inch
Height of Pistol .....3⅜ inch
Thickness of Pistol ..... ⅝ inch

Penetration at 10 yards: Four ¾-inch Pine boards placed 2 inches apart.



Caliber 7.65 M/M A Midget Automatic

Weight of Pistol Magazine empty ....15¾ ozs.
Weight of Pistol Magazine filled ....17 ozs.
Initial velocity of bullet ..837 feet
Penetration 100 yards: Three inch Pine boards placed 2 inches apart.

Your customers will certainly be pleased when you sell them a "Bayard" Baby Automatic Pistol. Just the size that fits the pocket. The safety can only be actuated when the pistol is cocked. Therefore, there is no fear of an accidental discharge. Highest quality workmanship—all parts are interchangeable. Its size is that of a .25 Cal. pistol, although it shoots the powerful .32 Cal. cartridge. You cannot shoot it until it is properly closed, making accidents impossible.

Write for our descriptive booklet.

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A few yards of wire cloth—a new roll opened before the old one is used—those odd lines poked out of sight and forgotten till they're tumbled upon accidentally. These are the sort of store leaks that add up to a formidable total at the end of each year.

Wire Cloth is awkward stuff to display—it's awkward to handle and to cut up unless you keep it on a

Bowser Wire Cloth Display Rack

where it becomes easy to sell as silverware and as easy to get at as your wrapping paper.

The "Bowser" saves floor space, is convenient and adds greatly to the appearance of your store.

Once you've tried it for a few weeks, you'll wonder how on earth you managed to sell wire cloth without it.

Write us to-day for prices on the various sizes.

R. M. Bowser & Son

Dept. A. **RENFREW, PA.**

A User's Verdict

Pembroke, Ont., Aug 26, 1912.
Messrs. R. M. Bowser & Son,
Renfrew, Pa.

Gentlemen — We appreciate the Bowser Wire Cloth Display Rack. The space this occupies, and the convenience of having the different sizes of cloth in so little space, makes it a much-needed article in the hardware store to-day

The rack has earned its wages every day since we got it, and we try to only have things on our floor that **earn their wages.**

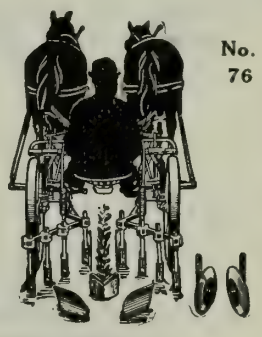
With best wishes, we remain,
Yours respectfully,
DEWAR & RYAN.

Planet Jr.

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Harrows



No. 76

Riding Cultivators

are used and sold wherever improved Implements are known. They are in demand all over the United States and in more than seventy foreign countries. From year to year they are improved and always represent the most advanced practical ideas in farm tool-making. The very highest grade of material is used in their construction, and every tool is sold under a positive guarantee to do good work and give satisfaction. They are money-savers for the farmers and money-makers for the dealers.

Our 1914 CATALOGUE is interesting and should be in your hands. It illustrates the machines at work, both at home and abroad.

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Single Wheel Hoes



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Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
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A WORD FOR QUALITY



No. 275, Brass
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SEMI-GLOBE WITH GUARD
11 in. diameter
17½ in. high

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Made only by us.

No. 6000 — A Perfect Globe, All Brass, 12 and 15 in. diameter.



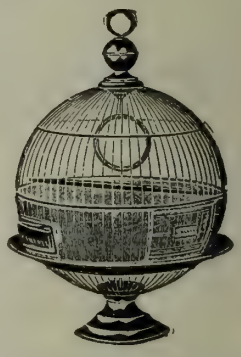
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These three styles have become the greatest selling cages ever manufactured.

No. 6020G — Built like No. 6000, but with foot-piece and guard.

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Will Suit Your Best Trade

Razors, Pocket Knives, Scissors,
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High-Grade Cutlery of All Kinds





NONE GENUINE
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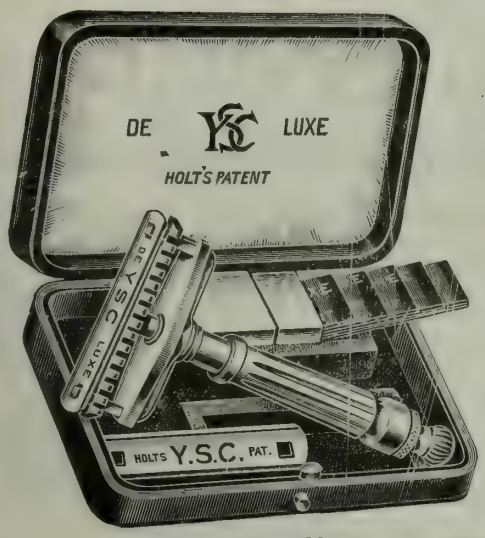
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F. W. LAMPLOUGH & CO., Unity Bldg., MONTREAL

The New Self-Cleaning Y. S. C. Razor De Luxe

(Yorkshire Steel Co., England.)

THE **Y.S.C. SAFETY RAZOR** is as great an advance on other safeties as they were an improvement on the original safety of 60 years ago.
The very thin, narrow, highly-tempered blade is stretched taut in the frame, producing a much keener and more permanent edge than is possible with any other razor.
IT REQUIRES NEITHER STROPPING, SETTING, TAKING APART, NOR WIPING AFTER USE.

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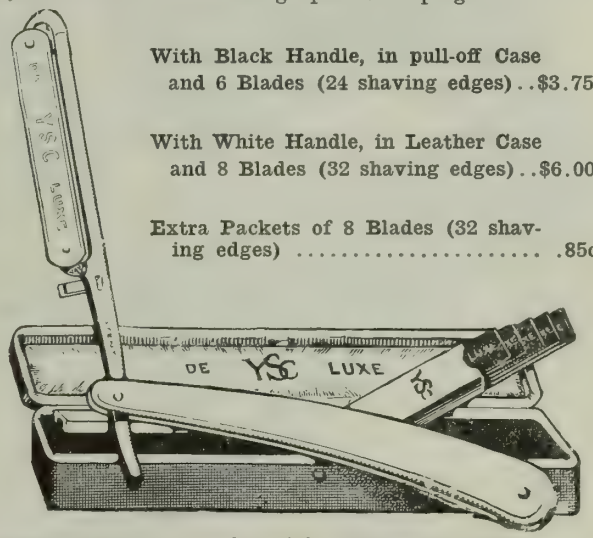


With Milled Handle in Pigskin Case and 10 Blades (20 edges). $5.00.

With Fluted Handle in Russia Case and 10 blades, (20 edges). $7.50.

Extra Packets of 10 Blades (20 edges), 75c.

THE **Y.S.C. NON-SAFETY RAZOR** is like an ordinary clasp razor with this exception—it has a DETACHABLE DOUBLE-EDGED BLADE. It is just as convenient as an up-to-date safety and combines ALL THE ADVANTAGES of the Y.S.C. SAFETY. Think what that means! An ordinary razor ready to give a velvet shave every morning, with no preparation and no tedious stropping. After use, merely rinse it in hot water, shake off the drops and lay on one side. No taking apart or wiping.



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Extra Packets of 8 Blades (32 shaving edges) ..... .85c

Write for Booklet H. The blades, when finished with, can be used up in the Y.S.C. Pocket Razor-Knife.

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Polished Plate Glass, Mirrors and Bevel Plates, Building and Sheeting Papers, Roofings and Roofing Papers, Metallic Shingles and Sidings, Window and Leaded Glass, Plasters, Limes and Cements, Felt and Asbestos Papers, Metallic Ceilings and Cornices, Sewer Pipes and Tilings, Fancy and Wired Glass Nails and Sash Pins, Putty and Glaziers' Point, Mantels, Grates and Tiles, Plaster Hair, Brick.

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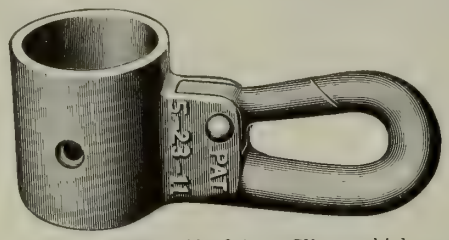
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For Use On

Wagons, Plows and Farm Implements



The MacLeod Safety Singletree Clips, which are good sellers, meet the Universal Demand for absolutely Safe attachments between Tugs and Singletrees.

STRENGTH—They are made of malleable iron and are so proportioned as to make them stronger and neater than the commonly used open hooks.

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PREVENT ACCIDENTS—They are an absolute safety, prevent many runaways and fatal accidents, and remove the danger of going in behind nervous or kicking horses to replace fallen tugs.

The types especially popular are:—

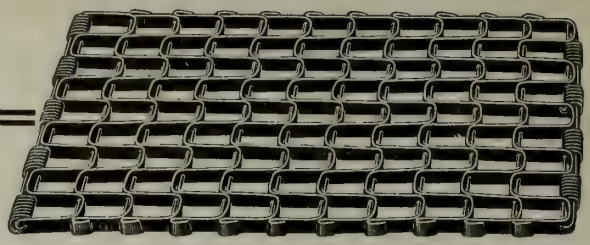
1. Round Ferruled Safety Clips, made in four sizes, for General Use on all Wagons and Implements.
2. Square Ferruled Safety Clips, for use on Express and Delivery Wagons having Square Singletrees
3. Safety Clips with Round-Eyes, for Strap-End Singletrees.

Distributed through Wholesalers and Jobbers.

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By Your Customers

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Are The Most Economical Kind To Buy

These mats cost no more than the ordinary mat and they will last a life-time.

They are exceptionally well made from ribbon steel. There are continuous crimps and no short pieces. "Keystone" mats will not rust.

Stock a few at once and test their selling qualities—we know that you will find them absolutely satisfactory in every respect.

Ask your jobber—if he can't supply you, write us.

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PORT HOPE, ONTARIO, CANADA

A BIG SELLER

An improved cooking utensil for lifting or turning eggs, meat balls, croquettes, omelets, pancakes, etc.

Handle is just the right shape to pick up anything in the pan.

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Write us now for your copy of catalog No. 4.

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One of the Androck Line

Andrews Wire Works of Canada, Ltd.

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LETHAL BULLETS



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Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

"Maple Leaf" Brand

Stitched Cotton Duck Belting



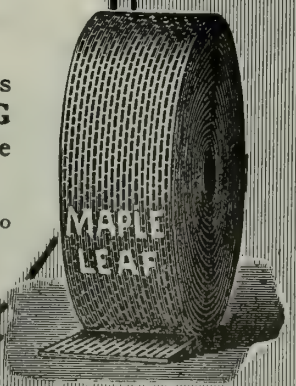
THE BEST FOR ALL KINDS OF BELTS

Means Reduced Upkeep Expense and Efficient Service

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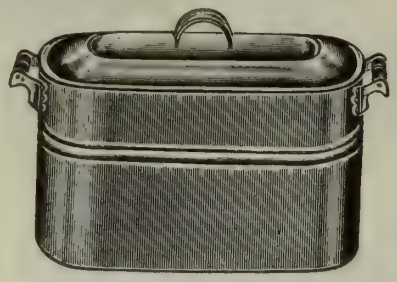
Look over your stock and send your orders in NOW for **"MAPLE LEAF" BELTING** and **BELT DRESSING,** so as to insure prompt delivery.

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Dominion Belting Co., Ltd.,

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Wash Boilers

Strictly Hand Made

We are now making these with Keystone handles, all sizes and all grades in tin, copper and galvanized. We use very attractive labels on these boilers which helps to sell them in your store.



HAND-MADE Galvanized

Sprinkling Cans

Spouts wired to the body of the can which does not show in the cut. Sizes 6, 10 and 14 quarts.

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A NEW COMBINATION

Crown Cork Opener. Corkscrew. Sardine Opener.

Corkscrews, Crown Cork Openers, Bells, Button Hooks, Key Chains, Nutcracks, Sardine Openers, Whistles, etc.



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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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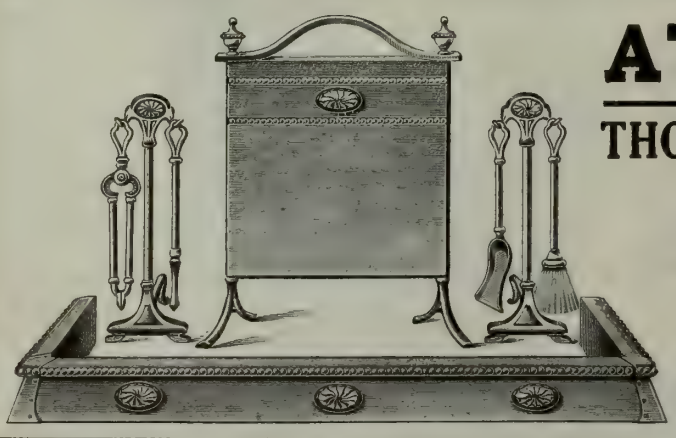
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Manufacturers of Lumber Tools
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It's a Pink anyway you take it, and it's the best Peavey made.



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MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases Log Boxes, Cake Stands, Gongs, Etc.

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No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"— and take your liberal margin per sale.

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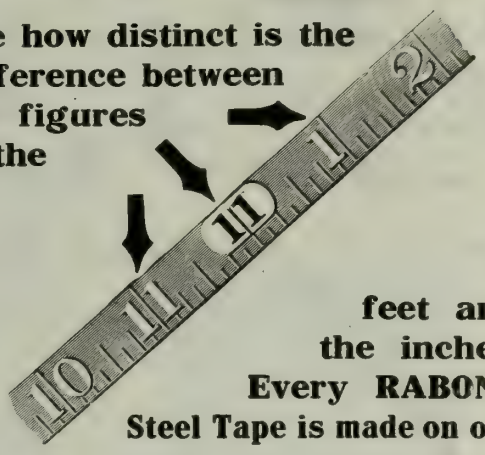
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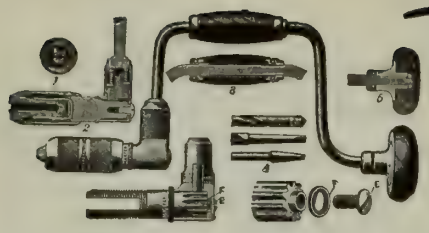
WE MAKE MANY VARIETIES FOR ALL PURPOSES.

Samples and Prices from all Wholesale :: :: :: Hardware Jobbers. :: :: ::

Canadian Catalogue from our Representative

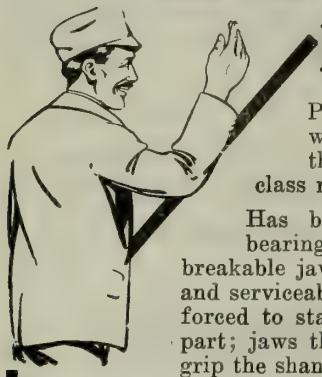
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The Master Ratchet Brace



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Has ball bearing head and thrust bearing; dust covered ratchet; unbreakable jaw socket, and the most reliable and serviceable chuck known, with lip reinforced to stand the heavy strain at that part; jaws that open on parallel lines and grip the shank of the bit securely, centering all round shanks from ⅛ in. to ½ in., No. 1 Morse Taper and all sizes of Bit Stock and Expansion Bit Shanks.

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Trade Mark



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

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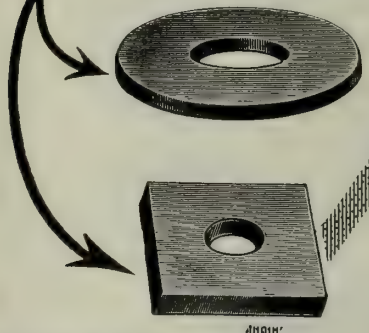
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Wrought and Steel Plate WASHERS

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Wrought Washer Mfg. Company

Milwaukee, Wis.

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Therme Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

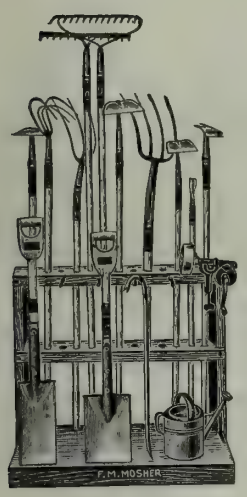
Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

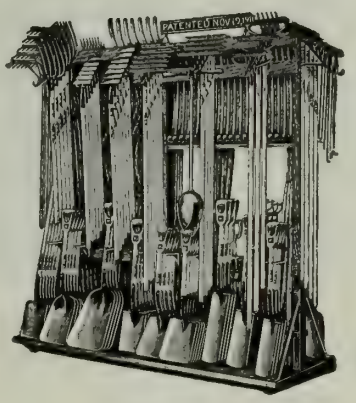
The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

The best silent Salesmen you can get.



Here they are—The Mosher Adjustable Tool Rack on the right—the Mosher Sell-More Rack on the left. They are brothers, and are like one another, inasmuch as they are both cracking good salesmen.

The "Adjustable" takes up his stand inside your store, collects, classifies, and displays to the best advantage, your handled tool stock. He can comfortably take care of from 300 to 500 pieces and has display capabilities equal to 20 ft. of wall space. The Sell-More is for outside—on the sidewalk. He will be there, snow or shine, will handle tools and any other small articles, requires no commission on the sales he makes.



The "Adjustable" in rich carmine finish $25; in golden or mission oak $30; F.O.B. Canton. The Sell-More in rich carmine finish $4.50, F.O.B. Canton.

F. M. MOSHER, Canton, Illinois

Cotton and Wool Waste
Washed Cotton Wipers

MADE IN CANADA BY

The Dominion Waste Manufacturing Company, Limited, Toronto

Mr. Hardware Man, it will pay you to get acquainted with our goods sold under the following brands:

Cotton Polishing: Cream, White.
White Cotton Wiping: XXX Extra, X Grand, XLCR, X Empire, X Press.
Colored Cotton Wiping: Fancy, Lion, Standard, Popular, Keen.
Wool Packing: Arrow, Axle, Anvil, Anchor.
Washed Cotton Wipers: Select White, Light Colored, Dark Colored.

Packed in Compressed Bales.
500, 200, 100, 50, 25, 10, 5 lbs.

If your jobber does not handle these brands, write for samples and prices.

SOLE SELLING AGENTS

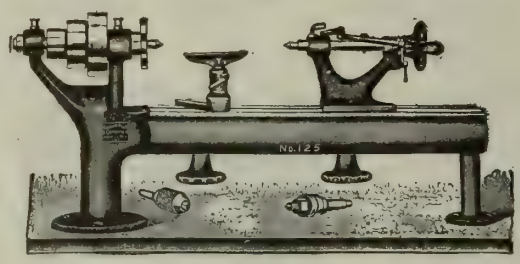
Scythes & Company Limited

Manufacturers and Jobbers

TORONTO **MONTREAL**

Also headquarters for Cordage, Twines, Cotton Duck, Oiled Clothing, Bags, Tents, Tarpaulins, Flags.

Goodell-Pratt's



No. 125
Amateur Bench Lathe

There is a good margin of profit!

It is a quick seller.

It has been advertised to the consumers.

Every Lathe sells attachments.

PUT ONE IN YOUR SHOW WINDOW

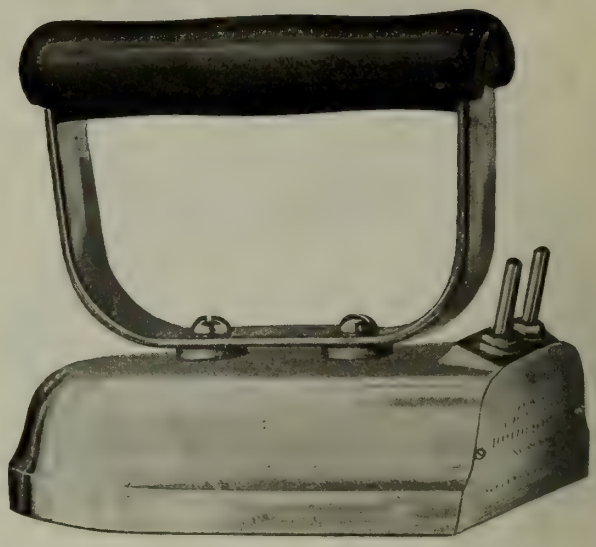
We make a number of attachments which are shown and described in our No. 11 Catalog. Send for it.

Goodell-Pratt Company

Toolsmiths

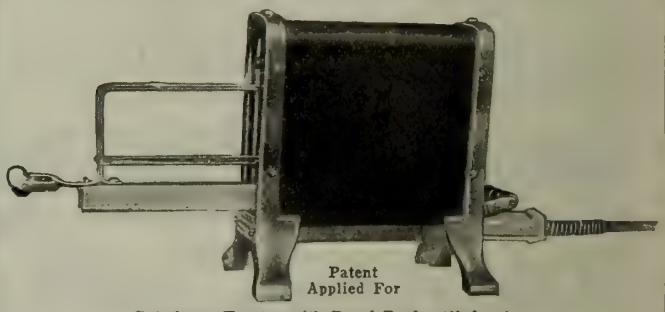
GREENFIELD, MASS., U. S. A.

Ready Sellers and Good Profit-Producers



"National" Electric Irons

Hold heat longest because they are solid. Consume less current than many two-piece irons—this is made possible by our leaf unit which is pressed tightly against the inside bottom of the iron. This construction prevents lost electrical energy. The "National" is simple—no parts to get loose or out of order.



Patent Applied For

Cut shows Toaster with Bread Rack pulled out.

The "National" Electric Toaster

is the only toaster on the market toasting both sides of the bread at once. Does the same amount of toast (and does it better) in the same length of time as any other two-slice toaster. More attractive because no unsightly wires or working parts are exposed.



The "National" Electric Stoves

The element in these stoves is of the leaf unit type and is pressed tightly against the heating area. By this construction there is no lost energy, making the "National" Stove very efficient. Top is finished in natural steel blue and is not affected by the heat generated.
We make a full line of Electrical Heating Devices. Drop us a card for complete illustrated catalog and prices.

THE NATIONAL ELECTRIC HEATING CO., LIMITED

TORONTO, CANADA

Spring is Here

Your Big Profit-Making Time in Shingles and Roofs

Right now is the time to push and push hard.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

It is not a hard matter to sell our goods. They are in a class by themselves. While your prospect knows this, yet you must get out and go after him.

Every customer is a repeater for you once you sell him an order for our goods. We are giving you the best that's going, and your trade will increase.



Will you get him and keep him? If you go after him now you will. We are brimful of helpful ideas to assist you get this business and help you to bigger and more profits.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL, TORONTO, WINNIPEG, SASKATOON, Calgary

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY, Company, Limited

TORONTO and WINNIPEG

These Quality Goods assure satisfaction and are very profitable



OIL AND GASOLINE TANKS

Made of heavy galvanized steel. Very strong and durable, and will stand much hard usage.
Screw cap opening on top to fill up by and a faucet in the side near bottom to draw off contents.
Prevents loss by vibration.

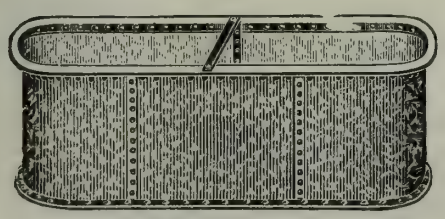
HELLER-ALLER FORCE PUMP

On the cylinder of a pump depends its strength and wearing quality. "H.—A. Co." Pump Cylinders are made of heavy brass tubing, which has a double advantage. It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into the well.

H-A CO. FORCE PUMPS

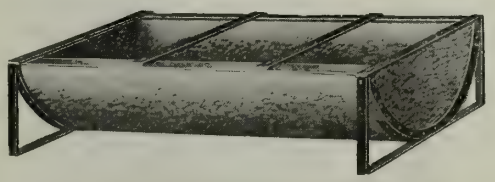
are equipped with the most efficient, tried and tested valves. They never fail in service.





ROUND-END TANKS

These galvanized steel stock tanks are made very strong, so as to last under severe usage.



HALF-ROUND TROUGHS

These tanks have a steel frame or truss at each end They are built to stand up under the abuse to which such goods are subjected.

The Heller-Aller Co. Windsor, Ont.

35 Years' Experience in metal mixing Behind This Babbitt

OUR MIXED METAL SALES AMOUNT TO OVER 5,000000 DOLLARS ANNUALLY

Also Behind Our
BAR SOLDER
WIRE SOLDER
LEAD PIPE
BAR LEAD
TRAPS, BENDS,
LEAD, COPPER, TIN
AND ANTIMONY

For high-speed machinery and engine work, Frost King Babbitt Metal is, we believe, without an equal. It is especially designed for Saw Mills, Planing Mills, Threshing Machines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of Stationary Engines.

35 years' experience in selecting and compounding of stock means that our products are of **very high quality**, and that they will completely satisfy.

Hoyt Metal Co., Toronto, Ont.

New York, N.Y.
London, Eng.
St. Louis, Mo.



Get that Builder!

The man who's putting up a building close to your store will most likely buy the hardware that he needs for the job from you.

But hardware isn't the only thing he uses, and that you can supply him with.

If you become our dealer, you will be in a position to get his orders for

Rogers' Portland Cement

and that means you will be in a position to make a big profit out of 20th century building methods,—out of the material that is revolutionizing building-construction to-day.

And the fact that it is **Rogers' brand you handle, will** make it all the easier for you; because Rogers' Cement meets the approval of engineers and architects, everywhere—because **Rogers' Cement is standard.**

So don't delay any longer; get in touch with us and be in a position to,—

Get that builder—to-day.

ALFRED ROGERS LIMITED, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



Stanleys Ball Bearing BUTTS

SOLVE THE PROBLEMS OF HANGING DOORS

The Ball Bearing Washers eliminate friction and permit the door to swing smoothly and softly without creaking or binding.

The bearings will never wear down or require oiling.

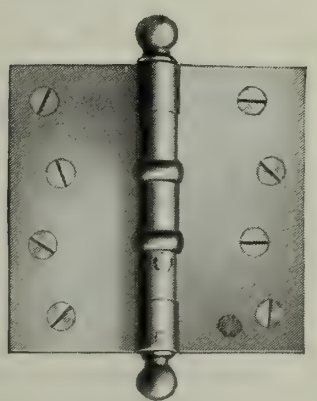
The patented non-rising pins will not work up under the action of the door.

Architects enthusiastically endorse these Ball Bearing Butts and call for them in their specifications. They are a profitable line to handle, and no progressive Dealer in Builders' Hardware can afford to be without them in his stock.

Write for attractive advertising matter giving full information, asking for Circular "W."

S.W.

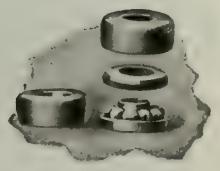
Stanley Quality Hardware



THE BUTT



THE NON-RISING PIN (PAT'D.)



THE WASHER TAKEN APART TO SHOW CONSTRUCTION

A. MACFARLANE & CO.
Coristine Bldg. Montreal
CANADIAN REPRESENTATIVES OF
The Stanley Works
NEW BRITAIN, CONN.
New York Chicago

Be Prepared.

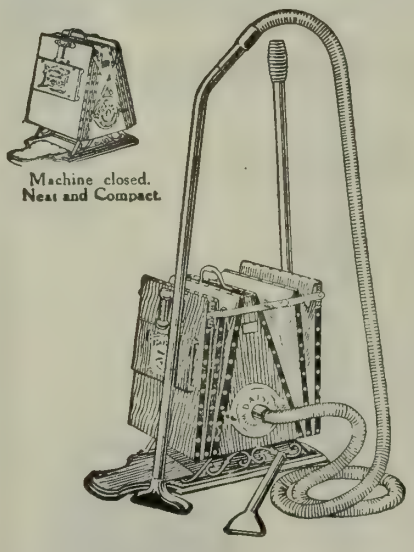
TIME FLIES. A few weeks' time and we shall be in a maelstrom of domestic activity, SPRING CLEANING. And this Spring Cleaning is going to be conducted on different lines this year. There is going to be a rush for Vacuum Cleaners, and more particularly The DAISY VACUUM CLEANER.

The DAISY VACUUM SWEEPER

Are you prepared to meet the demand that has been gradually fostered by us ever since the first Daisy Machine was put on the market?

Don't be bothered with inferior lines which are sure to cause you and your customers dissatisfaction and annoyance. Get a stock of DAISYS, give them a good show, and just wait for the business, and you won't have to wait long.

The Ideal Machine for Household Use.



Machine closed. Neat and Compact.

"BABY" DAISY, £4 : 4 : 0.
Handsomely made in solid Oak, with nickel-plated fittings; has quadruple bellows, and is collapsible.

"PROCRASTINATION IS THE THIEF OF TIME"

THEREFORE

WRITE AT ONCE FOR TRADE TERMS, FULL PARTICULARS, AND BOOKLET "77."

All Vacuum Cleaners bearing this Trade-Mark are reliable, and they are guaranteed for 2 years.

The "DAISY" VACUUM CLEANER CO., Limited

Telegrams: "ILEKLEAN, BIRMINGHAM" A B C Code, 5th Edition

Gravelly Hill, BIRMINGHAM

'Phones: 405 AND 406 EAST

London Office and Showrooms: 17, Philpot Lane, Fenchurch Street, (1 minute from Bank)

The latest addition to the DAISY RANGE is the DAISY VACUUM SWEEPER, price 27/6 subject. Just the line for this time of the year. GET PARTICULARS OF THIS, TOO.

THE WORD

V-RAY

has never been questioned as being the true hall-mark of the best in

Spark-Plugs

The V-Ray stands head and shoulders above the competitive spark-plug field in Canada to-day, from both the viewpoint of quality and volume of sales.

When you sell a V-Ray, that V-Ray **stays sold.** With the advent of the 1914 season the V-Ray plug, with the

HARDWARE MAN

will resolve itself into as staple a commodity as a ten-penny nail.



"Let V-Ray Profits Pay Your Rent."



V-RAY PORCELAIN TYPE

THE PORCELAIN type, with its real porcelain core of English (imported) Kaolin, is a popular type because of the heat-resisting properties of this insulation. It is guaranteed to resist 2,700 degrees of heat. The electrode wires are genuine Meteor. A new plug gratis if V-Ray electrodes fail to withstand the most crucial heat; made in all threads; also in motorcycle. Ask about the V-Ray Ford Type $1.25



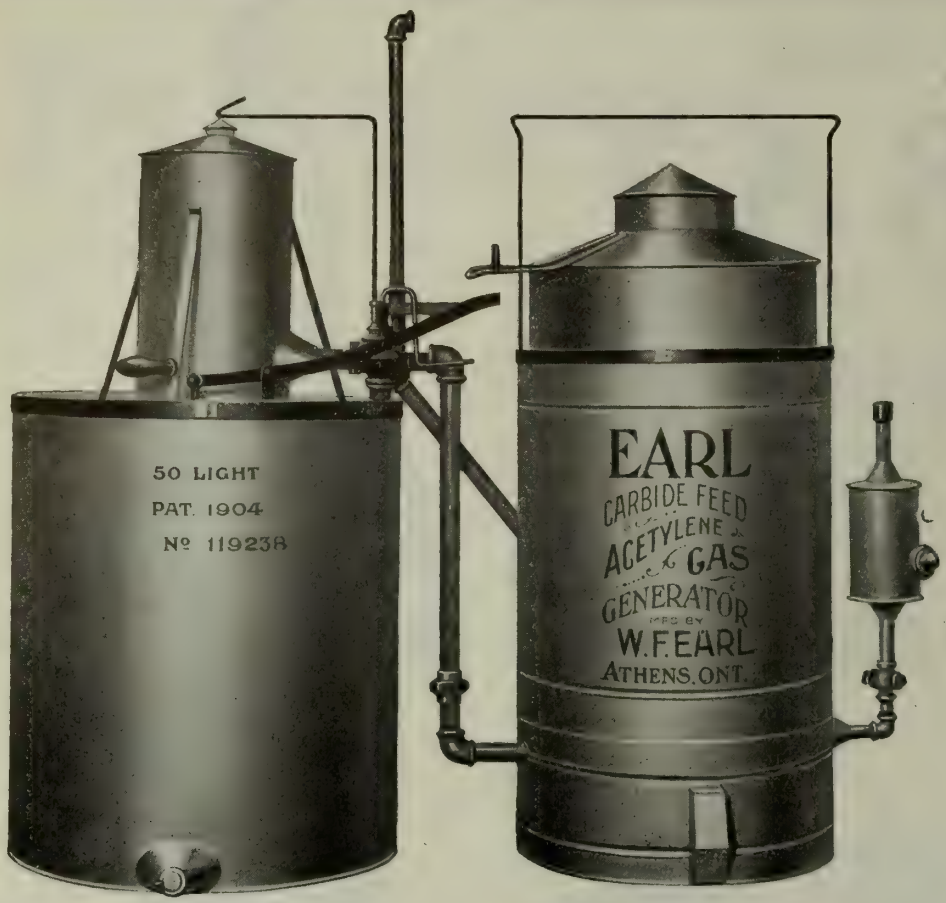
SECTIONAL "MIKA" TYPE

THE NEW "MIKA" type is truly an innovation. "MIKA" is **not** commonplace mica. The mica plug of the past has been regarded with much skepticism because of its tendency to oil-soak. Through the V-Ray Co.'s secret "flinting process." V-Ray "MIKA" is rendered "Positively Impervious to Heat and Oil." We guarantee it to be exactly what we claim for it $1.50

V-Rays outlast the average motor.
Learn more of V-Rays in alternate issues of HARDWARE AND METAL.

Insist on V-Rays From Your Jobber

Mfd. by The V-Ray Co., Marshalltown, Iowa, U. S. A.



Earl Improved Acetylene Generators.

Right Now

is the time to make application for the selling rights in your locality for our famous EARL Acetylene Generators.

With a small outlay of capital and some energetic efforts you can earn large profits quickly.

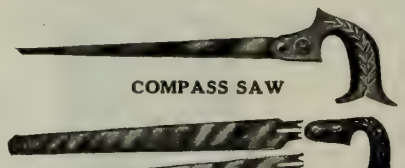
You are safe in installing an EARL generator for your customer—it is reliable in action, perfectly automatic, simple in operation, and is really the best machine to offer the prospective buyer.

Write for catalogues.

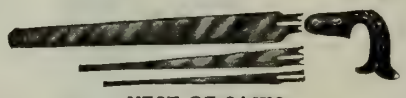
Earl Construction Company

Athens - Ont.

ATKINS' STERLING SAWS



COMPASS SAW



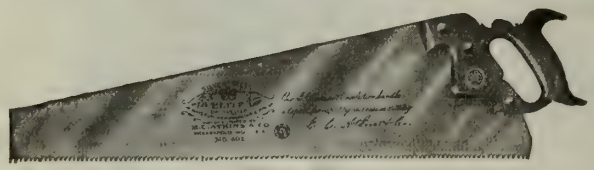
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

Art Metal Goods, Brass House Furnishings, Etc.

POLISHED OR BRUSHED BRASS BASKET



CHADWICK BRASS CO. TRADE MARK HAMILTON

Our lines are strictly up-to-date in every respect and are consistent in their high quality.

Their beautiful finish and attractive design attract public attention everywhere and give lasting satisfaction to the user.

Our line consists of **Kettles, Jardinieres, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

DROP US A CARD FOR OUR BEAUTIFULLY ILLUSTRATED CATALOG.

5603 14 in. 5604 12 in. 5605 8 in.

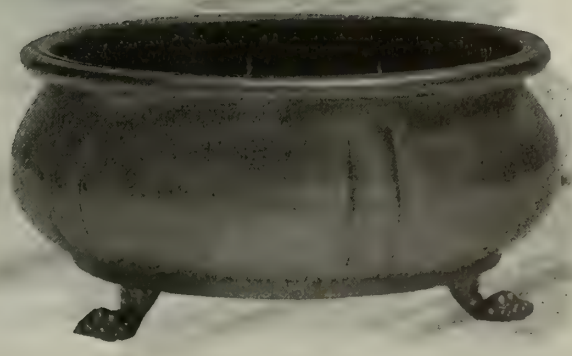
TEA KETTLE and STAND



Chadwick Brass Co., Ltd.

Hamilton, Canada

FERN DISH



A M 5629—Polished Brass or Nickel Plated

5523—6 in. opening. Polished Brass, or Japanese Bronze

Jas. McKay Company
Pittsburgh

CHAIN

ALL GRADES
For All Purposes

Canadian Representatives:

B. & S. H. THOMPSON & CO.
LIMITED
MONTREAL TORONTO WINNIPEG

ESTABLISHED 1830

The Quality Line



OF

GARDEN TROWELS



TRANSPLANTING TROWELS

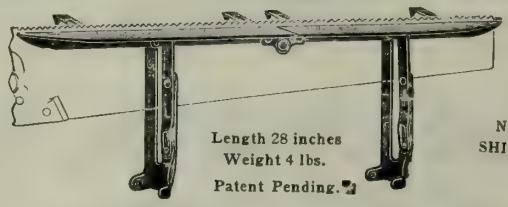


AND
OTHER IMPLEMENTS

Manufactured by

WILLIAM JOHNSON
Hedenberg Works Newark, N.J.

Steel Folding Saw Vises



Length 28 inches
Weight 4 lbs.
Patent Pending.

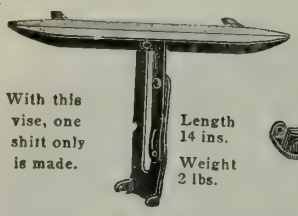
NO SHIFT.

No Loops Over Top,
allowing the saw to be jointed and filed the full length without shifting.



Folded, 14¼ x 2 x 2 inches.

With this vise a saw can be filed and jointed the full length **without shifting,** as it is 28 inches long. It folds up in a space of 14¼ x 2 x 2 inches and takes up no more room in the tool chest than a hammer.
Being made of steel it is very light for its size, weighing only 4 pounds.



With this vise, one shift only is made.

Length 14 ins.
Weight 2 lbs.

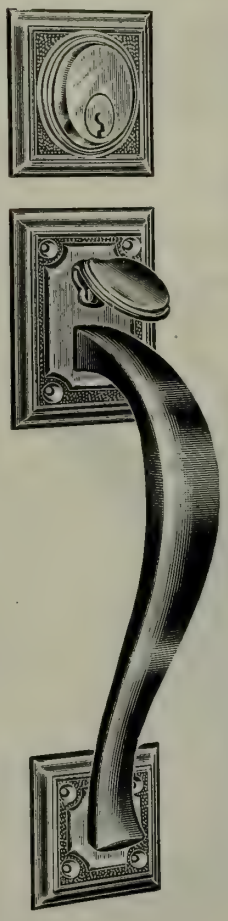
ALL STEEL
BUCKEYE



Folded, 14 x 1 x 2 inches.

We manufacture the **Buckeye Plane;** also the old style Saw Vises, Chain Drills, Hollow Augers, Spoke Pointers, Beach Vises, Emery Wheel Dressers, Plane Gauges, Cabinet Scrapers, Etc.

Buckeye Saw Vise Co.
2050 W. 55th Street, Cleveland, Ohio



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited
BELLEVILLE, ONT.

REVOLUTION IN MOTOR CYCLES

Prices $150, $175, $200 and $250.

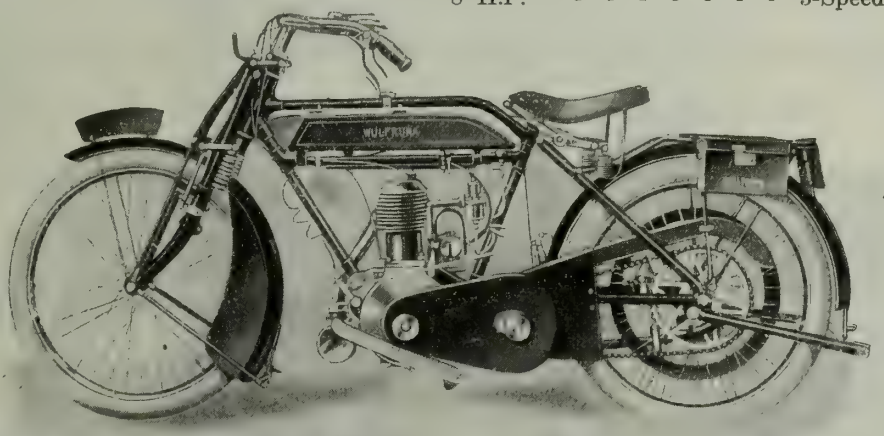
WULFRUNA MOTOR CYCLES for 1914

Made in England

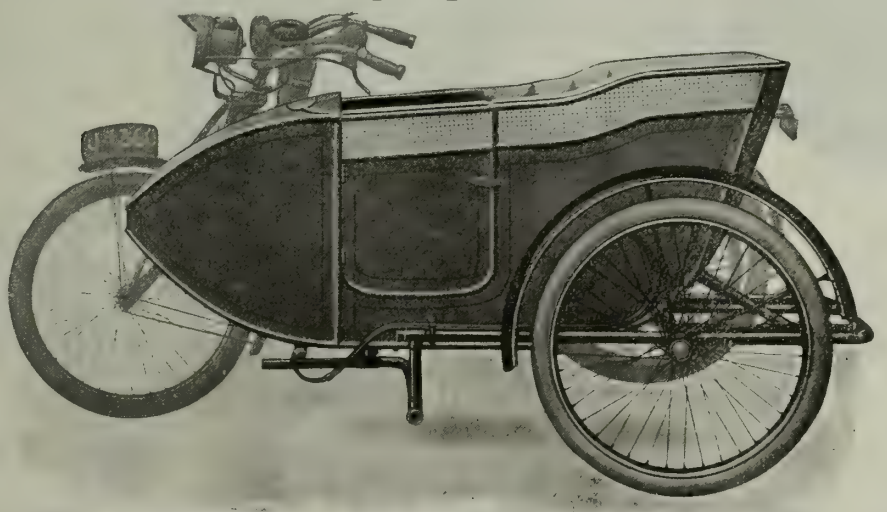
SPEEDY, ECONOMICAL AND BUILT TO LAST

150 Miles to a Gallon

2½ H.P. - - - Light Weight Single Gear	3½ H.P. - - - - - - - - Single Gear
2½ H.P. - - Light Weight 2-Speed Gear	3½ H.P. - - - - - - - - 3-Speed Gear
2½ H.P. - - Light Weight 3-Speed Gear	6 H.P. - - - - - - - - 2-Speed Gear
	8 H.P. - - - - - - - - 3-Speed Gear



These machines are fitted with the famous "J.A.P.," "ARNO" and "WOLF" Engines and have every up-to-date improvement.
Prices to the trade will allow for good profits.



We are arranging for a distributing Depot in Toronto and will be ready for business before the season opens.
In the meantime address all enquiries to:—

M. DOHERTY DAWSON, Queens Hotel, Toronto

Agents wanted in every centre through the country

Best for the dealer to sell
Best for consumers to buy

Hamilton Vitrified Salt Glazed Sewer Pipe has proven a big profit-producer for the Hardware merchant. For the small amount of money invested, it offers you excellent opportunities.



To-day, all over Canada, we have, as our best customers, the large and progressive hardware merchant.

Since 1860 our business has grown by leaps and bounds. We are a real, active organization, with a large, up-to-date plant, turning out the best possible product.

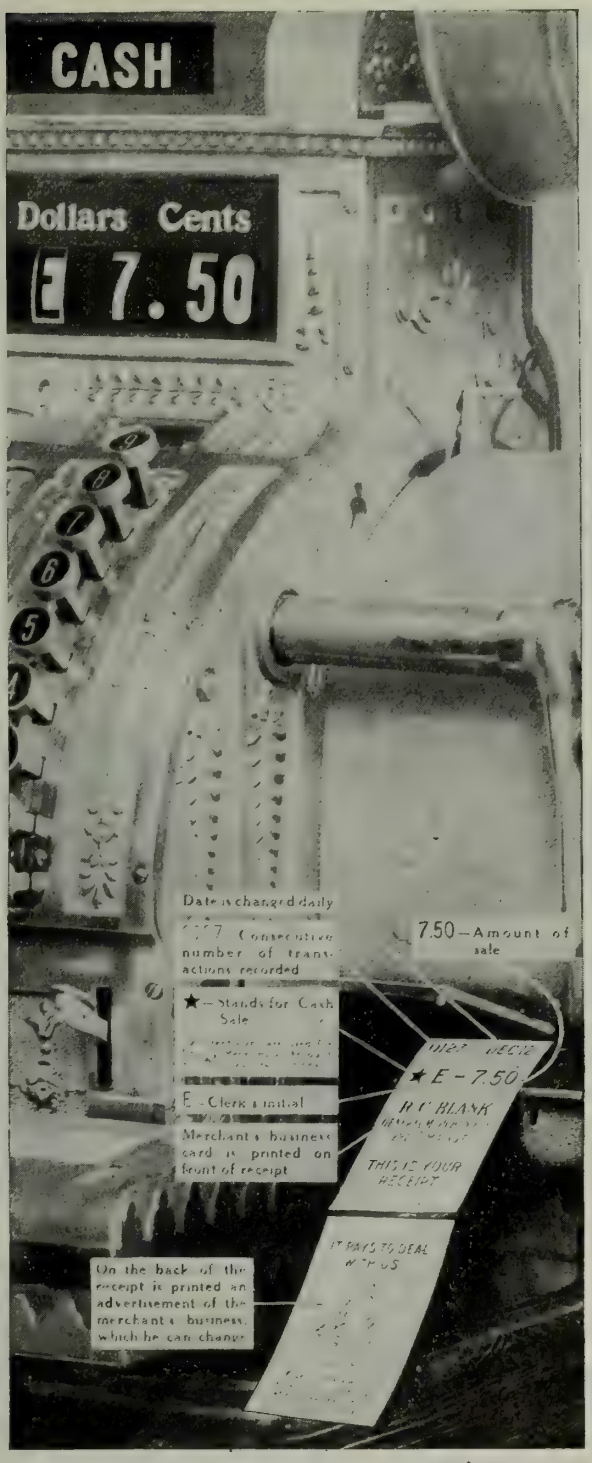
Our policy for the dealer is one of protection. We make it a principle and stick to it.

Just a postal and our latest Catalogue, with complete information, will be sent you.

The Hamilton and Toronto Sewer Pipe Co.
LIMITED
Hamilton and Toronto

The N.C.R. Receipt Benefits Merchants In 10 Ways:

1. It increases profits.
2. It stops mistakes and losses.
3. It advertises their business and increases trade.
4. It is plainly printed and cannot be changed.
5. It guarantees a printed record of every article sold.
6. It tells the date the sales were made.
7. It protects employees against temptation.
8. It shows which employee is most efficient.
9. It shows in dollars and cents the same amount that is recorded inside the register.
10. It enforces correct records which cannot be lost or destroyed.



The C.N.R. Receipt Benefits Clerks In 10 Ways:

1. It removes temptation.
2. It makes clerks more accurate.
3. It prevents unjust suspicion.
4. It helps clerks make good records.
5. It prevents disputes with customers.
6. It prevents forgetting to charge goods.
7. It enables clerks to wait on more customers.
8. It furnishes accurate records of each clerk's sales.
9. It prevents one clerk being blamed for another's mistake.
10. It helps to prove the clerks' honesty, accuracy and ability.

If merchants knew of these 10 benefits, they would give N. C. R. receipts for all money taken in.

We make cash registers for 286 kinds of businesses.

If clerks knew of these 10 benefits, they would want N. C. R. receipts used in all stores.

National Cash Registers print many different kinds of receipts.

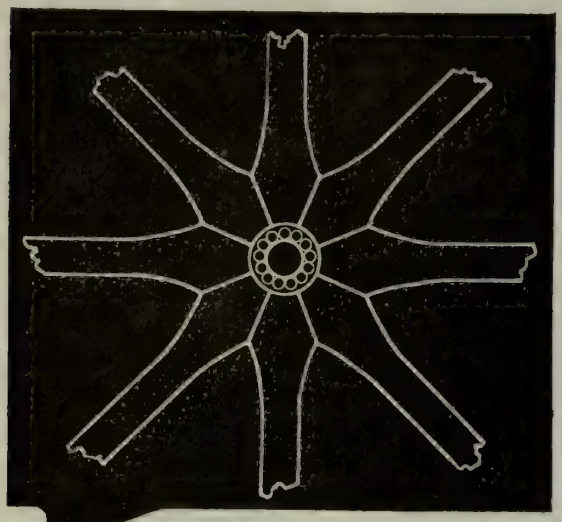
They are a necessity wherever money transactions take place.

Considering what they do, National Cash Registers are the lowest-priced machines sold in the world.

The National Cash Register Company

285 Yonge St. - Toronto

Canadian Factory, Toronto



Showing Construction of Wheel

The New Auto-Wheel

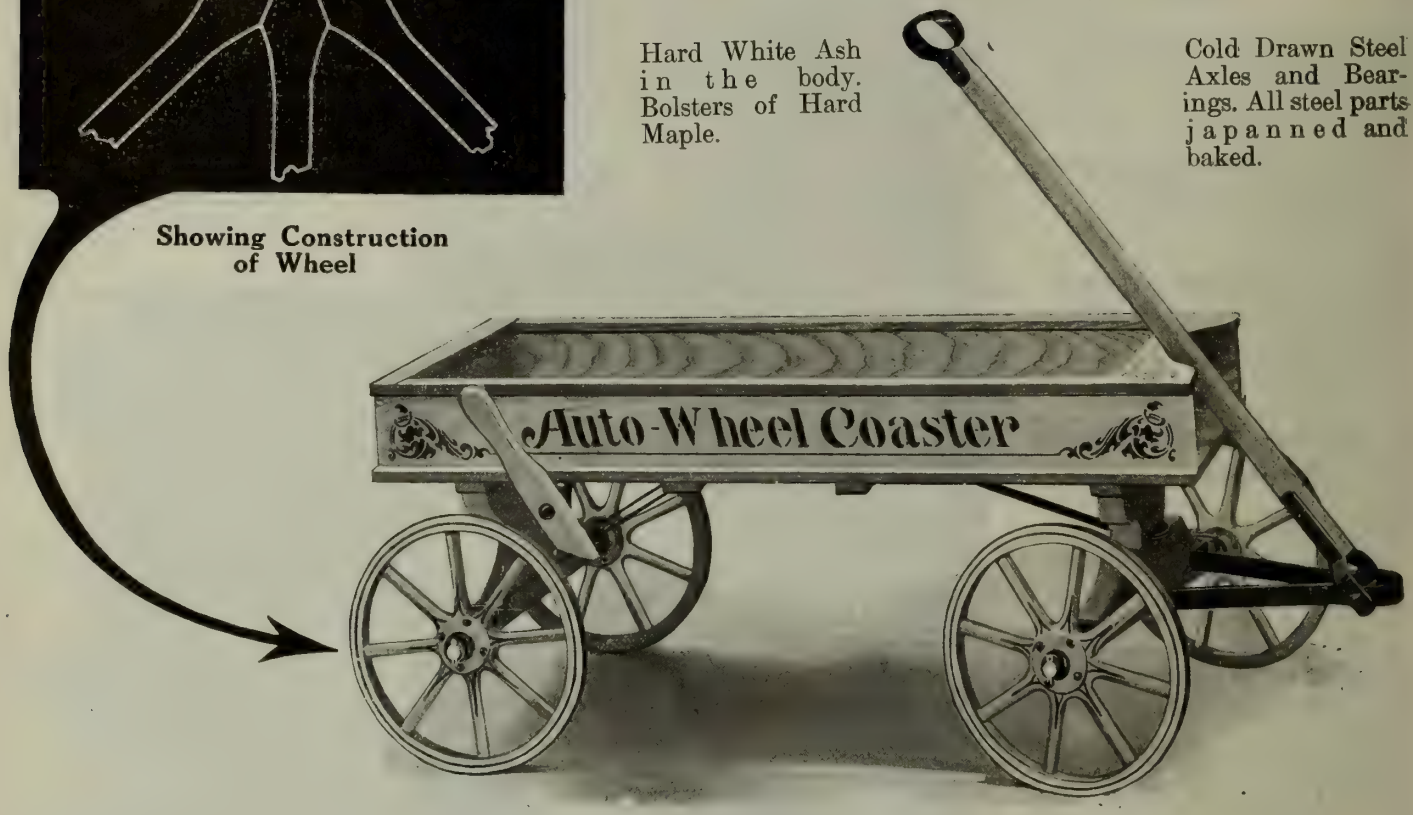
Roller-Bearing

Coaster Wagon

has Construction, Durability and Appearance never before put into a Boy's Wagon.

Hard White Ash in the body. Bolsters of Hard Maple.

Cold Drawn Steel Axles and Bearings. All steel parts japanned and baked.



Spokes are ovalled, and mitred and machine riveted in hub, with bushing turned over the ends.

The Felloe is ½" x ¾", with tire of ⅛" x ¾" flat steel, electrically welded, and shrunk on felloe by hydraulic pressure. It can never shrink loose or come off and ensures a perfectly true wheel.

We have over **30,000 wheels working for us** and less than one dozen have come back to the factory.

Buy a sample wagon—compare it with any other you know—then send it back if not satisfactory.

The illustration on right is an excellent example of the strength of the Auto-Wheel Coaster. This wagon was used in a factory and frequently carried a heavier load without strain on the wheels.

If your jobber does not carry the "Auto-Wheel" write us direct.

It's a very profitable line.

REMEMBER—This wagon has been time-tried and tested for strength and is sold with a guarantee to be as we say or money refunded.



The Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Montreal Sales Co., Montreal—Distributers for Quebec Province

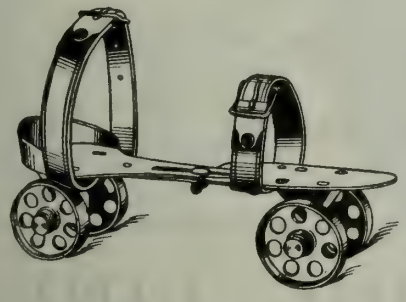
OUR CATALOGUE

"Everything on Wheels" is now ready and is yours for the asking. It will be found a very useful help to the hardware trade, and the lines we offer are profit-getters. Why not ask for a copy? It shows *"Everything on Wheels"*

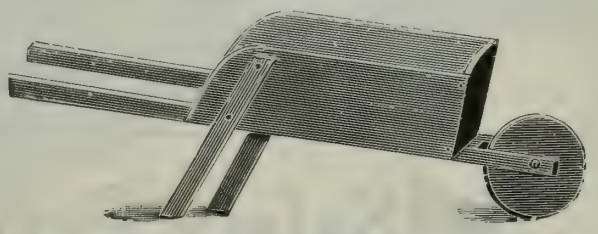
FROM



This is a Fine, Intelligent Wagon

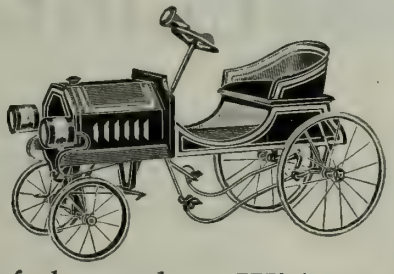


Roller Skates
Toy Barrows
Toy Hay Carts
Steel Wagons
Velocipedes



From This Barrow to Garden

Issued by
THE MONTREAL SALES COMPANY
61 St. Sulpice St.



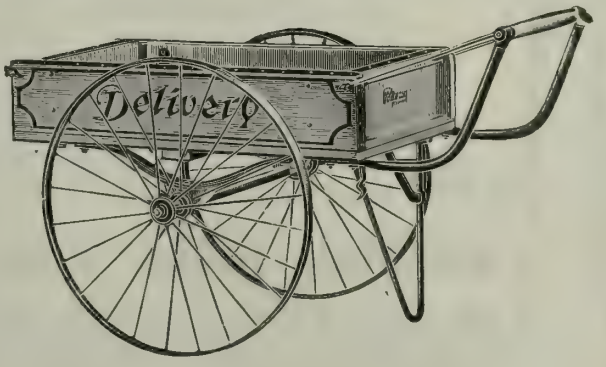
in the interests of the trade. Without boasting, we may say that our trade has doubled up during 1913. Fall in and do like us by getting at least samples on your floor. They are worth trying. Now is the season.

Automobiles
Hand Cars
Auto Coaster Wagons
Miniature Farm Wagons
Daisy Wagons
Tricycles
Go Carts
Sulkies
Push Carts
Lawn Furniture



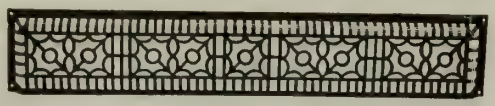


Swings Also and Good Ones



THE MONTREAL SALES CO.

61 ST. SULPICE STREET

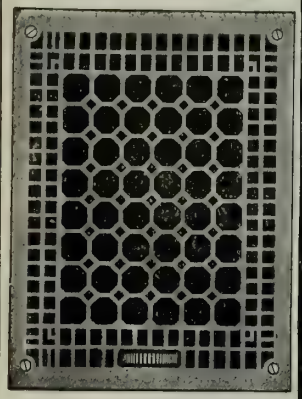


The Novelty Iron Works

STERLING, ILL., U.S.A.

Manufacture a large line of Registers, Cold Air Faces and Borders, in ALL FINISHES. Also Wood Faces, all sizes. Our **PRICES** are **extremely low.** Write for catalog and discount.

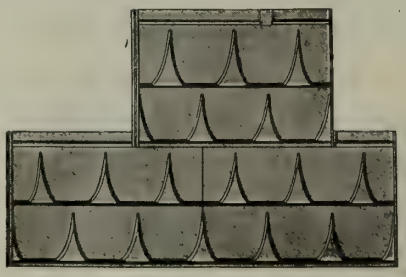
We also manufacture the SANITARY CATTLE BOWL, which is the simplest and most satisfactory system of watering cattle and horses ever devised.
Write for circular.





"Crown" Metal Shingles

were used on more buildings last year than any other year to date. The natural demand for fire-and-storm-proof-roofs, and the excellent service "CROWN" METAL SHINGLES are giving, has created this increased demand.



Are You Getting Your Share of this New Business?

YOU SHOULD, for "CROWN" METAL SHINGLES broaden your field of slope-roof jobs easily 80 per cent.

Send to-day for free samples and new book "Permanent Roofing and Siding."

McFarlane-Douglas Co., Ltd.

OTTAWA - CANADA



Safety First

(OUR MOTTO)

The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

McFarlane Ladder Works

158-160 River Street, TORONTO, ONT.

SELLING LINES

For you, Mr. Dealer.
Here's a Springtime suggestion: Why not a stock of medium-gauge sheet for table-tops, matting for autos, nosings and step-edgings, also a line of rustless nails, screws and rivets, all in

ALUMINIUM

the metal of to-day?
Ask us for our proposition and let us fill your requirements.

THE BRITISH ALUMINIUM CO., LIMITED

(of London, England)

60 WEST FRONT STREET, TORONTO

Phone: Adelaide 3368 **Cables Cryolite**

All our BABBITT METALS

Are Made UP to

FORMULA not DOWN to PRICE

HARRIS HEAVY PRESSURE THE BABBITT METAL "WITHOUT A FAULT"



HARRIS HEAVY PRESSURE THE COPPER-COATED CAKE "GIVES EXCELLENT SERVICE"

"Scientists have told us where we came from, and preachers where we are going, and now our fundamental duty is to accomplish the most good in this life. If we want to live well we must render service to our fellow men."

TO GIVE EXCELLENT SERVICE to our customers has been our one great aim. The enormous growth of our sales is evidence that all Hardwaremen appreciate our efforts.

It will pay every Hardwareman in the Dominion of Canada to handle our lines. There is an increasing demand for them.

We Manufacture:

BABBITT, METALS, SOLDER, LEAD PIPE, TRAPS AND BENDS, BATTERY ZINCS, SOLDERING NIPPLES, ETC.

And carry in stock all Ingot Metals.

WRITE FOR PRICES

THE CANADA METAL CO., LIMITED

HEAD OFFICE **TORONTO** BRANCH FACTORIES WINNIPEG MONTREAL

MORRISON
Steam Specialties



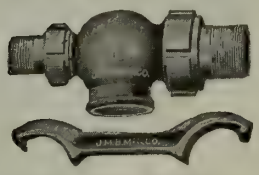
The Morrison J. M. T. Improved Injector contains the best features in injector construction, and in addition works under a range of steam pressures from 20 to 220 lbs. gauge. Delivers feed water from 200° to 212° Fah. for steam pressures of 50 lbs. or over.



The J. M. T. Lock-up Pop Safety Valve, for use on stationary boilers.



The "Genuine" Hancock Inspirator, the Double-tube Boiler Feeder.



The Jem Ejector.



Reducing Pressure Valve J. M. T Improved. The valve that operates under all conditions.



Grease Cups

If You Want to Increase Your Sales

The sale of Steam Specialties and Valves by the Hardware Trade is a big line waiting development. Given proper attention and effort it can be made one of the most profitable, if not the most profitable, in the hardware business. Every Plumber, Steamfitter, Engineer, Contractor, and every Factory, offersan outlet for Steam Specialties and Valves, if educated to buy through the Hardware Trade instead of going direct to the big houses.

Brass Goods for the Power House and Factory.

The James Morrison Brass Manufacturing Company,
LIMITED

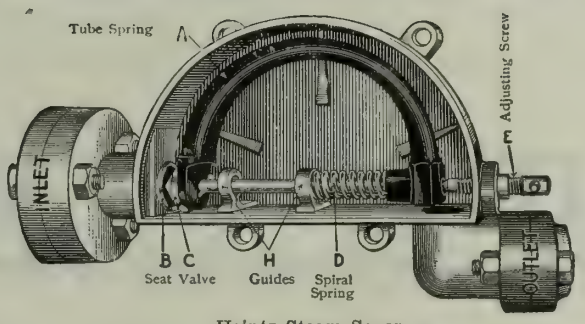
93-97 Adelaide St. W. **TORONTO, CAN.**

—Morrison Steam Goods are approved in the Provinces requiring Government Inspection—

MORRISON
Steam Specialties



Morrison Brass Valves sold with an absolute guarantee of quality. Made entirely of new metal and well finished. There is a Morrison valve for every purpose.



Heintz Steam Saver.



J.M.T Swing Check Valves
Adjustable Lift.

The Heintz Steam Trap. The simplest steam trap made. Contains no floats, levers, drip cocks or complicated mechanism, nothing but a valve and the U-shaped tube as shown Full details upon application.



Morrison Gauges include a pressure or recording gauge for every purpose, for steam, water, air, ammonia, wherever a gauge is used.

Sell the Goods the Public Knows

Do you know who is going to get the lion's share of the Spring trade in Steam and Marine Brass Goods? It is the man who stocks the best known line. Morrison Brass Goods will help you get in on the ground floor. They are the quick sellers, for the users know their quality—we have been advertising and making only the best for over thirty years. And what is more, the price is right—both to you and your customer.

Marine Brass Goods for Steamboats and Yachts

The James Morrison Brass Manufacturing Company,
LIMITED

93-97 Adelaide St. W. **TORONTO, CAN.**

—Morrison Steam Goods are approved in the Provinces requiring Government Inspection—

Just as
there are several grades of

Enameled ware

so also
there are several grades of

Aluminum ware

It pays to know why they are not "all the same"

"Wear-Ever"

The Reason Why

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case-hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Demand for **"Wear-Ever"** utensils exists—has been increased each year for eleven years by consumer confidence, by sample-demonstration work, and by magazine advertising.

Names of Customers, Cards to be used in circularizing them, Folders for distribution, Ad Book, Window Display Book, Demonstration Book, Display Cards and Picture Slides are at the service of **"Wear-Ever"** dealers.

Write for printed matter. Address

Northern Aluminum Co., Limited

Dept. 29 **Toronto, Ont.**

"Wear-Ever"

Following the recent fire

we will rebuild our Galt factory on a larger scale. In fact plans have in view one of the most up-to-date and best equipped saw factories in America.



In the meantime

our factory in St. Catharines, and our temporary one in Galt, are working to the limit to meet the strong demand for Maple Leaf Saws.

Shurly-Dietrich Co., Limited

GALT, ONTARIO

and 1642 Pandora Street, Vancouver, B.C.

Sandusky Power or Electric Washer

Here is a thoroughly practical Washer, one that will do a family washing right at home, under sanitary conditions and save from $1.00 to $3.00 each week, enough to pay for it in a short time.

Every Dealer who has stocked it has found it exactly as represented—first-class in every respect and a splendid seller.

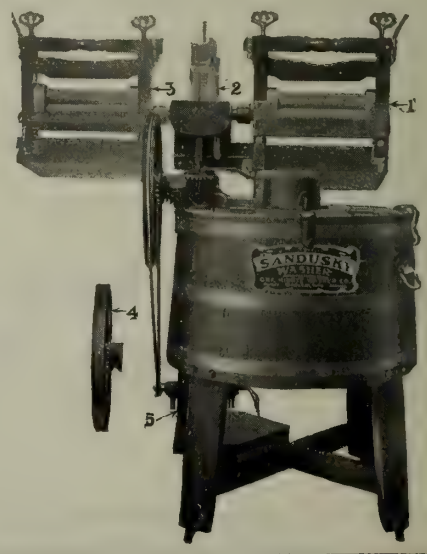
Every woman is captivated by the way it starts automatically and by the perfect condition of the clothes and their snow-white cleanness after washing. You will find it

A Trade-Bringer

worth handling, because every woman who gets one recommends it and sends more customers to you.

One big selling point which takes with prospective buyers is the novel wringer device. It permits wringer to be started, stopped, reversed or swung to any position. And while the washing is going on, the wringer will wring from the rinse water to the bluing and from the bluing right into the basket. The construction of the entire Washer is the best possible.

Space won't permit full details, but if you'll write we send them and tell you about our Guarantee Certificate plan which helps you make quick sales. Our proposition is worth sending for. Don't neglect it.

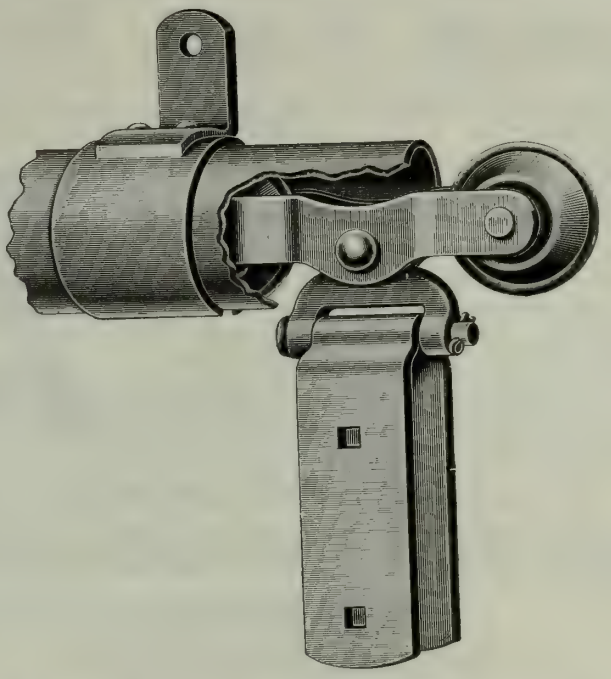


The One Minute Washer Co,

SANDUSKY, OHIO, U.S.A.

Western Canada Distributing Agents:

Miller-Morse Hardware Co., Ltd., Winnipeg, Man.



Cash In On The "Cannon Ball"—

Profits—more of 'em—easier-to-get profits—if you'll only "cash in on the Cannon Ball." Right now—in your community there's a big demand for Cannon Ball Hangers. The minute you show a "Cannon Ball" your customer says "That's what I want"—and the sale is made.

Here's Why It Sells—

Water, weather, wear and bird-proof—can't jump the track—will run as smoothly after years of use as it did the day it first went up.

Your customers know that the Cannon Ball Hanger offers all the advantages of other kinds and many exclusively its own.

You can't get around it. Hanger competition stops the day you stock the Cannon Ball.

Off Go The Old Hangers— On Goes The "Cannon Ball"

Don't wait for new barns to be built.

Show the Cannon Ball Hangers to every farmer who comes in.

Demonstrate their advantages over the old-style hangers now on the barn—then—off go the old hangers—on goes the Cannon Ball—and your cash register rings again.

HUNT, HELM, FERRIS & CO.

MANUFACTURERS OF

THE H H F & CO. STAR LINE GOODS

HARVARD, ILLINOIS

Do You Know What "Star" Stands For ?

Back of the "STAR" trademark is the biggest factory of its kind in America and the largest line of barn hardware and specialties on the market today.

Stalls, stanchions, feed and litter carriers, hay tools, door hangers, tank heaters, hoists, etc., we make them all and guarantee every item.

If you want to find out why it's to your advantage to buy all these lines under the "STAR" trademark, write us—we'll tell you—**gladly.**

No.384 Cannon Ball Barn Door Hanger—

Here's a popular style of the Cannon Ball. Noiseless, tandem, flexible, frictionless, long roller bearings, steel truss frame, light running, wide tread, steel ball wheels, completely enclosed in track. Water and bird-proof.

Stock Cannon Ball Track Under Your Counter—

It comes in 3 ft. sections—32 pieces to the crate. You can easily stock 96 feet under the counter—out of the way and give a customer as much or as little as he wants.

Write for prices to-day.

HUNT, HELM, FERRIS & CO., 303 HUNT STREET HARVARD, ILL.

Agents for Western Canada :

MERCHANTS HARDWARE SPECIALTIES CO.
Calgary, Alberta

MACKENZIE BROTHERS
Winnipeg, Manitoba

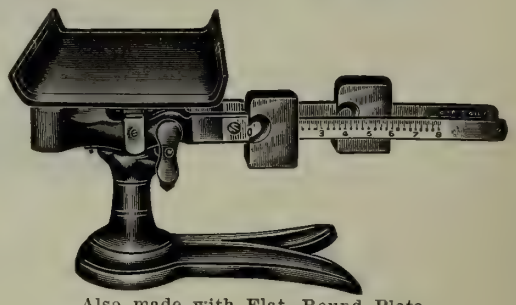
NEW CANADIAN PARCEL POST SCALES

CAPACITY 1 ounce to 24 lbs.—no loose weights

A RATE CARD is supplied with every scale—The rates of postage as well as the weight limit of parcels is liable to be changed frequently, and for this reason we have deemed it inadvisable to make this scale with the computed rates marked on the beam.

The operation of weighing is simple and quick, and the calculation of postage—easy—When the rates change **a new rate card** will be supplied free

NOTE.—The capacity, 24 lbs., will allow for weighing heavier parcels after the weight limit is increased. The present limit is 11 lbs.



Also made with Flat, Round Plate.

WRITE FOR CIRCULAR AND PRICES.



IMPERIAL STANDARD SCALES

CHAMPION SCALES

OF ALL DESCRIPTIONS—FOR ALL PURPOSES

We manufacture scales ranging in capacity from one-sixteenth of an ounce to 150 tons.
COMPLETE NEW CATALOGUE ready about 1st April.

The Burrow, Stewart & Milne Co., Limited

HAMILTON **TORONTO** **MONTREAL** **WINNIPEG**

THE "DIXON" ROTARY LAWN MOWER

and its improvements over all other makes

The **Floating-Knife Bar,** which is swiveled on the tie rod that ties the back end of the mower securely together, and; with the tie rod at the front, makes the most rigid frame to be found in lawn mowers.

You will notice at each back corner of the bed knife a **Compression Spring.** These press the cutting edge of the bedknife up against the reel, or revolving knife, always adjusting itself.



We make the Dixon with a **Thrust Ball-Bearing,** which is the same as is used in automobiles, making it the best.

The knives throughout are crucible steel.

The lower bed knife is crucible lip steel.

This lawn mower will cut heavy grass without raising the handle and without lifting up behind and choking.

Drop us a card for full particulars and price.

The Dixon will make your lawn mower department show better results.

Clipper Lawn Mower Co.

Dixon, Illinois, U.S.A.

This Business Started with AN IDEA —twelve years ago!



That Idea was

"A New Way of Tying a Horse"

The story of the Griffith Industry reads like a page from a book of romance. And yet each step on the road to a phenomenal success has been taken slowly and deliberately, after mature thought and careful consideration.

In the year 1902, at Melbourne, Ont., this business was started in the tiny, one-storey building shown in the first illustration above. This building was 12 x 16 feet, and for three years we confined ourselves to making up a wagon-load of halters at a time, driving through the country selling them to dealers—and then making up another wagon-load.

But Griffith Halters had merit, and before long the orders began to come in—slowly at first—then at shorter intervals—until it became necessary to enlarge our output to take care of the orders which poured in upon us in ever-increasing volume.

So, in 1907, we built a two-storey addition, size 18 x 70 feet, to our tiny "factory" in Melbourne. This gave us a total floor space of 2,520 square feet. Then the business began to assume the proportions of an "industry." Output was increased and made to keep pace with the demand. New lines were tried out, adopted and added to our line. And, once again, the business outgrew its quarters.

The next step was a "move"—from Melbourne to Stratford—where a commodious factory building was secured and bought outright. That building, the present home of the Griffith Industry, is shown at the extreme right of the illustration. It is thoroughly modern in construction, size 40 x 80 feet, 2 storeys and basement, providing a total floor area of 9,600 square feet.

That was in the early part of 1913, and during the 15 months which have elapsed since the removal to Stratford, our business has shown an increase of 75% over any previous year in our history.

Write for New Catalogue

Our latest Catalogue of Horse Specialties is our best explanation of the reason for this remarkable record of achievement. Write for it TO-DAY.

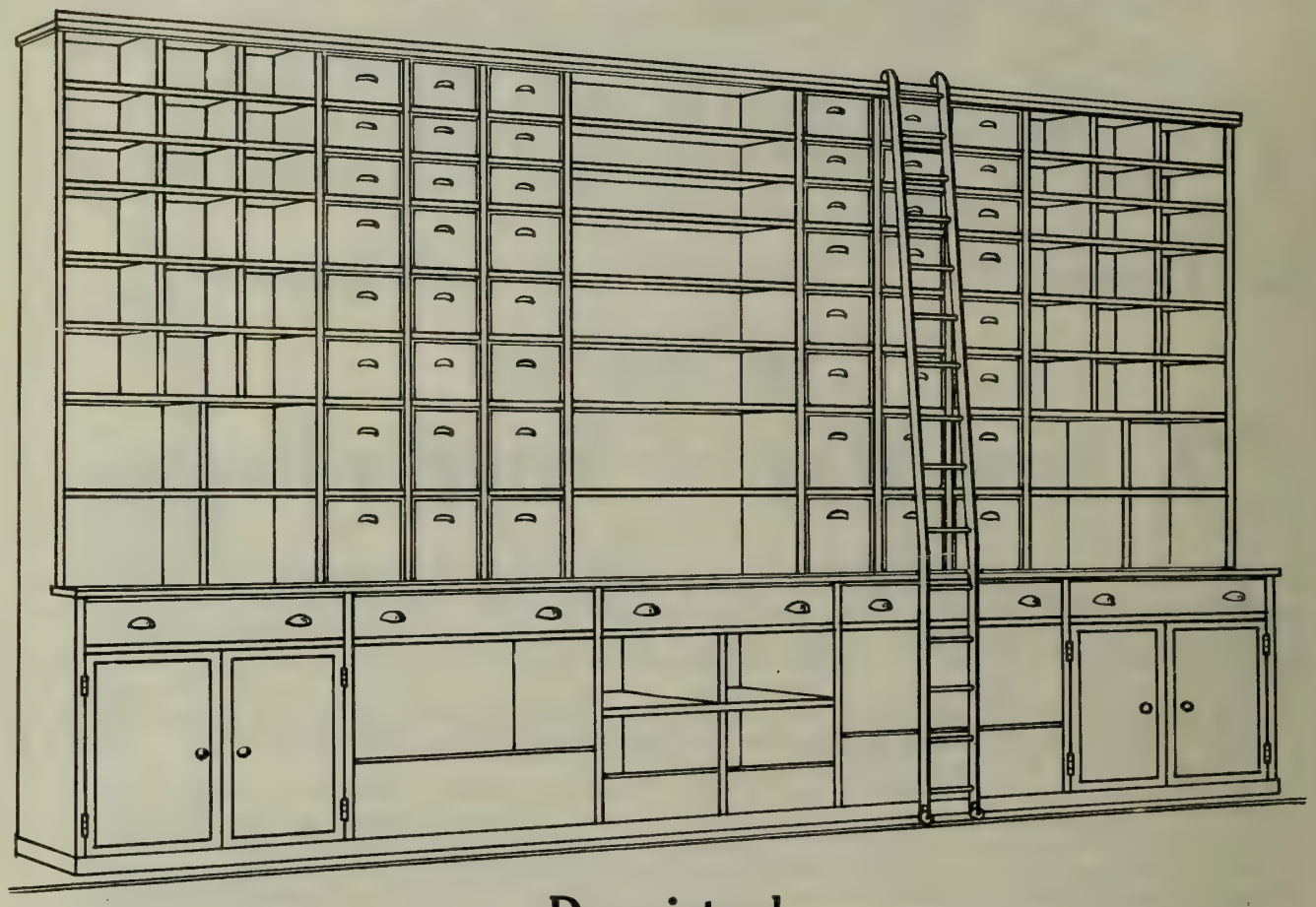
G. L. Griffith & Son

Department E

Stratford **Ontario**

GRIFFITH'S
TRADE MARK
HORSE SPECIALTIES

MODERN EQUIPMENT
for
HARDWARE STORES



Dennisteel
Steel Cabinets and Shelving

ADVANTAGES

Permanence. With ordinary usage, steel equipment will last indefinitely. Its first cost is final cost.

Fire-proof. Fire often gains uncontrollable headway in wooden cabinets and shelving. Steel equipment eliminates this risk.

Reduces Insurance. The underwriters recognize steel equipment as reducing the fire hazard.

Finer Appearance. Between clean-cut steel equipment and wooden fixtures there is no comparison in appearance.

ADVANTAGES

Vermin-proof. Worms so destructive to wood and all vermin find no breeding places in steel fixtures.

Sanitary. Steel equipment is more easily kept clean. Steel, unlike wood, absorbs no moisture or odors. It is germ-proof.

Less Floor Space. Smaller thickness for the same strength, make steel fixtures more compact than wood.

ADVANTAGES

Non-breakable. Steel will carry a maximum weight without break or strain. Doors and drawers will not warp or stick in damp weather.

Easily Dismantled. Steel equipment comes apart easily, and can be moved and again put together with ease by store employees.

Flexibility. Built on the unit system, sections can be added as requirements expand. Shelving can be changed to bins without trouble.

Modern in every sense is steel equipment. The above is one of many styles of arrangement of shelves, drawers, cabinets and bins. The cost is little more than for wooden fixtures. Our steel equipment is built so it can be adjusted and extended to suit varying conditions, and for this reason stands as a permanent asset. Finished in black or olive green enamel. These finishes are baked and will last indefinitely.

When writing give as clear an outline as possible of the equipment you have in mind. We are always glad to submit drawings and estimates.

The Dennis Wire & Iron Works Co. Limited

LONDON, CANADA

IDEAL

ELECTRIC
IRONS, TOASTERS
RANGES
HOT PLATES
DISC HEATERS
LUMINOUS RADIATORS
LAUNDRY IRONS
PRESSING MACHINE
IRONS
Etc.

Profits are Good



Electric Ranges.



Electric Hot Plates.

"Ideal" Quality

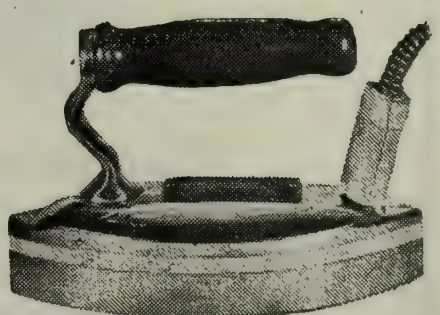
makes every user an "Ideal" booster.

Every summer sees a large increase in the number of electrical household articles used. The advantage that electrical irons, stoves, etc., have over the old methods of ironing, cooking, etc., is being realized by thousands every year.

Start selling Ideal Electrical Goods this summer and every year will show a large increase in your sales.

Special prices on quantities. Write for Catalog.

The Ideal Electric Mfg. Co.,
Wallaceburg, Canada Limited



Patented 1908.



The Cadillac Electric
Vacuum Cleaner

The Cadillac Line
OF
Vacuum Cleaners

Less than a year ago we opened our Canadian office and factory. Since then we have appointed nearly 500 agents throughout Canada; Cadillacs (both electric and hand-power), are being sold now in all parts of the Dominion from coast to coast. The volume of business closed has far exceeded our most sanguine expectations. We are, however, looking forward still, and

Live Agents are Wanted

If you do not handle the Cadillac Line of Vacuum Cleaners, write to us for our splendid agency proposition. Cadillac cleaners assure satisfied customers. Each machine is thoroughly tested before it is sent out, and carries an absolute guarantee for one year.

The Cadillac Electric is light (total weight 8 lbs.) is, therefore, easily moved around; takes up but small space; has reliable motor, built specially by Canadian General Electric Company; and is but 6⅝ inches high, allowing user to clean under beds and furniture easily without heavy moving being necessary. There are also attachments for cleaning walls, furniture, draperies, pillows, mattresses, etc.

The latest model of the "Cadillac" hand Combination Vacuum Cleaner and Carpet Sweeper is one we know will win instant approval from housekeepers without electric power. It has convincing selling points that make "sold" customers out of even doubtful prospects.



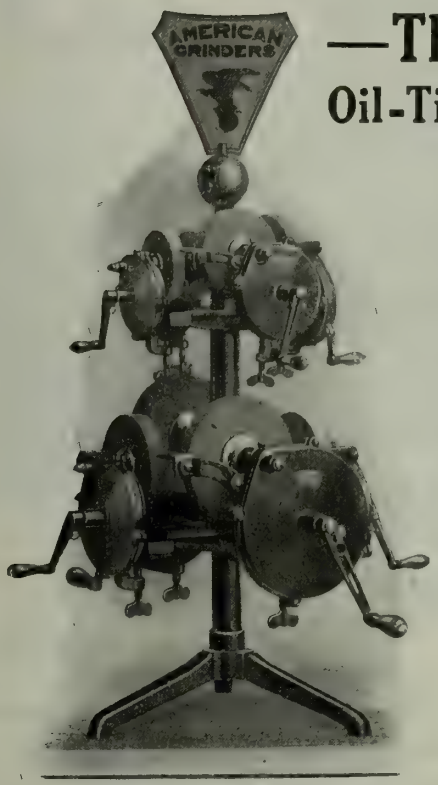
Cadillac
Combination
HAND
Vacuum
Cleaner
and
Carpet
Sweeper

Our success with Cadillac Vacuum Cleaners has induced us to turn our attention to Polish Mops, and we now have ready for shipment a low-price mop that will give satisfaction. Write us for full particulars.

Clements Mf'g. Company
Limited

78 Duchess St. **Toronto**

American Grinders



—The only Grinders with a Positively Oil-Tight Case, Gears Operate in Bath of Oil!

BEYOND all question—the best grinders built. That's the claim we make for the American Line.

American Grinders make an instant appeal to the man who knows good tools. They're simple—strong—smooth-running—**and they're built for service.** They're the only grinders made that have a positively oil-tight case. The gearing works continually in a BATH OF OIL—and that means double life for the machine.

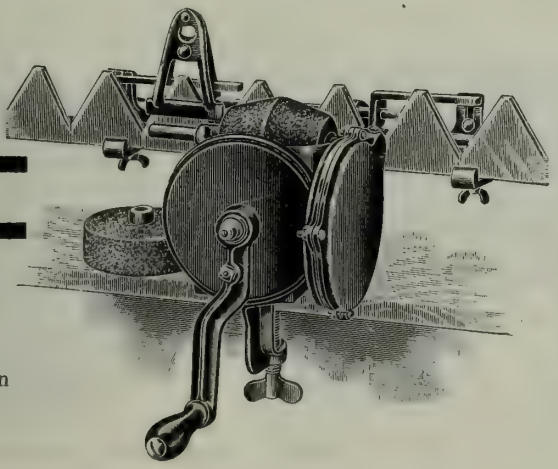
In Design — Finish — Construction — Materials — and Mechanism, American Grinders outclass all other makes.

Manufacturers, mechanics and farmers—all grinder users—are getting sick and tired of cheap, rattle-box grinders. They're ready for a **real outfit**—and you can get the cream of the business with the American line.

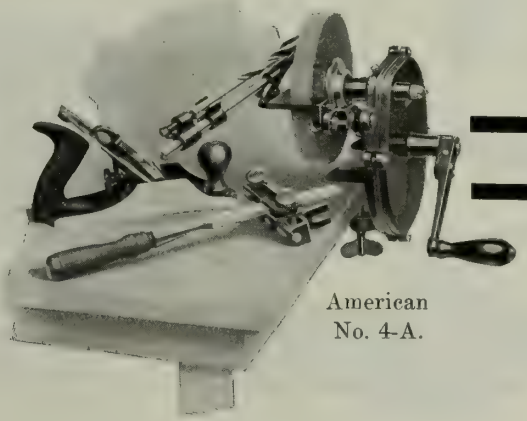
Just note the sickle grinder illustrated below. It's not a bit too early to get a stock of these on hand for next year's business. Also size up American No. 4A. We make 9 sizes of Grinders for general work.

Remember, Mr. Dealer, American Grinders lead the field. A sample order will prove that statement absolutely. Write for Catalogue and Discount Sheet to-day. The handsome all-metal Display Stand, shown above, is furnished free to dealers. Ask for particulars.

TRY A SAMPLE ORDER —THROUGH YOUR JOBBER



American No. 5.



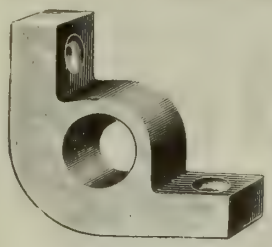
American No. 4-A.

American Grinder Mfg. Co.

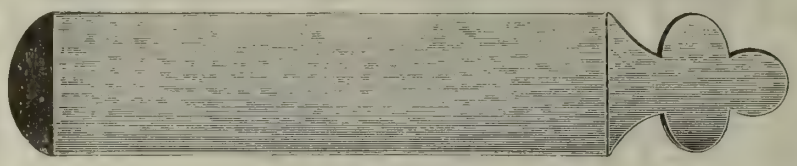
149-153 Michigan Street MILWAUKEE, WIS.

Canadian Representatives:
Merchants' Hardware Specialties, Ltd., Calgary.
Marshall-Wells Co., Winnipeg.

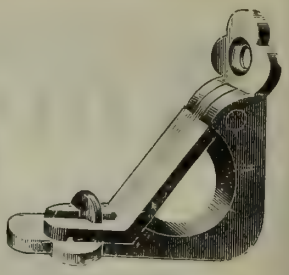
FURNISHING BRASSFOUNDRY



No. E1948
Polished on Face.

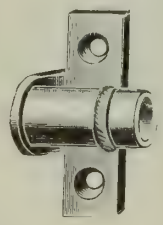


No. 2319
Solid Brass Cased Rodding. Cast Ends.
These Rods are far superior to light angle tube.

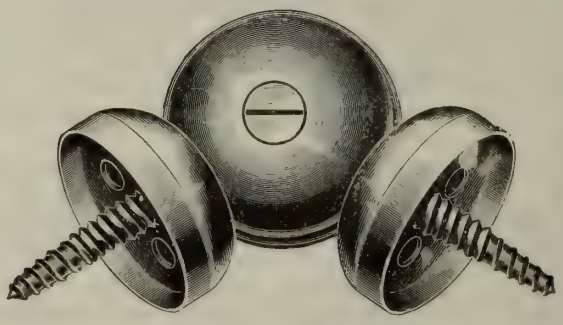


No. 2183
Burnished.

G. B. BIRCH
CHEAPSIDE BRASSFOUNDRY
BIRMINGHAM, ENGLAND



Light Machine Made.
No. 874. 3/8, 1/2 in.



No. 1667

Polished.



No. 2259. 1/2 in. projection.
3/8, 1/2 in.

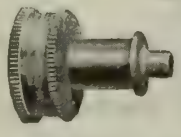
KINDLY WRITE FOR **LISTS AND PRICES**

"CENTRAL" NOZZLE



A 25c. SELLER

To hold in the hand or stick in the ground. It throws all kinds of streams.

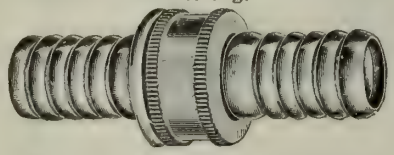


"LITTLE MONITOR" A 15c. NOZZLE

Unequalled for throwing a strong, straight stream.

CORRUGATED COUPLING

A big water-way. Deep corrugations. No sand holes. Extra strong.





"SNAP" COUPLING
Simple — durable — always tight.



Easy Snaps together—that's all

C.B.&S.Co.

Spells Quality

Every One A Seller

Highest Quality Guaranteed

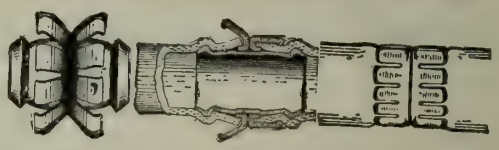
SEND FOR CATALOGUE

Insist that your jobber give you these quality goods and no imitations.

CENTRAL BRASS & STAMPING CO., PEORIA, ILLINOIS

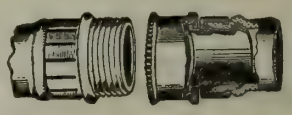
THE ORIGINAL "PERFECT CLINCHING" HOSE COUPLING AND MENDER

For satisfaction, watch the name of the maker.



Insist on the mender with the solid seamless brass or steel tube, the one that does not leak.





The quality coupling that makes a sure joint. For cut hose, it is easiest, smoothest and best

"SQUARE" FOUNDRY SPRINKLER



It sprinkles a *square* area.
Extra heavy brass — built for service.

A 50c Seller.
Diameter, 5 in.

"HANDY" FOUNTAIN SPRINKLER



Sprinkles only to the front and sides.
Not very big—costs very little—but it sprinkles as much ground as the big ones.
No need of shutting off the water to change its position.
Heavy Brass, 4½ in. long —2¼ in. high.

This Display Counter



is 26 in. x 96 in. x 42 in. high, has a display space of 4 in., lined with green or red felt behind two plate-glass panels, which are removable.

The part from the back of the display board, approximately 18 in., is fitted with shelves and three sliding panel doors on metal track and best ball-bearing sheaves. In this shelving space may be stored the stock same as samples, which are displayed behind the glass.

The show case or upper part has a plate-glass top, sides and ends, which are 8 in. high, giving ample space to show silver plate or fine goods, and is accessible by means of drop doors in the rear.

It will be seen that this counter, while possessing all the advantages of a silent salesman, has in addition a splendid space to be fitted up with drawers or shelves or both as may be desired.

Weight of counter crated, 500 lbs.



Nail Bin Counter with Panelled Front and Metal-Lined Nail Bins. Every Hardwareman should have one.

Cameron & Campbell

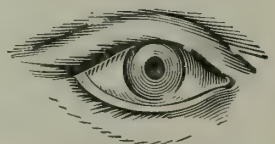
Sole Manufacturers TORONTO, CANADA

FOR EXCEL-LENCE



OF QUALITY

TAYLOR'S



WITNESS

CUTLERY

Seldom Equalled, Never Excelled



BRITISH MANUFACTURE

Made from start to finish by responsible Manufacturers in their three large factories in SHEFFIELD, England.

We are not merely assemblers of fortuitous parts--- We make the parts and Guarantee the Goods. We produce a Full Line, Everything in Cutlery.

Selling Agents for Canada and the United States

A. C. PENN, Incorporated
NEW YORK CITY

Who will solicit your orders with a full range of Patterns at an early date.

NEEDHAM, VEALL & TYZACK, LTD., Eyewitness Works, SHEFFIELD, ENG.

THE LACHUTE SHUTTLE CO. LIMITED
LACHUTE HANDLE
LACHUTE MILLS, P.Q.

LUMBERING TOOLS AND TOOL HANDLES

OF ALL KINDS

WRITE FOR PRICES



Representatives

J. H. Roper Co.,	Coristine Building, MONTREAL
C. D. Ten Eyck,	145 Victoria St., TORONTO
W. Reynolds & Co.,	Confederation Bldg., WINNIPEG
C. A. Godfrey,	1059 Hamilton St., VANCOUVER

LACHUTE SHUTTLE CO., Limited, Lachute Mills, P.Q.

WIRE NAILS

Our
exceptional manufacturing
facilities assure a

Superior Quality

The Spring season will bring a large demand for wire nails and you can only afford to offer your trade a most satisfactory line.

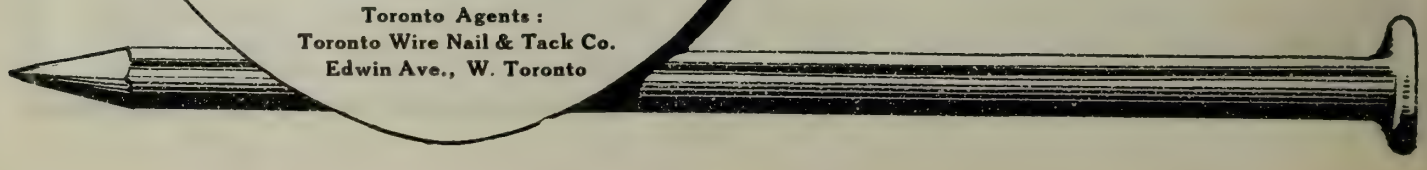
Robertson Nails, made in Milton, are made to give satisfaction, and they will net you a good profit.

We guarantee prompt deliveries.

The P. L. Robertson Manufacturing Co., Limited
MILTON, ONT.

Toronto Agents :
Toronto Wire Nail & Tack Co.
Edwin Ave., W. Toronto

All Sizes
¼ to 10 inch



Big Profits for YOU in J-M ASBESTOS ROOFING



The demand for a ready roofing that gives absolute fire protection is growing by leaps and bounds.

Hundreds of hardware dealers have taken advantage of this condition, and are building up a big business in J-M Asbestos Roofing.

This is the only *all-mineral* ready roofing on the market. Made of alternate layers of Asbestos felts and Trinidad Lake Asphalt. Literally a sheet of pliable stone. Contains nothing to rot, rust, crack or deteriorate.

Never requires coating, gravel or protection of any kind. Lower in first cost than tin or slate—and cheaper than all other roofings when cost-per-year is considered. Adapted to all types of buildings in any climate. Easy to apply.

J-M Roofing Cleats, packed in each roll, make absolutely watertight laps and give the entire roof a handsome white appearance.

There is a liberal profit for you in this roofing. Customers are quick to grasp its advantages. And one sale leads to many others. **Write nearest branch for Booklet and Special Dealer Proposition.**

MEMBER OF CANADIAN HARDWARE MANUFACTURERS' EXHIBITORS ASSOCIATION

THE CANADIAN H. W. JOHNS-MANVILLE CO., Limited

Manufacturers of Show-Case, Show-Window and General Illuminating Systems

TRADE ASBESTOS MARK

Asbestos Table Covers and Mats, Pipe Coverings, Dry Batteries, Fire Extinguishers, etc.

2059

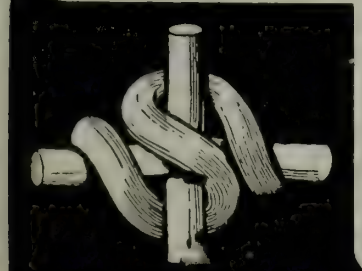
TORONTO MONTREAL WINNIPEG VANCOUVER

The "IDEAL" FENCE

Is Profitable and Reliable



Woven Wire Fence is one of the most important staple articles used in your section. You want your share of the large business being done in your vicinity. You want a profit on this business and without tying up too much capital. You want, not only the Fence business, but the other trade that always accompanies it.



"A PROPOSITION"

that enables you to compete successfully and to obtain your good share of this business is yours for the asking.

Ideal has always been sold through the dealer only—no mail order house—no jobber buys Ideal and then competes against you.

A postal card will bring our proposition, which is bound to be of interest to you. Write to-day.

The McGregor, Banwell Fence Co., Ltd.

WALKERVILLE, ONTARIO

Telegrams:
"REVOLUTION"



A MAGNIFICENT MOUNT

The "SPECIAL"

Price: £1. 14. 0 Net Cash

Finish equal to any 8 Guinea Machine on the Market

FULL SPECIFICATION. Frame, 21 to 26 (in inches); **Reynolds'** Tubes throughout (transferred); 5-Pin Detachable Chain Wheel and Cranks, up to 52 teeth; Patent Oil Bath Free Wheel; **Coventry** Chain; Best **British** Hubs; Bearings of the finest Hardened Steel, perfectly ground; Wheels with Westwood or Wedgwood plated rims, rustless spokes; Roller or Bowden Brakes to both Wheels; Wilby Four-wire Plated Spring Saddle; Frame and Mudguards enamelled four coats after rust preventive applied, and lined two colours (less tyres).

EXTRAS—

(Six months' guaranteed) Tyres, name round tread, **11s.**
Enamelled Sage Green and Lined, **1s. 6d.**
Rubber Pedals, **6d.**
North Road Handle Bar, **6d.**
Pitch Paper-lined Case to take six Cycles. **12s.**
Lady's, including Transparent Chain Cover and Silk Cord Dress Guards, **4s.**
If fitted with Eadie or New Departure Coaster, **4s.**

NEW REVOLUTION, Cambridge St., BIRMINGHAM, ENG.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

Cement Sidewalk Tools

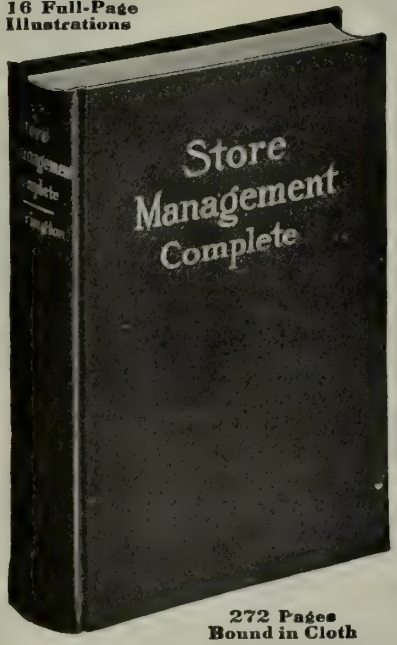
The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Store Fixtures and Sundries

Diamond Bright Window and Silver Polisher. A regular Dirt Killer. In 1-lb. cloth sacks. Ready for instant use. **Retail, 25c. Jobs at $2.00 per dozen.**
Rock Glue, strong as GIBRALTAR. Packed handsomely in 10c., 20c. and 30c. jars. Also in cans. All sizes, kegs and barrels. **Jobs at 75c, $1.50 and $2.25 per dozen and up.**
Star Excel Broom Holders, for broom, dust pan and brush, wonderful necessity, retail price 25c each. Packed 3 dozen to box; 1 gross to case. A Regular Winner. **Jobs at $1.75 per dozen.**
Handy Wall Broom Racks, for merchants; will last a lifetime. Two sizes, holds 1 dozen and 1½ dozen. Displays brooms in your store. **$1.25 and $1.75 each.**
Wash Board Racks, for merchants; holds 2 dozen any size boards. THE WORLD'S WONDER. **$3.00 each.**
Paper Bag and Twine Racks, most improved, takes up twine. Three sizes. To stand on counter. **$2.75;** hanging, **25c. and $1.50 each.**
Take Up Twine Holders, excellent for ball or cone. Latest improved. Two sizes. **25c. and 50c. each.**
Paper Lifters, attachment for paper cutter. Saves time, paper and vexation. **25c. each. $2.25 per dozen.**
Barrel Swings, malleable iron. Will swing 600 lbs. with fingers, much better than bins to use; cheaper to make. **Price, $1.00 each.**
Crochet Spool Holders for Ladies, the best of all. Packed 3 dozen in box. **Retail price, 25c each. Jobs at $1.75 per dozen.**
Vinegar Pumps, non-corrodible. GUARANTEED 10 YEARS. Most improved. **Retails $1.50 each. $9.00 per dozen in gross lots.**
Fishing Rod Holders, retail, 50c. Jobs at $3.50 per dozen.
A beautiful Book of National Views, worth One Dollar, sent free, postpaid, for return of Trade Marks Rock Glue and Star Broom Holders, with 10 cents in stamps.
Salesmen wanted the world over on salary and commission.

HINES' 20! good luck to HINES' 20!

Stock paying big Dividend and some for sale at par. How much do you want?

All Goods Guaranteed to give satisfaction if used properly.

The Norman F. Hines Co.

Main Office and Factory: LAKELAND, Md., U.S.A.

Five Factories in America.
Branch Offices: 19 Eighth Street, S.E., Washington, D.C.; London, England, and Paris, France.

Consult Your Travellers

Your advertisement in Hardware and Metal reaches the cream of the Canadian hardware trade. For over 25 years the most progressive and up-to-date retailers have contributed to its columns and depended upon its weekly market and merchandising information. This is the sort of connection that makes a paper valuable to its advertisers.

We want you to investigate these claims. Suggest to your travellers that they ask their customers

1. **If they subscribe for Hardware and Metal?**
2. **If they watch its markets from week to week?**
3. **If they find its merchandising articles of practical use?**
4. **If they consult its advertising pages?**

When you get this information you will want to place an advertisement with us immediately, or increase the one you already have.

You will be asked to spend your good money in many quarters this year of 1914. Why not investigate and see that you get value received?

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

143 University Avenue, Toronto, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels.
Carborundum Co., Niagara Falls, N.Y.

Account Registers.
Dominion Register Co., Toronto.

Alabastine.
Sanderson, Pearcy Co., Ltd., Toronto.

Aluminum.
Solomon & Spielman, Montreal,

Aluminum Cooking Utensils.
Northern Aluminum Co., Toronto.

Aluminum Ware.
McClary Mfg. Co., London.
Hoods Limited, Birmingham, Eng.

Ammunition.
Brooks & Cooper, Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Ross Rifle Co., Quebec, Que.
Eley Bros., North Transcona, Man.
Union Metallic Cartridge Co., New York.

Annunciator Systems.
Northern Electric Co., Toronto.

Anti-Rattlers (Buggy Shaft).
Fernald Mfg. Co., Inc., North East, Pa.

Anti-Rattlers, Quick Shift.
Fernald Mfg. Co., Inc., North Aast, Pa.

Anvils.
Brooks & Cooper, Sheffield, Eng.
Fulton Iron Works, Detroit.
A. C. Leslie Co., Montreal.

Armored Conductors.
The Flexible Conduit Co., Guelph.

Art Glass.
Consolidated Plate Glass Co., Toronto.

Ash Cans.
McClary Mfg. Co., London.

Ash Sifters.
E. T. Wright Co., Ltd., Hamilton.

Asphaltum.
Lowe Bros., Toronto.

Augers.
Taylor-Forbes Co., Guelph.

Auger Bits.
H. Boker Remschied.
Ford Auger Bit Co., Holyoke, Mass.

Augers, Ship.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Novelty Mfg. Co., Waterbury, Conn.
E. T. Wright Co., Hamilton.

Automobile Accessories, Electric.
Solomon & Spielman, Montreal.

Auto Jacks.
Richards Wilcox Canadian Co., London.

Automobile Supplies.
Canadian Fairbanks-Morse Co., Montreal.

Awls.
Henry Boker, Remschied.

Axes.
Jas. Smart Mfg. Co., Brockville.

Axles.
Guelph Spring & Axle Co.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks-Morse Co., Montreal.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Limited, Port Hope.
Tallman Brass & Metal Co., Hamilton.

Back Flaps and Table Hinges.
Montreal Hardware Mfg. Co., Ltd., Montreal.

Bags and Sacks.
Scythes & Co., Toronto.

Bake Boards.
Wm. Cane & Sons, Newmarket, Ont.
Taylor-Forbes Co., Guelph.

Bake Ovens.
Gurney Foundry Co., Toronto.

Bale Ties.
The Steel Co. of Canada, Hamilton.

Bale Ties—Wire.
Laidlaw Bale Tie Co., Hamilton.

Ball Bearing Hand Mowers.
S. P. Townsend & Co., Orange, N.J.

Baby Carriages.
Montreal Sales Co., Montreal.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Ltd., Montreal.
London Rolling Mills Co., London.
Steel Co. of Canada, Hamilton,

Barrel Hoops.
Laidlaw Bale Tie Co., Hamilton.

Basin Cocks.
Jas. Morrison Brass Mfg. Co., Toronto.

Baskets, Coal, Gas & Electric.
The Barton Netting Co., Windsor.

Batteries and Accesories.
Northern Electric Co., Montreal.

Bath Room Fittings.
Canada Metal Co., Toronto.
Novelty Mfg. Co., Waterbury, Conn.

Bathroom Fixtures.
Landers Frary & Clark, New Britain, Conn.

Beaver Board.
Brantford Roofing Co., Brantford.
White's, Limited, Collingwood.

Bells.
Taylor-Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co., Montreal.
Coneep Limited, Birmingham, Eng.

Bell Pulls.
Taylor-Forbes Co., Guelph.

Bedsteads, Metallic.
Evered & Co., Birmingham, Eng.

Belting, Hose, Etc.
Dominion Belting Co., Ltd.
Gutta Percha & Rubber Mfg. Co., Toronto.

Belt Dressing.
Dominion Belting Co., Hamilton.

Bicycles.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Bown Mfg. Co., Birmingham, Eng.
A. Spencer, Birmingham, Eng.
New Revolution Cycle Works.
Wolfruna Engineering Co., London, Eng.

Binder Twine.
Brantford Cordage Co., Brantford.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven, Conn.

Bits.
Ford Auger Bit Co.
Progressive Mfg. Co., Torrington, Conn.

Bits, Car.
Ford Auger Bit Co., Holyoke, Mass.

Bits, Extension.
Ford Auger Bit Co., Holyoke, Mass.

Black Sheets.
A. C. Leslie & Co., Montreal.
John Lysaght, Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Blacksmiths' Supplies.
Capewell Horse Nail Co., Toronto.
Caverhill Learmont Co., Montreal.

Boards, Ironing.
J. H. Connor & Son, Ottawa.
Otterville Mfg. Co., Otterville.

Boilers.
Thos. Davidson Mfg. Co., Montreal.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Boilers, Hot Water.
Clare Bros. & Co., Preston.

Boilers, Kitchen Range.
Canada Metal Co., Toronto.

Bolts.
H. Boker, Remschied.
Canadian Tube & Iron Co., Montreal, Que.
London Bolt & Hinge Works, London.
Northern Bolt & Screw Co., Owen Sound.
The Steel Co. of Canada, Hamilton.

Bolts, Door.
Montreal Hdwe. Co., Montreal.

Book-keeping.
Dominion Register Co., Toronto.

Boot Calks.
Steel Co. of Canada, Hamilton.

Boring Machines, Standard.
Ford Auger Bit Co., Holyoke, Mass.

Box Openers.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.

Braces—Bits.
E. C. Atkins & Co., Indianapolis, Ind.
Stanley Rule & Level Co. New Britain, Conn.

Brackets.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Guelph.

Brakes.
Brown Boggs Co., Hamilton.

Brakes, Heavy Plate Bending.
The Steel Bending Brake Works, Chatham.

Brass.
Canada Metal Co., Toronto.
M. & L. Samuel Benjamin & Co., Toronto.

Brass Goods.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Limited, Birmingham.
May & Padmore, Birmingham, Eng.
Montreal Sales Co., Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Ontario Lantern & Lamp Co., Hamilton.
G. B. Birch, Birmingham, Eng.
May & Padmore, Birmingham, Eng.

Brass Lettering.
Hamilton Stamp & Stencil Co., Hamilton.

Brass Name Plates.
Hamilton Stamp & Stencil Co., Hamilton.

Brass Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Brass Work, Church.
Dennis Wire & Iron Goods Co., London.

Brass Work (Marine).
The James Morrison Brass Mfg. Co., Toronto.

Braziers.
Clayton & Lambert, Detroit.

Bridle Bits.
Standard Chain Co., Pittsburg, Pa.

Brooms.
Stevens - Hepner Co., Port Elgin, Ont.

Bread Makers.
Landers Frary & Clark, New Britain.

Brushes.
Meakins & Son, Hamilton.
A. Ramsay & Sons, Montreal.
Sanderson Pearcy & Co., Toronto.
Stevens - Hepner Co., Port Elgin, Ont.
Walter Woods & Co., Hamilton.

Brushes, Weighted Polishing.
Ronuk Ltd., Toronto.

Bug Finish.
The Alabastine Co., Paris.

Builders' Hardware.
Canada Steel Goods Co., Hamilton.
Caverhill Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago.
Collins Mfg. Co., Toronto.
P. & F. Corbin, New Britain.
Evered & Co., Birmingham, Eng.
H. S. Howland Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
Lewis Bros., Ltd., Montreal, Que.
May & Padmore, Birmingham, Eng.
Mechanics' Supply Co., Quebec.
Richards Wilcox Canadian Co., London.
James Smart Mfg. Co., Brockville.
Winnipeg Glass & Paint Co., Winnipeg.
Taylor-Forbes Co., Guelph.

Builders' Tools and Supplies.
Cartland, Jas., & Son, Limited, Birmingham.
Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Philadelphia, Pa.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Windsor.
May & Padmore, Birmingham, Eng.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Otterville Mfg. Co., Otterville.
Stanley Rule & Level Co., New Britain.
White's, Limited, Collingwood.
Wood, Vallance, Ltd. Winnipeg.

Building Paper.
Brantford Roofing Co., Brantford.
Can. Supply & Contracting Co., Montreal.
Alex. McArthur & Co., Ltd., Montreal.
Paterson Mfg. Co., Toronto.
Walkerville Roofing Co., Walkerville.

Buildings.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Buildings, Metal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

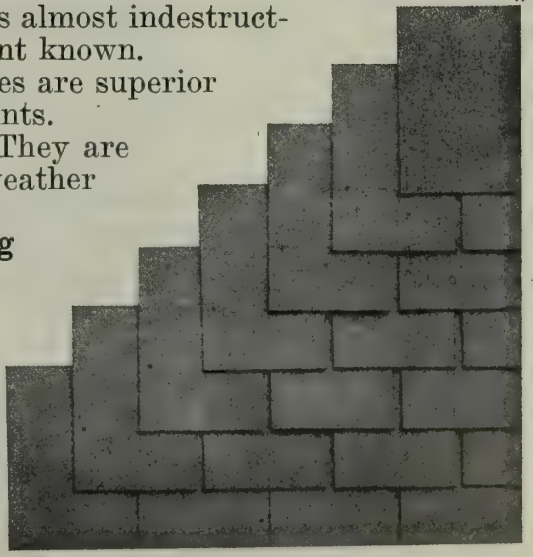


ONE OF THE MANY ARTISTIC HOMES COVERED WITH

Red Ribbon Asphalt Slate Shingles

The asphalt from which these shingles are made is almost indestructible and absolutely the best water-proofing element known. Compared with iron or tin roofings, asphalt shingles are superior in every way. They will not rust or break at joints. Red Ribbon Asphalt Shingles are very durable. They are sold on an absolute GUARANTEE to resist any weather conditions in any climate.

We can offer you an exceptional profit-making opportunity in the selling of Red Ribbon Asphalt Slate Shingles in your town. Drop us a card for our proposition.



We manufacture a line of Rubber Roofing that's very high in quality.

Walkerville Roofing Manufacturing Co.
Walkerville, Ont.

Burlap.
Dominion Oilcloth Co., Montreal.

Burlaps, Decorative, Oil-Coated and Sized.
Dominion Oilcloth Co., Montreal.

Burlap, Wall.
Dominion Oilcloth Co., Montreal.

Burners, Natural Gas.
Aylmer Pump & Scale Co., Aylmer.

Burrs, Iron & Copper.
Parmenter & Bullock Co., Gananoque.
Steel Co. of Canada, Hamilton.

Burning Brands.
The Hamilton Stamp & Stencil Works, Hamilton.

Burners, Base for Coal.
Bowes Jamieson & Co., Hamilton.

Butts.
Watrous Mfg. Co., Des Moines, Iowa.

Butts, Plated and Bright.
Canada Steel Goods Co., Ltd., Hamilton.

Butts, Spring and Wrought Steel.
Chicago Spring Butt Co., Chicago.

Butter Mixers.
Aylmer Pump & Scale Co., Aylmer.

Cabinets—Screw and Bolt.
Cameron & Campbell, Toronto.

Calks.
Neverslip Mfg. Co., Montreal.

Calipers and Dividers.
The L. S. Starrett Co., Athol, Mass.

Canning Machinery.
Brown Boggs Co., Hamilton.

Canada Plates.
A. C. Leslie & Co., Ltd., Montreal.
B. & S. H. Thompson & Co., Montreal

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.

Carbide.
Earl Construction Co., Athens, Ont.

Carriers, Cash and Parcel.
Gipe Hazard Store Service Co., Toronto.

Carts.
The London Foundry Co., Ltd., London.

Carts, Concrete.
Meaford Wheelbarrow Co., Meaford.

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago.

Carriage Paints.
Sanderson Pearcy & Co., Toronto.

Car Movers.
E. C. Atkins & Co., Indianapolis, Ind.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York.
Walter Woods & Co., Hamilton.

Cash Registers.
National Cash Register Co., Toronto.

Casters, Stove.
Gurney Fdy. Co., Toronto.
McClary Mfg. Co., London.

Castings.
Belleville Hdwe. & Lock Mfg. Co., Belleville.
Clare Bros. & Co., Preston.
P. Kyle, Merrickville.
James Stewart Mfg. Co., Woodstock.

Castings, Grey Iron.
Renfrew Electric Mfg. Co., Renfrew.

Catches.
Taylor-Forbes Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cement, Tap.
Canadian Supply & Contracting Co., Toronto.

Cement.
Canada Cement Co.
B. & S. H. Thompson & Co., Ltd., Montreal.

Chain.
Alex. Gibb, Montreal.
Andrew B. Hendryx & Co., New Haven Conn.
McKinnon Chain Co., Buffalo, N.Y.
Oneida Community, Niagara Falls, Ont.
B. & S. H. Thompson & Co., Montreal.

Chain, Coil, Log, Dredge, Heel and Loading.
Standard Chain Co., Pittsburg.

Chains Halter.
H. Boker, Remschied.

Chains, Steel Wire.
B. Greening Wire Co., Hamilton.

Chair Ladders.
Taylor-Forbes Co., Guelph.

Chalk Blackboard, Lump, Carpenters.
Binney & Smith Co., New York.

Chamois Skins.
Sanderson Pearcy & Co., Toronto.

Cheese Presses.
James & Reid, Perth, Ont.

Children's Vehicles.
Montreal Sales Co., Montreal.

Chisels.
Buck Bros., Millbury, Mass.
Geo. H. Saywell Co., Winnipeg.
Robt. Sorby & Sons, Sheffield, Eng.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer, Dowswell Co., Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's, Ont.

Cistern Rings.
Galt Stove & Furnace Co., Galt.

Clamps.
Taylor-Forbes Co., Guelph.

Cleats—Line.
Taylor-Forbes Co., Guelph.

Clippers.
American Shearer Mfg. Co., Nashua, N.Y.
Chicago Flexible Shaft Co., Chicago.
B. & S. H. Thompson Co., Montreal.

Clippers, Horse.
H. Boker, Remschied.

Clocks.
Western Clock Mfg. Co., La Salle, Ill.

Cloth, Carborundum.
The Carborundum Co., Niagara Falls, N.Y.

Clothes Bars.
McFarlane Ladder Works, Toronto.

Clothes Dryers.
Cummer-Dowswell Co., Ltd., Hamilton.
Stratford Mfg. Co., Stratford.
Taylor-Forbes Co., Guelph.

Clothes Mangles.
American Wringer Co., N.Y.
Cummer-Dowswell Co., Hamilton.

Clothes Line Pulleys.
Taylor-Forbes Co., Guelph.

Clothes Pins.
Wm. Cane & Sons Co., Newmarket.

Clothes Reels and Lines.
Cummer-Dowswell Co., Hamilton.
Hamilton Cotton Co., Hamilton.

Closets.
Earl Construction Co., Athens.

Clothes Wringers.
American Wringer Co., N.Y.

Coal—Tar and Pitch.
Alex. McArthur & Co., Montreal.

Coal Chutes.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt, Ont.

Cold Rolled Drawing Steel.
Morris & Bailey Steel Co., Pittsburg, Pa.

Cold Rolled Strip Steel.
Morris & Bailey Steel Co., Pittsburg, Pa.

Cold Rolled Plate.
Morris & Bailey Steel Co., Pittsburg, Pa.

Cobbler Sets and Fittings.
Taylor-Forbes Co., Guelph.

Colors.
Sherwin-Williams Co., Montreal.
R. Ramsay & Son Co., Montreal

Colors—Coach.
The Dougall Varnish Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Toronto.

Colors in Distemper.
Lowe Bros., Toronto.

Colors in Japan.
Lowe Bros., Toronto.

Colors in Oil.
Lowe Bros., Toronto.

Cartridges.
Eley Bros., North Transcona, Man.

Concrete Reinforcement.
Canada Wire & Iron Goods Co., Hamilton.
B. Greening Wire Co., Hamilton.

Conductor Pipe.
E. T. Wright & Co., Hamilton.
Wheeler & Bain, Toronto.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
McClary Mfg. Co., London.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cooking Utensils, Aluminum.
Northern Aluminum Co., Toronto.

Combs, Curry.
Burrow Stewart & Milne Co., Hamilton.
Collins Mfg. Co., Toronto.

Copper Sheets.
A. C. Leslie & Co., Montreal.
M. & L. Samuel Benjamin & Co., Toronto.
B. & S. H. Thompson & Co., Montreal.

Copper.
Canada Metal Co., Toronto.

Corn Planters.
Otterville Mfg. Co., Otterville.

Corrugated Iron.
A. C. Leslie & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
McFarlane & Douglas, Ottawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cotton Awning and Sash Cord.
Hamilton Cotton Co., Hamilton, Ont.

Cotton Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

Cotton Rope.
Hamilton Cotton Co., Hamilton, Ont.

Corkscrews.
Coneep Limited, Birmingham, Eng.
Henry Boker, Remschied.

Cow Ties.
B. Greening Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.

Cordage.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.
Scythes Co., Ltd., Toronto.

Cornice Brakes.
Steel Bending Brake Works, Chatham.

Cornices.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.

Counters.
Walker Bin & Store Fixture Co., Berlin, Ont.

Counter Check Books.
Dominion Register Co., Toronto.

Crates—Egg.
Cummer-Dowswell, Ltd., Hamilton.
Walter Woods & Co., Hamilton.

Crayon, Checking and Marking.
Binney & Smith, New York.

Crayon, Lumbering.
Binney & Smith, New York.

Crayon, Metal Workers'.
Binney & Smith, New York.

Crayon, Textile.
Binney & Smith, New York.

Crayon, Railroad.
Binney & Smith, New York.

Creosote Oil.
Wilckes, Martin, Wilckes, New York.

Cultivators.
C. S. Norcross & Sons, Bushnell, Ills.

Curtain Stretchers.
The Farlane Ladder Works, Toronto.
Otterville Mfg. Co., Otterville, Ont.

Culverts, Metal.
A. Williams, Sheffield, Eng.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

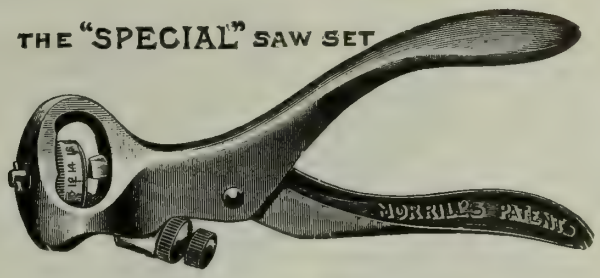
Cutlery—Razors, Scissors, Etc.
Austrian Import Co., Montreal.
Boker, Henry.
Geo. Butler & Co., Sheffield, Eng.
Jonathan Crooks & Son, Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Jonathan Crooks & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
N. Kastor, Ohligs.
Christopher Johnson & Co., Sheffield, Eng.
F. W. Lamplough, Montreal.
Landers Frary & Clark, New Britain, Conn.
Lewis Bros., Montreal.
McGlashan, Clarke Co., Niagara Falls.
Needham, Veall & Tyzack, Sheffield.
Toronto Silver Plate Co., Toronto.
J. Wiss & Sons Co., Newark, N.J.
Wood, Vallance, Ltd., Winnipeg.
Whites, Limited, Collingwood.

Curtain Rods and Fittings.
G. B. Birch, Birmingham, Eng.

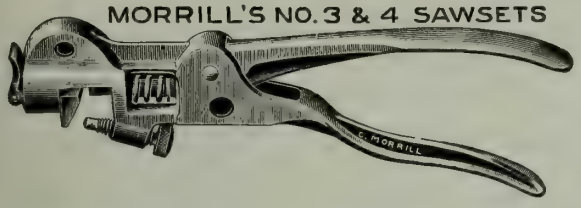
Disinfecting Appliances.
Spramotor Co., London, Ont.

Morrill Specialties

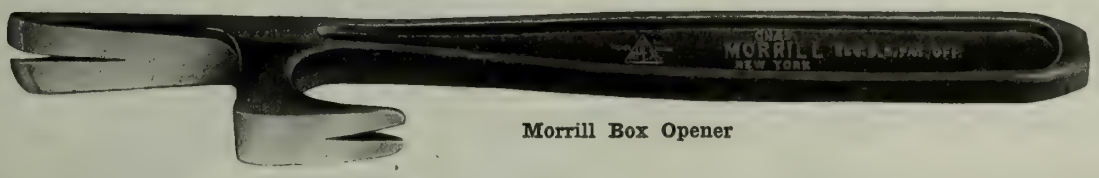
THE "SPECIAL" SAW SET



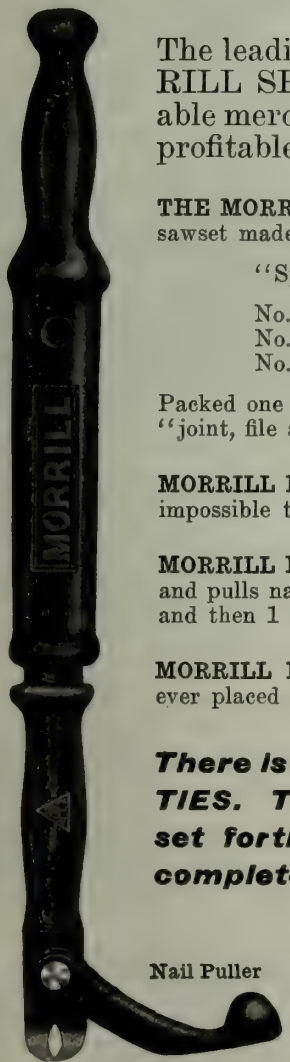
MORRILL'S NO. 3 & 4 SAWSETS



lead in style and satisfaction



Morrill Box Opener



Nail Puller

The leading hardware stores in almost every city and town carry the MORRILL SPECIALTIES. Shrewd, far-sighted business men know that dependable merchandise forms the only sound foundation upon which a lasting and profitable business can be built.

THE MORRILL SAWSET is the only one that will properly set a saw, the only mechanically perfect sawset made.

"Special" for hand saws not over 16 gauge.

No. 3 for single tooth cross-cut and circular saws 14 to 16 gauge.
No. 4 for double tooth cross-cut saws 14 to 16 gauge.
No. 5 for timber and board saws 6 to 14 gauge.

Packed one each in a neat carton containing full instructions, uses, warrant and circular on how to "joint, file and set saws." Then packed ½ doz. in wooden box.

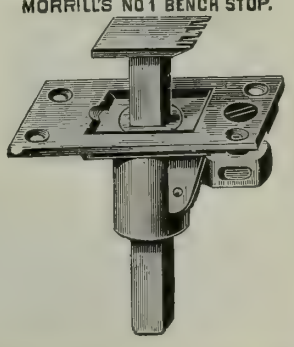
MORRILL BOX OPENER. Opens boxes without destroying them. Drop forged in one solid piece, and impossible to break. Packed one dozen in a wooden case.

MORRILL NAIL PULLER. Made of drop-forged steel, requires only half the power of other pullers, and pulls nails twice as fast. Packed one each in a paper carton with full instructions and warrant, and then 1 doz. in wooden case.

MORRILL BENCH STOP. A great time-saver, and makes work easy. The most useful bench stop ever placed on the market. Packed ½ doz. in wooden box.

There is no disappointment in MORRILL SPECIALTIES. They live up to the last letter of every claim set forth for them. Send for catalogue of the complete MORRILL line.

MORRILL'S NO 1 BENCH STOP.



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94 LAFAYETTE ST. NEW YORK

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Hunt Helm Ferles & Co., Harvard, Ills.
Richards-Wilcox Canadian Co., London, Ont.
Taylor-Forbes Co., Guelph.

Dog Tags.
Hamilton Stamp & Stencil Co., Hamilton.

Door Checks.
Wm. Newman & Sons, Birmingham, Eng.
Solomon & Spielmann, Montreal.

Double Trees.
Lachute Shuttle Co., Lachute Mills, Que.

Door Spring Hinges.
Lawson Mfg. Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

Doors, Screen.
Sanderson Harold Co., Paris, Ont.

Doors, Tinclad.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Door Pulls.
Fernald Mfg. Co., North East, Pa.
Taylor-Forbes Co., Guelph.

Door Mats, Steel, Wire and Wood.
Kuhne-Anderton Co., Port Hope.

Door Hardware.
Taylor-Forbes Co., Guelph.

Door Springs.
Chicago Spring Butt Co., Chicago.
Lawson Mfg. Co., Chicago.

Drawer Pulls.
Novelty Mfg. Co., Waterbury, Conn.
Taylor-Forbes Co., Guelph.
Watrous Mfg. Co., Des Moines, Ia.

Drills—Brick and Stone.
Richards Wilcox Can. Co., London.

Drills, Twist.
Whitman & Barnes Mfg. Co.
Wilt Twist Drill Co., Walkerville.

Drills.
Canadian Fairbanks-Morse Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia.
Whitman & Barnes Mfg. Co., St. Catharines.

Drilling Machines.
The London Foundry Co., London.

Dry Batteries.
Canadian Carbon Co., Winnipeg.
Canadian Fairbanks-Morse Co., Montreal.
Canadian H. W. Johns-Manville Co., Toronto.
Solomon & Spielmann, Montreal.

Dry Colors.
Canada Paint Co., Montreal.
Imperial Varnish & Color Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Martin-Senour Co., Montreal.
A. Ramsay & Son Co., Montreal.

Duck Cotton.
Scythes Co., Ltd., Toronto.

Edge Tools.
James Smart Mfg. Co., Brockville.
Buck Bros., Millbury, Mass.
Robt. Sorby & Son, Sheffield.
Geo. H. Saywell Co., Winnipeg.

Elbows.
Metallic Roofing Co., Toronto.
E. T. Wright & Co., Hamilton.

Egg Crates & Butter Tubs.
Walter Woods & Co., Hamilton.

Electric Fixtures.
Barton Netting Co., Windsor.
Morrison, James, Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electrical Flashlights and Specialties.
Solomon & Spielmann, Montreal.

Electrical Appliances.
Landers Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

Electric Heating Specialties.
Solomon & Spielmann, Montreal.
National Electric Heating Co., Toronto.

Electric Irons and Toasters.
Chicago Flexible Shaft Co., Chicago, Ill.
Flexible Conduit Co., Guelph.
McClary Mfg. Co., London.
National Electric Heating Co., Toronto.
Landers, Frary & Clark, New Britain.
Renfrew Electric Mfg. Co., Renfrew, Ont.

Electricians' Supplies.
Mechanics' Supply Co., Que.

Electric Lamps, Tungsten and Carbon.
Austrian Import Co., Montreal.

Elevator Doors.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electro Plate.
McGlashan-Clarke Co., Ltd., Niagara Falls, Ont.
Toronto Silver Plate Co., Toronto.

Emery and Emery Cloth.
Sanderson Pearcy Co., Toronto.
John Oakey & Sons, London, Eng.

Emery & Corundum Wheels.
Carborundum Co., Niagara Falls, N.Y.

Engineers' Supplies.
Canadian Fairbanks-Morse Co., Montreal.
James Morrison Brass Mfg. Co., Toronto.

Eavestroughs.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Wheeler & Bain, Toronto.

Electric Heating Appliances.
Ideal Electric Mfg. Co., Wallaceburg, Ont.
National Electric Co., Toronto.
Renfrew Electric Mfg. Co., Renfrew.

Enamels.
Martin Senour Co., Montreal.
Boston Varnish Co., Boston.
Canada Paint Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish Color Co., Toronto.
Lowe Bros., Toronto.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.

Enamelled Signs and Letters.
Hamilton Stamp & Stencil Co., Hamilton.
McClary Mfg. Co., London.

Evaporators & Arches.
Earl Construction Co., Athens.

Enamelware & Tinware.
Thos. Davidson Mfg. Co., Ltd., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

Fasteners, Chain, Door, Sash.
Taylor-Forbes Co., Guelph.

Felt, Asphalt.
Canadian Supply & Contracting Co., Toronto.

Felt Sheathing.
Brantford Roofing Co., Brantford.

Felt, Tarred.
Canadian Supply & Contracting Co., Toronto.
Alex. McArthur & Co., Montreal.

Fan Guards.
Andrew B. Hendryx Co., New Haven, Ct.

Fence Supplies.
McGregor Banwell Fence Co., Walkerville.

Fencing and Gates.
Great West Wire Fence Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Fencing—Woven Wire.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor Banwell Fence Co., Walkerville.
The Steel Co., of Canada, Hamilton.

Fenders, Brass & Wrought Iron
The Barton Netting Co., Windsor.
Chadwick Brass Co., Hamilton.

Files and Rasps.
Wm. Atkins & Co., Sheffield, Eng.
Barnett Co., G. & H., Philadelphia, Pa.
Canadian Fairbanks-Morse Co., Montreal.
Henry Boker, Remschied.
Delta File Works, Philadelphia.
Disston, Henry & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Fireplace Furnishings.
The Barton Netting Co., Windsor.
Canadian Wire & Irong Goods Co., Hamilton.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fillers.
Berry Bros., Walkerville.
Sanderson-Pearcy & Co., Toronto.

Finishes, Concrete and Cement.
Sherwin-Williams Co., Montreal.

Finishes, Floor.
Imperial Varnish & Color Co., Toronto.

Fire Door Hardware.
Taylor-Forbes Co., Guelph.

Firearms.
Richards-Wilcox Canadian Co., London.
Remington Arms U.M.C. Co., Windsor.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Fulton Iron Works, Detroit.

Fire Pots, Canners', Gasoline and Kerosene.
Clayton & Lambert Mfg. Co., Detroit.

Fire Screens and Spark Guards
Atlas Mfg. Co., New Haven, Ct.
Canada Wire & Iron Goods Co., Hamilton.

Fire Brick.
Hamilton & Toronto Sewer Pipe Co., Hamilton.

Fibre Chair Seats.
J. E. Beauchamp & Co., Montreal.

Fishing Tackle.
Abbey & Imbie, New York.
Andrew B. Hendryx Co., New Haven, Ct.
Lewis Bros., Montreal.

Fish Net Leads.
Canada Metal, Toronto.

Fishline Driers.
Atlas Mfg. Co., New Haven, Ct.

Fishermen's Supplies.
Scythes & Co., Toronto.

Flags.
Scythes & Co., Toronto.

Flashlights.
Austrian Import Co., Montreal.

Floor Wax.
Canadian Carbon Co., Winnipeg.
T. S. Jackson & Sons, London, Eng.
Ronuk Limited, Toronto.
Sanderson Pearcy Co., Toronto.

Flexible Non-Metallic Conduit.
Flexible Conduit Co., Guelph.

Flexible Steel Conduit.
Flexible Conduit Co., Guelph.

Floor Fillers.
Ronuk Limited, Toronto.

Flue Linings.
Hamilton & Toronto Sewer Pipe Co., Hamilton.

Fly Swatters.
Atlas Mfg. Co., New Haven, Conn.
E. T. Wright Co., Hamilton.

Forks, Table.
Canadian Rogers Co., Toronto.
McGlashan Clarke Co., Niagara Falls.
Toronto Silver Plate Co., Toronto.

Forks, Hay.
R. Dillon & Son, Oshawa.

Food Choppers.
Maxwells, St. Mary's.
Landers, Frary & Clark, New Britain.
McClary Mfg. Co., London.

Forges.
London Foundry Co., London.

Forgings.
Steel Company of Canada, Hamilton.

Furnaces—(See Stoves).
Stratford Mfg. Co., Stratford.

Furniture Shoes—Sliding.
Onward Mfg. Co., Berlin.

Fuel Brick for Heaters.
Chicago Flexible Shaft Co., Chicago.

Fuse Wire.
Canada Metal Co., Toronto.

Furniture, Camp.
Stratford Mfg. Co., Stratford.

Gages, Button.
L. S. Starrett Co., Athol, Mass.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Netting.
B. Greening Wire Co., Hamilton.

Galvanized & Tinware.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

Galvanized Iron.
A. C. Leslie & Co., Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson, Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Gas Fixtures.
James Morrison Brass Mfg. Co., Toronto.

Gasoline Self Heating Sad Irons.
Taylor Forbes Co., Guelph.

Gas Engine Silencers.
The Maxim Silencer Co., Hartford, Conn.

Gas Ranges.
Burrows Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
D. Moore Co., Hamilton.
The James Stewart Mfg. Co., Woodstock.

Wilt Twist Drills are Making Good



One big bridge building company is getting more than twice the amount of work out of Wilt Twist Drills than they ever got out of any other makes. Wilt Drills are standing up better. They are cutting faster and lasting longer — They are better Drills. A number of big railroad shops are now using Wilt Drills with equally gratifying results.

Wilt Twist Drills are made complete from the rough bar to the finished drill at a single chucking. Note the contour of Wilt Twist Drills. You will see that the groove is so designed as to give maximum strength with perfectly free cutting — The clearance is well defined and accurate. Wilt Drills are better drills.

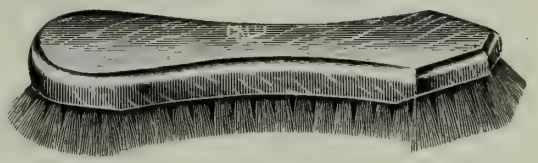
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The Wilt Twist Drill Company of Canada, Limited

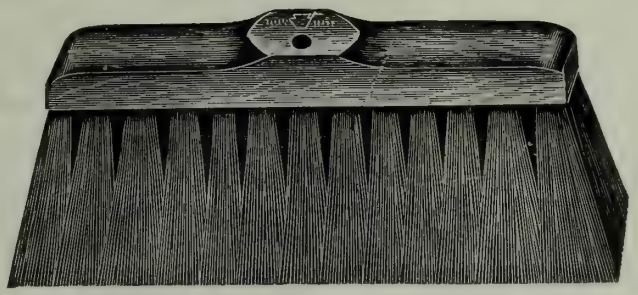
WALKERVILLE ONTARIO

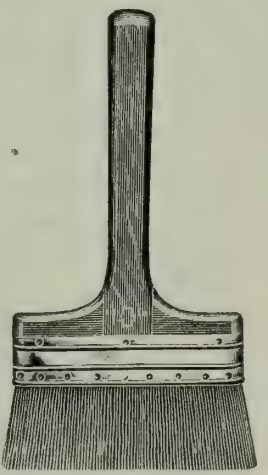


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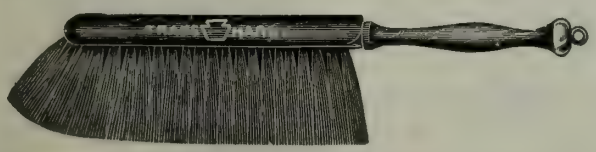




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Consolidated Plate Glass Co., Toronto.
B. & S. H. Thompson, Montreal.
A. Ramsay & Sons, Montreal.
Sanderson Pearcy & Co., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Benders.
Toronto Plate Glass & Imp. Co., Toronto.

Glass Cutting Boards.
Lufkin Rule Co., Windsor.
A. Ramsay & Sons, Montreal.

Glaziers' Diamonds.
A. Ramsay & Sons, Montreal.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.
Taylor & Thompson, Toronto.
Sanderson Pearcy & Co., Toronto.

Gauges.
Buck Bros., Milbury, Mass.
Jas. Chesterman & Son., Sheffield, Eng.
Solomon & Spielmann.
R. Dillon & Son, Oshawa.
Henry Disston & Sons, Philadelphia.

Gauges, Carpenters'.
Chapin Stephens Co., Pine Meadow, Conn.

Garden Tools.
S. L. Allen & Co., Priladelphia.
Henderson & Richardson, Montreal.
Hoods Limited, Birmingham, Eng.
Robt. Sorby & Son., Sheffield, Eng.
C. S. Norcross & Sons, Bushnell, Ill.

Glue.
A. Ramsay & Son Co., Montreal

Go-Carts—Children's.
Montreal Sales Co., Montreal.
Miller-Morse Hardware Co., Winnipeg.

Gates, Farm and Stock.
McGregor Banwell Fence Co., Walkerville.

Gongs.
May & Padmore, Birmingham, Eng.
Thos. Smart & Sons, Dudley, Eng.

Grates.
Galt Stove & Furnace Co., Galt.
Barton Netting Co., Windsor.

Grills, Iron and Brass.
Dennis Wire & Iron Works, London.

Grease Guns.
S. P. Townsend & Co., Orange, N.J.

Grinders, Foot Power.
Carborundum Co., Niagara Falls, N. Y.
Richards Wilcox Canadian Co., London.
Taylor Forbes Co., Guelph.

Grinders, Hand Power.
American Grinder Mfg. Co., Milwaukee.
Carborundum Co., Niagara Falls, N.Y.

Grinders, Sickle.
Star Specialty Mfg. Co., Chicago.
American Grinder Mfg. Co., Milwaukee.

Grindstones.
Richards-Wilcox Canadian Co., London.

Grass Catchers.
Taylor Forbes Co., Guelph.

Guns.
Dorken Bros. & Co., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Ross Rifle Co., Quebec.
Remington Arms-U.M.C. Co., Windsor .
J. P. Claborough & Johnstone, Birmingham, Eng.

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The Maxim Silencer Co., Hartford, Conn.

Halters.
G. L. Griffith & Son, Stratford.

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L. S. Starrett Co., Athol, Mass.

Hack Saw Blades.
E. C. Atkins & Co., Hamilton.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.

Hack Saw Frames.
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
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Hammers.
Wm. Atkins & Co., Sheffield, Eng.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Argall Bros., Three Rivers, Que.

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Burrows, Stewart & Milne Co., Hamilton .
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Canadian Handle Mfg Co., London.
J. H. Still Mfg. Co., St. Thomas

Handles, File, Chisel, Saw.
Chapin-Stephens Co., Pine Meadow, Conn.

Handles, Door and Drawer.
Taylor-Forbes Co., Guelph.

Hand Screws.
Chapin-Stephens Co., Pine Meadow, Conn.

Hangers, Storm, Sash and Screen.
Watrous -Acme Mfg. Co., Des Moines, Ia.

Harness.
G. L. Griffith & Son, Stratord,

Hay Carriers.
R. Dillon & Son, Oshawa.

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Pease Foundry Co., Toronto.

Hangers, Barn Door.
F. E. Myers & Bro., Ashland, Ohio.
Canada Steel Goods., Hamilton.
Richards-Wilcox Canadian Co., London.

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Thos. Birkett & Son, Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Montreal.
H. S. Howland Sons & Co., Toronto.
Wood, Vallance, Winnipeg.

Hardware, Pole Line.
Steel Company of Canada, Hamilton.

Hearth Suites.
Thos. Smart & Sons, Dudley, Eng.

Hardware, Wholesale.
Thos. Birkett & Son, Ottawa.
Caverhill Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kennedy Hardware Co., Toronto.
Mechanics' Supply Co., Que.
Miller Morse Hdwe. Co., Winnipeg.
Wood-Vallance, Winnipeg.

Hardware Specialties.
Norman F. Hines, Lakeland, Md.

Hinges, Butt.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago.
Montreal Hardware Mfg. Co., Ltd., Montreal.
Taylor Forbes Co., Guelph.

Hinges, Pivot.
Lawson Mfg. Co., Chicago.

Hinges, Strap and T.
Canada Steel Gods Co., Hamilton.
Montreal Hardware Mfg. Co., Ltd., Montreal.

Hinges, Screen Door.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago.
Taylor-Forbes Co., Guelph.

Hinges, Spring.
W. Newman & Sons, Birmingham, Eng.

Hoes.
Adamite Wheel & Mfg. Co., Hamilton.
C. S. Norcross & Sons, Bushnell, Ills.
Henderson & Richardson, Montreal.

Hooks, Cant.
Argall Bros., Three Rivers.
Thos. Pink, Pembroke.

Hooks, Grass.
E. C. Atkins & Co., Hamilton.

Hooks, Moulding.
Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Kitchen, Square Cornered, Screw.
Taylor-Forbes Co., Guelph.

Hooks—Coat and Hat.
Belleville Hdwe. & Lock Mfg. Co., Belleville.
James & Reid, Perth, Ont.
Taylor-Forbes Co., Guelph.

Hoops, Iron, Steel or Wire.
A. C. Leslie & Co., Montreal.
Laidlaw Bale Tie Co., Hamilton
Canada Steel Goods Co., Hamilton.

Holloware.
Clare Bros. & Co., Preston.
D. Moore Co., Ltd., Hamilton.
McClary Mfg. Co., London.

Holloware, Aluminum.
Northern Aluminum Co., Toronto.

Holloware, Enamelled or Tinned.
Solomon & Spielmann, Montreal.

House Colors.
Benjamin Moore & Co., Toronto.

House Numbers.
Hamilton Stamp & Stencil Works, Hamilton.

House Furnishings.
Climax Cleaner Co., Cleveland, Ohio.

Household Specialties.
Landers Frary & Clark, New Britain.

Horse Mowers.
Coldwell Lawn Mower Co., Newburgh, N.Y.
S. P. Townsend & Co., Orange, N.J.

Hotel Kitchen Equipment.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London .

Horse Specialties.
G. L. Griffith & Son, Stratford.

Horse Clipping Machines.
Chicago Flexible Shaft Co.
Thompson, B. & S. H., Montreal.

Horse Singers.
Collins Mfg. Co., Toronto.

Horseshoes and Nails.
Capewell Horse Nail Co., Toronto.
Steel Company of Canada, Hamilton.

Hot Water Bottles.
Landers, Frary & Clark, New Britain, Conn.

Ice Cream Freezers.
Wm. Cane & Sons, Newmarket.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
White Mountain Freezer Co., Nashua, N.H.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Jas. Morrison Brass Mfg. Co., Toronto.

Ingot Metals.
Canada Metal Co., Toronto.

Insecticides.
Sherwin-Williams Co., Montreal
Canada Paint Co., Montreal.

Iron.
A. C. Leslie & Co., Montreal.
Lewis Bros., Montreal.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Toronto.
M. & L. Samuel, Benjamin & Co., Toronto.
Miller Morse Hardware Co., Winnipeg.

Ironing and Bake Boards.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Stratford.

Iron Pipe.
Canadian Tube & Iron Co., Montreal.
Steel Co.. of Canada, Hamilton.

Irons, Tailors'.
Renfrew Electric Mfg. Co., Renfrew, Ont .

Iron Fencing.
Dennis Wire & Iron Works, London.

Iron Stairs.
Dennis Wire & Iron Works, London.

Jack Screws.
James Smart Mfg. Co., Brockville.

Jamb, Ling, Reinforced.
Lawson Mfg. Co., Chicago.

Japans.
The Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Toronto.

Japanned Ware.
McClary Mfg. Co., London.
E. T. Wright Co., Hamilton.

Jointers.
R. Dillon & Son, Oshawa.

Joist Hangers.
Taylor-Forbes Co,. Guelph.

Jute Goods.
Scythes & Co., Ltd., Toronto.

Kalsomine.
The Alabastine Co., Paris.
A. Ramsay & Sons, Montreal.
Moore, Benjamin Co., Toronto.

Knife Polish.
John Oakey & Sons, London, Eng.

Knives.
Jas. Hutton & Co., Montreal.
Dorken Bros. & Co., Montreal.
N. Kastor, Obligs.
T. Mortimer, Toronto.
A. Williams, Sheffield.

Knife Sharpeners.
Carborundum Co., Niagara Falls.

Knives, Corn.
E. C. Atkins & Co., Hamilton.

Knives, Machine.
E. C. Atkins & Co., Hamilton.

Ladders.
F. E. Myers & Bro., Ashland, O.
McFarlane Ladder Co., Toronto.
Richards-Wilcox Canadian Co., London.
Otterville Mfg. Co., Otterville.
Stratford Mfg. Co., Stratford.

Ladders, Extension.
McFarlane Ladder Co., Toronto.
Stratford Mfg. Co., Stratford.

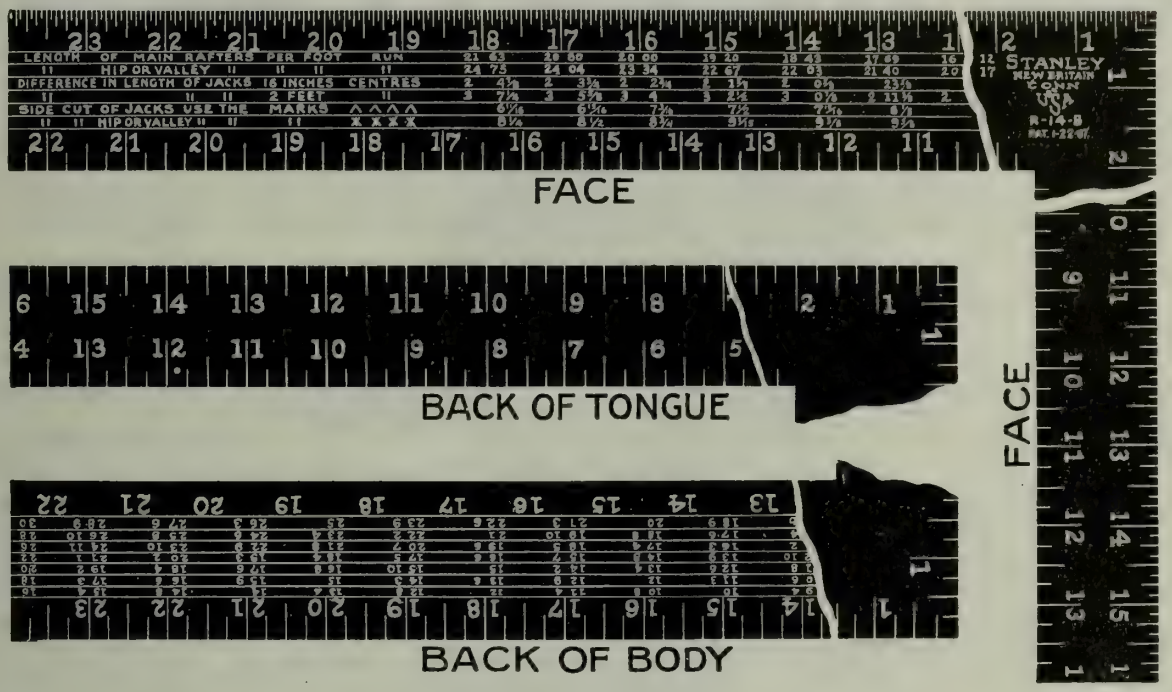
Ladders, Step.
J. E. Beauchamp & Co., Montreal.
McFarlane Ladder Co., Toronto.
N. Kastor ,Obligs.
Otterville Mfg. Co., Otterville. Ont.
Stratford Mfg. Co., Stratford,

Lacrosse Sticks.
J. E. Beachamp & Co., Montreal, Que.

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Austrian Import Co., Montreal.
Taylor, Thompson, Toronto.

Lamp Wick.
Hamilton Cotton Co., Hamilton.

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A New Stanley Line

Stanley Steel Squares are made with the same careful attention to detail and the same high quality of material and workmanship as distinguishes all STANLEY TOOLS.

Every Square is weldless, or, in other words, made from **one** piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

They can be furnished in a number of different styles and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY NEW BRITAIN CONN USA appears on the face of all numbers.

Send for special circular containing complete description.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
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McClary Mfg. Co., London.

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Ontario Lantern & Lamp Co, Hamilton, Ont.

Lanterns.
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Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Wright, E. T., & Co., Hamilton.

Lanterns, Railroad.
Ontario Lantern & Lamp Co., Hamilton, Ont.

Lawn Rakes.
Adamite Wheel & Mfg. Co., Hamilton.

Lawn Mowers.
Coldwell Lawn Mower Co., Newburgh, N.Y.
Clipper Lawn Mower Co., Dixon, Ills.

Label Holders.
The Novelty Mfg. Co., Waterbury, Conn.

Lashes.
Hamilton Whip Co., Hamilton.

Latches.
Richards-Wilcox Canadian Co., London.
Taylor-Forbes Co., Guelph.

Latches, Barn Door.
R. Dillon & Son, Oshawa.

Latches, Cylinder Night.
Belleville Hdwe. & Lock Mfg. Co., Belleville.

Latches, Wrought Door.
Montreal Hardware Mfg. Co., Ltd., Montreal.

Lavatories.
Lavatories Co., Toronto.

Lawn Fencing.
The B. Greening Wire Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville.

Lawn Furniture.
Dennis Wire & Iron Works Co., London.
The Montreal Sales Co., Montreal.
Stratford Mfg. Co., Stratford.

Lawn Mowers.
Maxwell, D. & Sons, St. Mary's, Ont.
Smart, Jas., Mfg. Co., Brockville, Ont.
Taylor-Forbes Mfg. Co., Galt.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Mowers, Hand and Horse.
S. P. Townsend & Co., Orange, N.J.

Lawn Rollers.
London Foundry Co., London.

Lawn Seats.
Canadian Buffalo Sled Co., Preston.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Canadian Buffalo Sled Co., Preston.
Montreal Sales Co., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lead, Pig.
Canada Metal Co., Toronto.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Can., Hamilton.

Lead Products.
B. & S. H. Thompson Co., Montreal.

Lead, Red.
Lowe Bros., Toronto.

Leather Soles and Top Pieces, Men's.
Beardmore & Co., Toronto.

Levels.
Henry Disston & Sons, Philadelphia.
Edward Preston & Sons, Birmingham.
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Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Evered & Co., Birmingham, Eng.

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MacLaren & Co., Merrickville.

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The Alabastine Co., Paris.

Linoleum.
Dominion Oilcloth Co., Montreal.

Linseed Oil.
Canada Paint Co., Montreal, Que.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Cleveland, Ohio.

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H. Boker, Remschied.
Belleville Hardware & Lock Co., Belleville.
May & Padmore, Birmingham.
Peterboro Lock Mfg. Co., Peterboro.
Taylor-Forbes Co., Guelph.

Lockers.
Canada Wire Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Works, London.

Lockers, Metal Wardrobe.
Dennis Wire & Iron Works, London.

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Landers Frary & Clark, New Britain, Conn.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Machines, Printing.
Spramotor Co., London.

Machines, Small.
Goodell-Pratt Co., Greenfield, Mass.

Machinists' Supplies.
Mechanics' Supply Co., Que.

Machine Screws.
The Progressive Mfg. Co., Torrington, Conn.

Mail Boxes.
J. E. Beauchamp Co., Montreal.

Mangles.
Cummer-Dowswell Ltd, Hamilton.
Taylor-Forbes Co., Guelph.

Manicure Stands.
Honer & Grimm, Spaichingen, Germany.

Mantels.
The Barton Netting Co., Windsor.
The Winnipeg Paint and Glass Co., Winnipeg.

Manufacturers' Agents.
Henderson & Richardson, Montreal.
H. E. Johnson, Toronto.

Marine Finishes.
The Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.

Mats.
Meakins & Sons, Hamilton.

Mats, Door.
Canada Wire Iron Goods Co., Hamilton.

Mattings, Flexible Steel Wire and Wood.
Kuhne-Anderton Co., Port Hope.

Meat Choppers.
Landers, Frary & Clark, New Britain, Conn.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Sheet Metal Products Co., Toronto.
Thompson, B. & S. H. & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Metal Benders.
The Steel Bending Brake Works, Chatham.

Metal Ceilings.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
McFarlane Douglas Co., Ltd., Ottawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Garages.
Metal Shingle & Siding Co., Preston.

Metal Labels.
Hamilton Stamp & Stencil Co., Hamilton.

Metal Lath.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.

Metal, Monel.
International Nickel Co., N.Y.

Metal Polish, Emery Cloth, etc.
John Oakey & Sons, London.

Metal Shingles, Siding, Etc.
Metal Shingle and Siding Co., Preston.
Metallic Roofing Co., Toronto.
McFarlane, Douglas Co., Ottawa.
Winnipeg Ceiling and Roofing Co., Winnipeg.

Metal Store Fronts.
Consolidated Plate Glass Co., Toronto.
Dennis Wire & Iron Co., London.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers.
L. S. Starrett Co., Athol, Mass.

Milk Bottle Carriers & Racks.
Atlas Mfg. Co., New Haven, Conn.

Mining Screen.
The B. Greening Wire Co., Hamilton.

Mirrors.
The Consolidated Plate Glass Co., Toronto.

Mitre Boxes.
Smith & Hemenway, N.Y.
Stanley Rule & Level Co., New Britain, Conn.

Mixers, Concrete.
Aylmer Pump & Scale Co., Aylmer.

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Canada Steel Goods Co., Hamilton.

Mops, Self-Wringing.
White Mop Wringer Co., Faltonville, N.Y.

Mops, Oil.
Clements Mfg. Co. Ltd., Toronto

Mops, Polishing.
Channell Chemical Co., Toronto.

Motor Boat Supplies.
Canadian Fairbanks-Morse Co., Montreal.

Motor Boat Silencers.
The Maxim Silencer Co., Hartford, Conn.

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The Bown Mfg. Co., Birmingham, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Wolfruna Engineering Co., London, Eng.

Motor Cycle Silencers.
Maxim Silencer Co., Hartford, Conn.

Nails, Cut.
Steel Co. of Canada, Hamilton.

Nails, Horse.
The Capewell Horse Nail Co., Toronto.
The Steel Co. of Canada, Hamilton.

Nail Pullers.
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway, New York.

Nail Sets.
Ford Auger Bit Co., Holyoke, Mass.
Goodell, Pratt Co., Greenfield, Mass.

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Canadian Tube & Iron Co., Montreal.
H. S. Howland Sons & Co., Ltd., Toronto.
Laidlaw Bale Tile Co., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

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Scythes & Co., Toronto.

Netting, Fence and Poultry.
Western Wire & Nail Co., London.

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Honer & Grimm, Spaichingen, Ger.

Nutcracks.
Coneys, Ltd., Birmingham, E.

Nuts.
Canadian Tube & Iron Co., Montreal.
McFarlane Ladder Co., Toronto.

Name Plates.
Hamilton Stamp & Stencil Co.

Neckyokes.
Lachute Shuttle Co., Lachute Mills, P.Q.
J. H. Still Mfg. Co., Tt. Thomas

Netting, Fox and Poultry.
John Lysaght, Ltd., Montreal.

Nickelware.
Landers Frary & Clark, New Britain, Conn.

Nickel Salts.
International Nickel Co., New York, N.Y.

Nickel, Pure Metallic.
International Nickel Co., New York, N.Y.

Nipples, Black and Galvanized.
The Canadian Tube and Iron Co., Ltd., Montreal.

Nickel, Silver Spoons, Forks, Knives.
Toronto Silver Plate Co., Toronto.

Oakum.
Canada Metal Co., Toronto.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
Wright, E. T. & Co., Hamilton, Ont.

Oilcloth, Floor, Table and Enamelled.
Dominion Oilcloth Co., Toronto

Oil Stones.
The Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
The James Stewart Mfg. Co., Woodstock.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

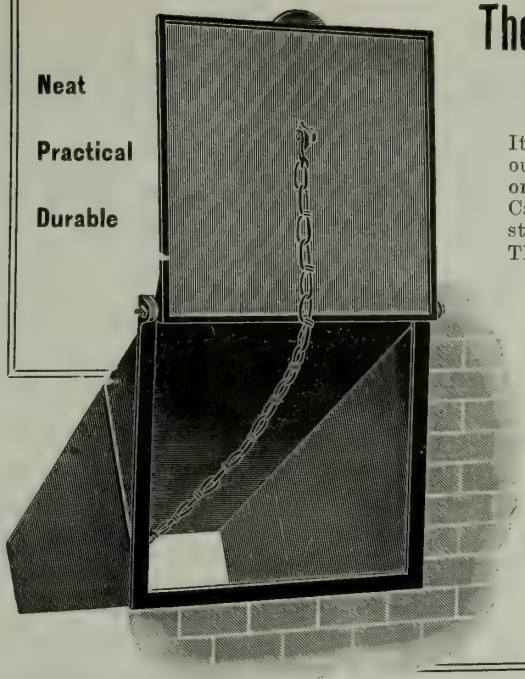
THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

Neat

Practical

Durable



The "BEST" Fuel Chute

IS PROVING A GOOD SELLER WITH LEADING DEALERS EVERYWHERE

It sets flush with the wall, on the outside of building and is 28 in. long on top. The Frame and Door are Cast Iron, the tube is made of No. 16 steel.

The cover is held open by the hook on the door engaging with the hook on top of frame; the door opening up protects the siding of the house. The "Best" has a flange overlapping the top of door, thus preventing the rain from running down the Chute and rusting it out.

Write for prices and full particulars.

Sterling Foundry Co.

STERLING, ILLINOIS

EVERY RETAILER In Saskatchewan

should attend the Annual Convention of the Saskatchewan Branch of the Retail Merchants' Association of Canada, Inc., to be held in

Moose Jaw, March 23, 24, 25.

Keep the date open, and make it a point to be present.

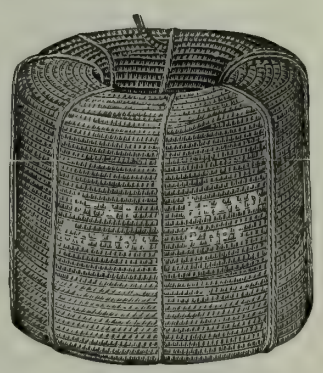
There are 1,200 Retail Merchants in this Province working in co-operation for the good of the Retail Trade. Help swell the number.

Convention rates over all lines, and a hearty invitation from the City of MOOSE JAW.

Remember the dates—March 23, 24, 25.

Let us work in unity, for in co-operation lies our strength.

For further particulars apply to F. E. Raymond, Secretary, Saskatchewan Provincial Board, Box 475, Saskatoon.



TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

COLLINS

IMPROVED AUTOMATIC COMPRESSED AIR

SPRAYER

Four operations with one handle



The sprayer holds one-third more than any other.

Couplers are made of brass, and the cylinder is absolutely non - leakable.

Valve cannot blow out and is so simple that it cannot get out of order.

It will be to your interest to get particulars on this quick seller.

The Collins Manufacturing Co.

413-415 Symington Ave.

Toronto, Ont.

The Long Green Lasting

Has the strength, the body and the consistency that are essential to re-orders

There are paints and paints — but "Bronzite" is the green that is different—it lasts, it wears and holds its color.



We make a specialty of our green — give it nearly all our time and attention — been experimenting, testing, proving and bettering it for ten years and more.

A test of this paint under actual working conditions is all that is needed to prove its exceptional merits.

Write for color cards and particulars.

Used on all work where a green paint is needed.

Colonial Works Inc.

225-237 Norman Ave.

Brooklyn, N. Y.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire Iron Co., London, Ont.

Ornamental Lawn Fencing and Gates.
McGregor-Banwell Fence Co., Walkerville.

Ovens, Gas.
Collins Mfg. Co., Toronto.

Oxides.
Canada Paint Co., Ltd., Montreal.

Packing Rubber.
Gutta Percha & Rubber Mfg. Co., Toronto.

Pails.
Wm. Cane & Sons Co., Newmarket.

Pail Clasps.
Acme Steel Goods Co., Chicago.

Paints, Oils, Varnishes, Glass.
Berry Bros., Walkerville.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Company, Toronto, Ont.
Lowe Bros., Toronto.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ramsay & Son, Montreal.
Solomon & Spielmann, Montreal.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co. Winnipeg
Winnipeg Paint and Glass Co., Winnipeg.

Paint, Cement.
Lowe Bros., Toronto.
Martin-Senour Co., Montreal.

Paint, Cold Water.
Spramotor Co., London.

Paint, Concrete.
Lowe Bros., Toronto.

Paint and Varnish Removers.
Imperial Varnish & Color Co., Toronto.
A. Ramsay & Son, Montreal.

Panic Bolts.
W. Newman & Sons, Birmingham, Eng.

Paper.
The Carborundum Co., Niagara Falls, N.Y.
Walter Woods & Co., Hamilton.

Paper Bags and Twines.
Walter Woods & Co., Hamilton.

Paper, Tarred.
Canadian Supply & Contracting Co., Toronto.

Paper, Waterproof, Insulating.
Canadian Supply & Contracting Co., Toronto.

Paper, Waxed.
British American Wax Paper Co., Toronto.

Peavies.
Argall Bros., Three Rivers, Que.

Percolators.
Landers Frary & Clark, New Britain.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Picture Cord.
Andrew B. Hendryx Co., New Haven, Conn.

Pierced Ware.
E. T. Wright Co., Hamilton.

Pig Iron.
Dominion Iron & Steel Co., Sydney, N.B.
A. C. Leslie & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.
Steel Co. of Canada, Hamilton.

Pike Poles.
J. H. Still Mfg. Co., St. Thomas.

Pipe Fitters' Tools.
Jas. Morrison Brass Mfg. Co., Toronto.

Pipe, Sewer and Drain.
Hamilton & Toronto Sewer Pipe Co., Hamilton.

Pipe Wrenches.
Trimont Mfg. Co., Woxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Montreal.
Steel Co. of Canada, Hamilton.

Pistols.
Hall & Cross, London, Eng.

Plane Irons.
Buck Bros., Milbury, Mass.

Planes.
Buckeye Saw Vise Co., Cleveland.

Planes, Wood.
The Chapin Stephens Co., Pine Meadow, Conn.

Plaster, Land.
The Alabastine Co., Paris.

Plaster of Paris.
The Alabastine Co., Paris.

Plated Ware, Flat and Hollow Ware.
McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.
Oneida Community, Oneida, N.Y.
Toronto Silver Plate Co., Toronto.

Plate Washers.
London Rolling Mills Co., London.

Plates, Structural Steel.
Wrought Washer Co., Milwaukee, Wis.

Pliers.
H. Boker, Remschied.
Bridgeport Hdw. Mfg. Co., Bridgeport.
Dorken Bros., Montreal.
Smith & Hemenway, New York.

Plows, Grading.
Meaford Wheelbarrow Co., Meaford.

Plumbs. Levels.
The Chapin Stephens Co., Pine Meadow, Conn.

Plumbers' Brass Goods.
Landers Frary & Clark, New Britain, Conn.

Plumbing Supplies.
Canada Metal Co., Toronto.
Mechanics' Supply Co., Que.
James Morrison Brass Mfg. Co., Toronto.

Pneumatic Water Supply Systems.
The Heller Aller Co., Windsor.

Poultry Netting.
B. Greening Wire Co., Hamilton.
John Lysaght, Montreal.

Post Hole Augers.
Otterville Mfg. Co., Otterville, Ont.

Post Hole Diggers.
Otterville Mfg. Co., Otterville.

Polish, Furniture.
Channell Chemical Co., Toronto.

Presses, Hand and Power.
The Brown Boggs Co., Ltd., Hamilton.

Poultry Yard Appliances.
Collins Mfg. Co., Toronto.

Pulleys.
R. Dillon & Son, Oshawa.
Fulton Iron Works, Detroit.
Taylor-Forbes Co., Guelph.

Pruning Shears.
J. Wiss & Son Co., Newark, N.J.

Pruners.
B. & S. H. Thompson Co., Montreal.

Pumps.
Aylmer Pump & Scale Co., Aylmer.
Heller-Aller Co., Windsor.
R. McDougall Co., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, House, Spray, Brass.
R. McDougall Co., Galt.

Pumps, Power.
Canadian Fairbanks-Morse Co., Montreal.

Pump—Self-Measuring.
S. F. Bowser & Co., Toronto.

Punches.
H. Boker, Remschied.

Putty.
A Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Steel Co. of Canada, Hamilton.

Putty Knives.
Bridgeport Hdwe. Mfg. Co., Bridgeport.

Quilting Frame Clamps.
Taylor-Forbes Co., Guelph.

Railings, Iron and Bronze.
Dennis Wire & Iron Works Co., London.

Radiators.
Clare Bros. & Co., Preston.
Gurney Foundry Co., Toronto.
Pease Fdy. Co., Toronto.
Renfrew Electric Co., Renfrew.
Taylor-Forbes Co., Guelph.

Rakes, Lawn.
J. H. Still Mfg. Co., St. Thomas.

Rakes, Wood, Hay.
J. H. Still Mfg. Co., St. Thomas.

Ramsdell Inverted Gas Lamps.
The Novelty Mfg. Co., Waterbury, Conn.

Ranges.
Burrow Stewart & Milne Co., Hamilton.
Galt Stove & Furnace Co., Galt.
Kir-Ben, Ltd., Almonte.
Supreme Heating Co., Welland.

Range Boilers.
Davidson, Thos., Mfg. Co., Montreal.

Ranges, Wood and Coal.
Gurney Fdy. Co., Toronto.
D. Moore Co., Hamilton.

Ratchet Screw Drivers.
North Bros., Philadelphia.

Razors.
Geo. Butler & Co., Sheffield, Eng.
Ern Razor Co., Montreal.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
McFarlane, A., & Co., Montreal.
Solomon & Spielmann, Montreal
Wiss, J., & Sons Co., Newark, N.J.
Whites, Ltd., Collingwood.

Razor Blades.
Schramberger Uhrfedernfabrik, Schramberg, Germany.
Solomon & Spielmann, Montreal

Razor Strops.
Carborundum Co., Niagara Falls, N.Y.
Wiss, J. & Sons Co., Newark, N.J.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines.

Refrigerators.
Lewis Bros., Montreal.
McClary Mfg. Co., London.
Jas. Smart Mfg. Co., Brockville.

Refrigerators, Steel.
Ltd., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson Harold Co., Paris.
James Smart Mfg. Co., Brockville, Ont.

Registers.
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. & Co., Preston.
Gurney Foundry Co., Toronto.
Kir-Ben, Ltd., Almonte.
Canadian Heating & Ventilating Co., Owen Sound.
Pease Fdy. Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock.

Revolvers.
Iver Johnson Arms & Cycle Wks., Fitchburg, Mass.

Rifles.
Whites Ltd., Collingwood.

Rifles (Military and Sporting).
Ross Rifle Co., Quebec, Que.

Rings, Hitching.
Montreal Hdwe. Mfg. Co., Montreal.

Rivets.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Northern Bolt & Screw Co.
Parmenter & Bulloch Co., Gananoque.
Progressive Mfg. Co., Torrington, Conn.
P. L. Robertson Mfg. Co., Milton.
The Steel Co. of Canada, Hamilton.

Rivets, Iron, Copper and Brass.
P. L. Robertson Mfg. Co., Milton.

Rivets (Tinners'), Boilers. and Structural Steel.
Canadian Tube & Iron Co., Montreal.

Roofing.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Roofing (Prepared).
Brantford Roofing Co., Brantford.
Barber Asphalt Co., Philadelphia.
Canadian Supply & Contracting Co., Toronto.
H. S. Howland, Sons & Co., Ltd., Toronto.
Lewis Bros., Ltd., Montreal.
Metal Shingle & Siding Co., Preston.
Alex. McArthur & Co., Montreal.
Paterson Mfg. Co., Toronto.
Walkerville Roofing Co., Walkerville.
Whites Ltd., Collingwood.

Roofing, Asphalt, Rubber.
Walkerville Roofing Mfg. Co., Walkerville.

Roof and Barn Paints.
Benjamin Moore & Co., Toronto.

Roof Coatings and Paints.
Canadian Supply & Contracting Co., Toronto.
Walkerville Roofing Co., Walkerville.

Roofing, Corrugated Iron.
Wheeler & Bain, Toronto.

Roof Paints and Cement.
Brantford Roofing Co., Ltd., Brantford.

Roofing Supplies.
McFarlane Douglas Co., Ottawa.
E. T. Wright & Co., Hamilton.

Roofing, Slate Felt, Gravel.
Walkerville Roofing Co., Walkerville.

Rolls, Rubber Covered.
American Wringer Co., New York.

Rolls, Rubber.
American Wringer Co., New York.

Rope.
Plymouth Cordage Co., N. Plymouth, Mass.

Rope Ties and Traces.
G. L. Griffith & Son, Stratford.

Special Offer on "Universal" Food Choppers



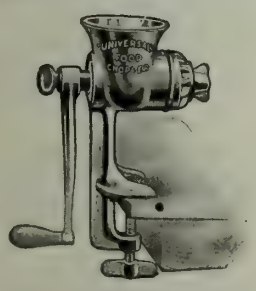
No. 76. "Universal" Aluminum Percolator.



No. 200. "Universal" Tea Ball Tea Pot.



No. 4. "Universal" Bread Maker.

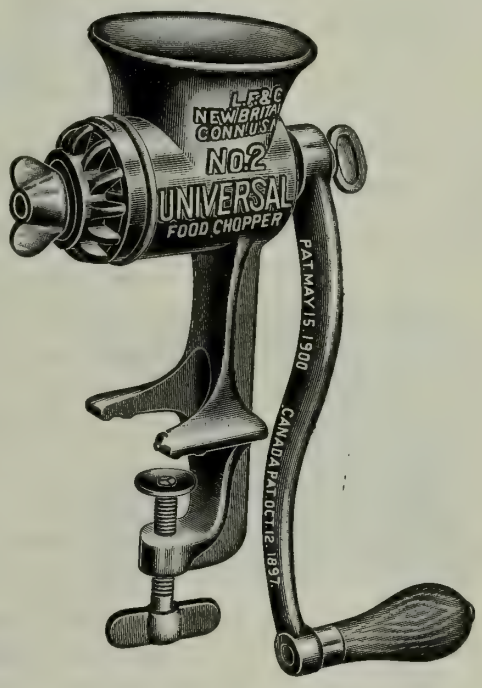


No. 2. "Universal" Food Chopper.

WE BELIEVE by featuring "Universal" Food Choppers—making a big display of quantity in windows and in conspicuous places in the store—any retail dealer can greatly increase his Food Chopper business and dispose of at least six dozen in a comparatively short time.

WE BELIEVE if hardware merchants knew the merits of the "Universal" Bread Maker, Food Chopper, Percolator and Tea Ball Tea Pot by personal use in their homes the business on all of these items would be materially increased to their advantage and to ours.

THEREFORE, in order to prove these two great theories we will send, without charge, for the personal use of any retail dealer who will place an order for six dozen "Universal" Food Choppers to be shipped by his jobber before April 15th, the four "Universal" Home Needs shown at the left.



Selling Points

The "UNIVERSAL" Food Chopper is the original and only genuine shear-cutting, self-sharpening and self-cleaning food chopper. It is beautifully tinned—looks bright and sanitary and appeals to the purchaser. The "UNIVERSAL" Food Chopper has been consistently advertised in woman's magazines for 15 years—best known and easiest to sell.

Knowledge is Power—The Power to sell goods.

Opportunity knocks but once—This is yours—Grasp it now.

For further details, ask the the first salesman that calls.

Write to your jobber or write direct to us.

Landers, Frary & Clark

UNIVERSAL

New Britain, Conn., U.S.A.

UNIVERSAL

Rubber Goods.
Gutta Percha & Rubber Co., Toronto.

Rubber Supplies.
Gutta Percha & Rubber Mfg. Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Sheffield.
Lufkin Rule Co., Windsor.
John Rabone & Son, Birmingham.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Flexifold.
Chapin Stephens Co., Pine Meadow, Conn.

Rules, Ivory and Boxwood.
Chapin Stephens Co., Pine Meadow, Conn.

Rules, Steel.
Jas. Chesterman & Son, Sheffield, Eng.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rules, Wood.
Lufkin Rule Co., Windsor.

Rules, Folding.
J. Rabone & Sons, Birmingham, Eng.
Edward Preston & Sons, Birmingham, Eng.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Taylor-Forbes Co., Guelph.

Sap Spouts and Buckets.
Taylor-Forbes Co., Guelph.

Sad Irons, Gasoline.
Taylor-Forbes Co., Guelph.

Sanitary Closets.
Earl Construction Co., Athens.

Sash Fasteners.
Belleville Hdwe. & Lock Mfg. Co., Belleville, Ont.

Sash Weights, Lead.
Canada Metal Co., Toronto.

Safety Razors.
Johnathan Crookes & Co., Sheffield.
Solomon & Spielmann, Montreal

Saws.
Wm. Atkins & Co., Sheffield, Eng.
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Simonds Canada Saw Co., Montreal.

Saw Vise, Folding.
Buckeye Saw Vise Co., Cleveland.

Saw Clamps.
E. C. Atkins & Co., Indianapolis, Ind.

Saws, Band and Circular.
Henry Disston & Sons, Philadelphia.

Saws, Coping.
Bridgeport Hdwe. Mfg. Co., Bridgeport.

Saws, Keyhole.
Bridgeport Hdwe. Mfg. Co., Bridgeport.

Saws, Hack.
Millers Falls Co., Millers Falls, Mass.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.

Saw Sets.
R. Dillon & Son, Oshawa.
Taylor-Forbes Co., Guelph.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow Stewart & Milne Co., Hamilton.
Canadian Fairbanks-Morse Co., Montreal.
Geo. Salter & Co., West Bromwich, Eng.

Scales, Machinists'.
Lufkin Rule Co., Windsor.

School Furniture.
James Smart Mfg. Co., Brockville, Ont.

School Heaters.
Pease Fdy. Co., Toronto.

Scissors.
Geo. Butler & Co., Sheffield, Eng.

Screens.
Canada Wire & Iron Goods Co., Hamilton.

Screens, Fire.
Thos. Smart & Sons, Dudley, Eng.

Screen Door Hardware.
Fernald Mfg. Co., North East, Pa.

Screen Door Spring Hinges.
Lawson Mfg. Co., Chicago, Ill.

Screen Door Sets.
Fernald Mfg. Co., North East, Pa.
Stanley Works, New Britain, Conn.
Watrous Mfg. Co., Des Moines, Iowa.

Screening, Rolled.
The B. Greening Wire Co., Hamilton.

Screws, Nuts, Bolts.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Northern Bolt & Screw Co., Owen Sound.
P. L. Robertson Mfg. Co., Milton.
The Steel Co., of Can., Hamilton.

Screws, Bench and Jack.
Taylor-Forbes Co., Guelph.

Screw Socket Head.
P. L. Robertson Mfg. Co., Milton.

Screw and Strap Hinges.
Montreal Hardware Mfg. Co., Ltd.

Seats, Garden.
Stratford Mfg. Co., Stratford.

Screws, Machine.
Steel Co. of Canada, Hamilton.

Screw Drivers.
H. Boker, Remschied.
Bridgeport Hdwe. Mfg. Co., Bridgeport.
Stanley Rule & Level Co., New Britain, Conn.
Robt. Sorbey & Sons, Sheffield, Eng.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
Ford Auger Bit Co., Holyoke, Mass.

Shades (Electric).
Ontario Lantern & Lamp Co., Hamilton.

Shaving Sets, Metal.
Honer & Grimm, Spaichingen, Germany.

Sheathings.
Alex. McArthur & Co., Montreal.

Shears, Scissors.
Fulton Iron Works, Detroit.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Sheathing Papers.
Brantford Roofing Co., Brantford.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shearing Machines.
Brown Boggs Co., Hamilton.

Sheathing Basis, Sized.
Canadian Supply & Contracting Co., Toronto.

Shears, Sheep.
H. Boker, Remschied.

Shelf Hardware.
Whites Ltd., Collingwood, Ont.
Thos. Birkett & Son, Ottawa.

Shelf Ladders.
Richards-Wilcox Can. Co., London.

Shellac.
Berry Bros., Walkerville.
Imperial Varnish Co., Toronto.
Lowe Bros., Toronto.
A. Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto.

Shelving.
Cameron & Campbell, Toronto.
Walker Bin & Store Fixture Co., Berlin.

Sheep Shearing Machines.
Chicago Flexible Shaft, Chicago.
B. & S. H. Thompson Co., Montreal.

Shot.
The Steel Co. of Can., Ltd., Hamilton.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.

Shingles.
Brantford Roofing Co., Brantford.

Shingles, Asphalt, Slate.
Walkerville Roofing Co., Walkerville.

Show Cases.
Walker Bin & Store Fixture Co., Berlin.

Shovels, Snow.
Canadian Buffalo Sled Co., Preston.

Singletree Irons.
MacLeod Mfg. Co., Hamilton.

Skirt Boards.
McFarlane Ladder Works, Toronto.

Skates.
Dorken Bros. & Co., Montreal.

Skates, Roller.
Montreal Sales Co., Montreal.

Skylights.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Skylights, Metal.
Winnipeg Ceiling and Roofing Co., Winnipeg.

Sheet Metal Working Machinery.
The Steel Bending Brake Works, Chatham.

Sieves and Screens.
Canada Wire & Iron Goods Co., Hamilton.
B. Greening Wire Co., Hamilton.

Silverware.
Caverhill, Learmont & Co., Montreal.
McGlashan, Clarke Co., Niagara Falls, Ont.
Toronto Silver Plate Co., Toronto.

Singletree Safety Hooks and Clips.
The MacLeod Mfg. Co., Hamilton.

Sink Strainers.
Andrews Wire Works of Canada, Ltd., Watford.

Sleds.
Canadian Buffalo Sled Co., Preston.

Sledges, Blacksmiths', Stone, Coal, Horseshoers'.
Taylor-Forbes Co., Guelph.

Slings.
R. Dillon & Son, Oshawa.

Solder.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
McClary Mfg. Co., London.
Alonzo W. Spooner Co., Port Hope.

Soldering Compound.
Tallman Brass & Metal Co., Hamilton.
Auto Controller Co., London, Eng.

Soldering Fulx.
Auto Controller Co., Bermondsey, Eng.

Soldering Paste.
Canada Metal Co., Toronto.

Speed Cones.
Aylmer Pump & Scale Co., Aylmer.

Spikes.
Steel Co. of Canada, Hamilton.

Sponges.
Sanderson Pearcy & Co., Toronto.

Spark Plugs.
The V. Ray Co., Marshalltown, Ia.

Spoons, Forks, Knives, Etc.
Montreal Sales Co., Montreal.
Toronto Silver Plate Co., Ltd., Toronto.

Sporting Goods.
Caverhill, Learmont Co., Montreal.
H. S. Howland, Sons & Co.
Lewis Bros., Montreal.
Wood, Vallance, Ltd., Winnipeg.

Sprays, Bath and Lawn.
The Novelty Mfg. Co., Waterbury, Conn.

Sprayers.
Cavers Bros., Galt, Ont.
Collins Mfg. Co., Toronto.
Davidson, Thos., Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Spramotor Co., The London.
Wright & Co., E. T., Hamilton.

Spramotors.
The Spramotor Co., London.

Sprayers, Automatic.
Cavers Bros., Galt.

Sprayers, Automatic, Compressed Air.
Cavers Bros., Galt.

Spray Pumps.
Spramotor Co., London.

Spring Hinges, Floor, Door.
Chicago Spring Butt Co., Chicago.

Spring Hinges.
Chicago Spring Butt Co., Chicago.
Fernald Mfg. Co., North East, Pa.

Sprinklers, Lawn.
Central Brass & Stamping Co., Peoria, Ill.
Taylor-Forbes Co., Guelph.

Stable Fittings.
Dennis Wire & Iron Works, London.

Stains.
Berry Bros. ,Walkerville.
Brandram - Henderson, Ltd., Montreal, Que.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Lowe Bros., Toronto.
Martin Senour Co. Montreal.
A. Ramsay & Son., Montreal.
Sherwin-Williams Co., Montreal.
Sanderson Pearcy Co., Toronto.
Ronuk Ltd., Toronto.

Stains, Shingle.
Imperial Varnish & Color Co.
Martin-Senour Co., Montreal.

Stains, Wood.
The Glidden Varnish Co., Toronto.

Stamps, Rubber.
Hamilton Stamp & Stencil Co., Hamilton.

Stamped Ware.
E. T. Wright Co., Hamilton.

Staples—Fence.
B. Greening Wire Co., Hamilton.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

Steam Specialties.
Jas. Morrison Brass Mfg. Co., Toronto.

Steamfitters' Supplies.
Pease Fdy. Co., Toronto.

Steel.
M. & L. Samuel Benjamin Co., Toronto.

IN THE SPRING

the attention of owners and builders turns to Building Materials. Metal is recognized as a leader for all classes of work.

Western Canadian Hardwaremen have a service right at their doors that is being operated exclusively for them. When you want

Metal Ceilings, Metal Shingles, Metal Sidings
Corrugated Iron, Eavestrough
Conductor Pipe, Skylights, Cornices, Ventilators

As well as Galvanized Iron, Black Iron, Canada Plate or Tin Plate

Send your order to the place from which you know you will get not only good materials but quick service. Our dealers are making money, because they do not have to make excuses for delays, and their customers know they get goods from them quickly.

How much more of this business can you get? We can help you increase your sales in these lines.

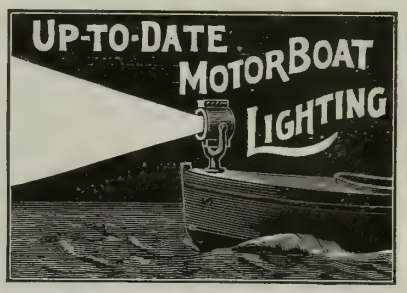
Winnipeg Ceiling & Roofing Co., Ltd.

P.O. Box 2186-H WINNIPEG, MAN.

CALGARY:
Sheet Metal Manufacturing Co., Ltd.

EDMONTON:
Edmonton Metal Works, Limited

HENRICKS' Magnetos and Lighting Outfits

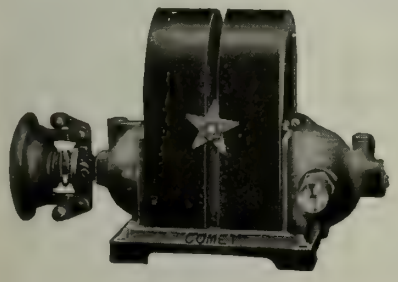


WILL MAKE MONEY FOR YOU.
OVER 50,000 IN USE.

Sell them on the engines you sell, and to go on all the engines in your territory. Sell lighting outfits for motor boats and automobiles.

Note This:

For every one of these magnetos you sell, you will make as *large* a *profit* as you would from selling 200 dry cells and your customers will be better satisfied.



Fully Guaranteed. Write for Particulars.

HENRICKS NOVELTY CO.

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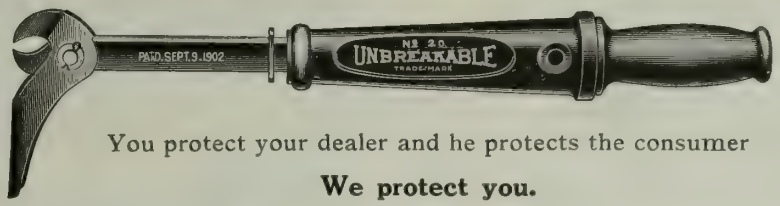
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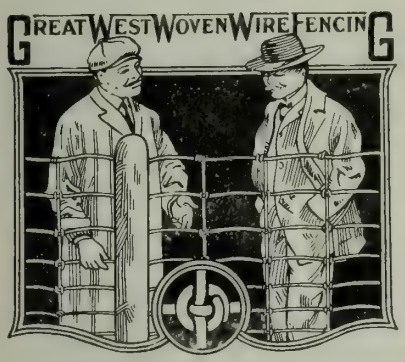
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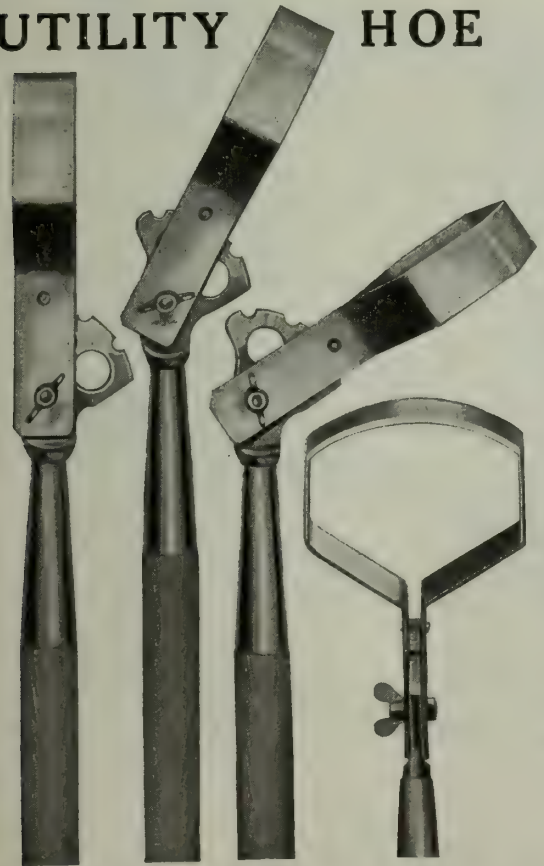
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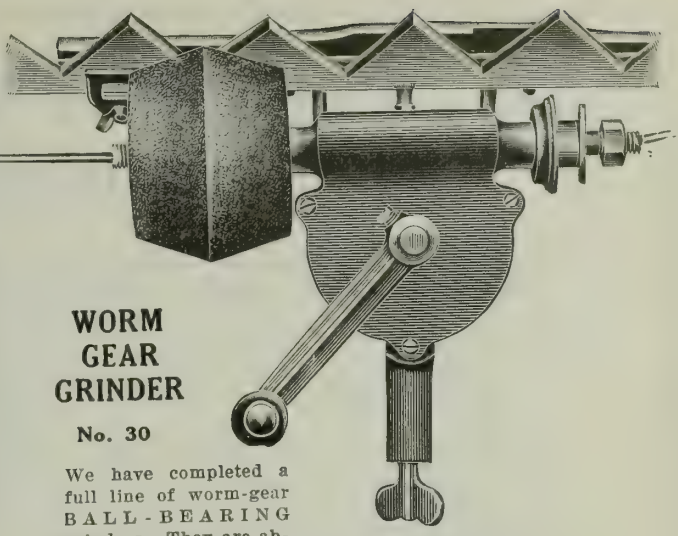
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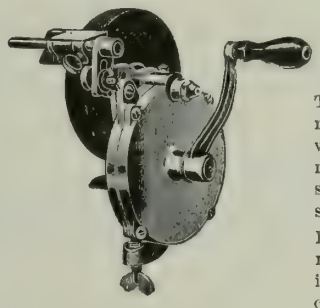


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¶ Everything in this world is largely attitude of mind. No day is beautiful to the man who has indigestion or who has spent the night before at a 'smoker.'

¶ If we radiate good health and good cheer we will get these things back in return. Good humor, courtesy and kindness, pay splendid dividends—and a good long while ago someone said: "As ye sow, so shall ye also reap." This is a fact in Nature, and while we are not indebted to any book or particular individual for this fact, it is, however, a truth which we oftentimes overlook.

¶ A grouch begets a grouch. If a man thinks failure, talks failure, contemplates failure, fears failure, then, verily, failure is on the wing and the spiders are weaving their webs over the door of this man's success. These things constitute what is known as personality, and personality is experience and observation put through a refining process. People with splendid and magnetic personalities have little to say about headaches, indigestion, tonsilitis and appendicitis, because these do not constitute personal magnetism.

¶ The generally accepted theory among intelligent folks nowadays is that a large per cent. of sickness is the result of a large per cent. of foolishness—and people not being anxious to advertise the fact that they have been foolish, silly or indiscreet, say very little about their aches and ills.

¶ If a man sets out in life to accomplish certain things and is willing to sacrifice enough to accomplish his particular purpose, there is hardly any probability that his ambitions will be defeated—unless he should come in contact with a street car or a benzine buggy—and so it is a fact that **we get back just about what we give.**

¶ If we assume an attitude of grief and despair, and carry our troubles, domestic or otherwise, to the office, tell our co-workers about our sleepless night, tell our troubles and ailments to our friends, discuss the latest death with our customers, rehearse the sickness of the community, then we naturally put a clog in the affairs of the day; in other words, we have cut off the power and our business gets indigestion, and if this is kept up sufficiently long, we are sent to the hospital and our business is turned over to our creditors.

¶ If we become excited and angry over the little affairs of the day, get into heated discussions and arguments on politics and religion, tell those who are attempting to assist us that we are not feeling well, then we are preparing for the 'toboggan slide.' If we are to become a power, if we are to dominate, if we are to really hold the reins, to take possession or to take advantage of conditions, then it is necessary for us to store up power, and power, mind you, is not stored up by discussing trivial affairs, by rehearsing disappointments and attending funerals.

¶ The world has had enough of the grouch. The trouble with business, and practically the only trouble with business to-day, is a lot of old-fashioned, old-fogy, out-worn notions which should have been discarded about fifty years ago—or, better still, which should have been lost on the morning the stars were set in the sky. There are just enough of these people in business to-day who start an occasional panic and create a feeling of uncertainty and uneasiness in the business field which gives the entire machinery of things a setback, from which it requires a year to recover.

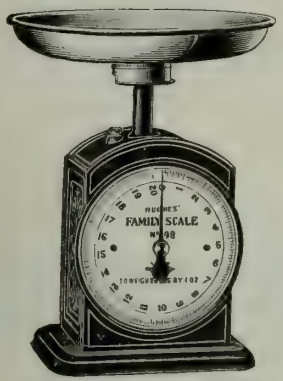
¶ The principal things that each individual should cultivate more and more are kindness, the work habit, and, above all things else, **the Health Habit.** And just remember this one thing, nothing is so very bad after all. It all depends on the way we see it. If we are to insist on being miserable ourselves, let us retire to the hills and live in a cave or in the crater of an extinct volcano, or let us go where we will not come in contact with other people, where we will not be a burden to those who desire to be happy, to those who desire to do useful work. No man can conduct an intelligent conversation with 'a toothache.' No man can write clearly, lucidly and entertainingly on any subject after he has overeaten, oversmoked or overdrank.

¶ Once more, remember the Moral—we need to cultivate kindness, courtesy and temperance in all things, even if we believe in 'prohibition in none'; and remember also a good place for courtesy and kindness is in your business and among your business associates, as these assets can be and are used for business purposes.

Efficiency

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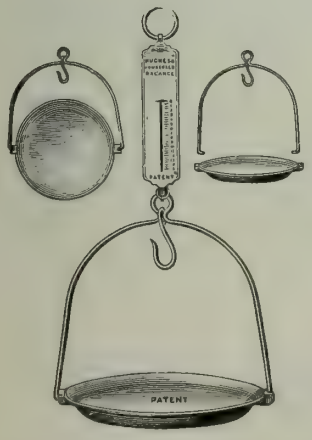
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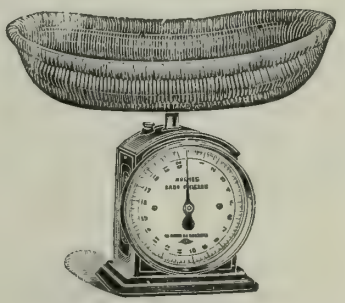


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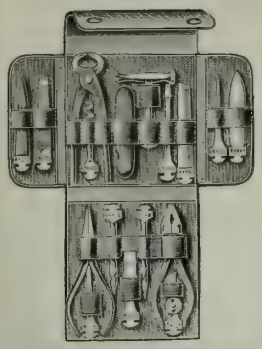
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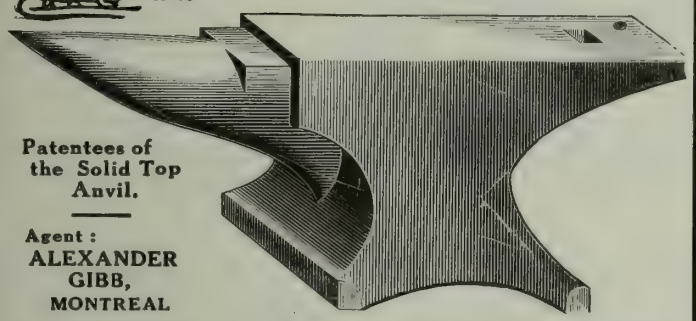


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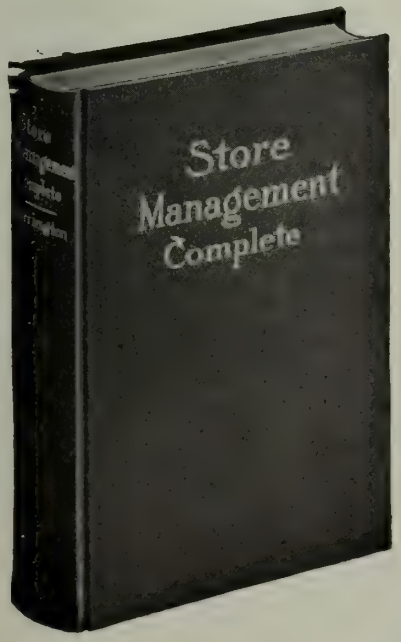
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Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

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is a guide that will show you how to get the maximum trade and profit out of your busines. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

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"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

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MacLean Publishing Co.
143-149 University Avenue **TORONTO**

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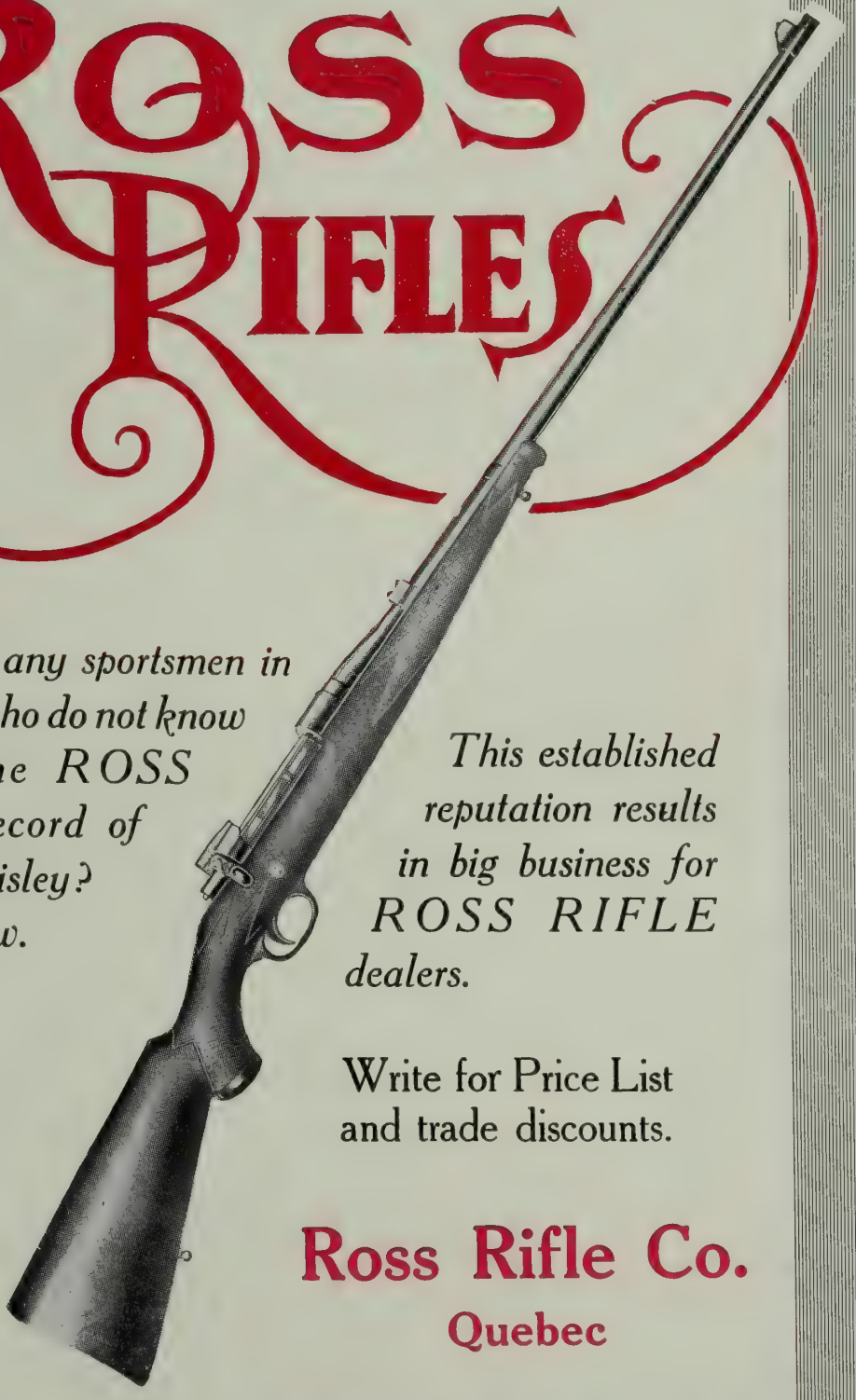
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have unusual covering power and notable spreading capacity. They have a remarkably long life. They are beautiful to the eye. Like the Lowe Bros.' proposition to the dealer, High Standard Paints are not merely "good," or "pretty fine," but absolutely the best in the market. We know.

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Lyon Monkhouse Limited, Winnipeg. Johnson Paint & Varnish Co., Ltd., Vancouver

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 13

March 28, 1914

Why YOU Should Handle GLIDDEN "Green Label" VARNISHES

STOP a moment and THINK what it means to handle goods which need no expert salesmanship to keep moving.

Think of Household Varnish! What is the first thing that comes to your mind? Ten to one it is "JAP-A-LAC"! Why? Simply because the name "JAP-A-LAC" has come to be a household word everywhere.

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Glidden products sell themselves. When a woman wants varnish she asks for "JAP-A-LAC"—when a painter and decorator wants varnish he asks for "GLIDDEN'S," and that means Glidden's "GREEN LABEL."



Every sale of "Green Label" nets you a substantial profit, because it invariably means a quantity order. Get that!
Glidden's "GREEN LABEL" Varnishes are standard, uniform, dependable—always.

We have a mighty interesting money-making proposition to offer you in connection with Glidden's GREEN LABEL Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes, Cement Coatings, and the world-famous JAP-A-LAC.

WRITE TO-DAY FOR FULL PARTICULARS

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GLIDDEN VARNISH COMPANY, LIMITED
TORONTO, CANADA

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Remington Arms-Union Metallic Cartridge Co.

Windsor Ontario

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Hack saws must be used by nearly every mechanic, while machine shops and factories dispose of a tremendous quantity.

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Now the dealer who handles Starrett hack saws has a double advantage—he has the name Starrett to secure the first trial because everyone knows Starrett tools are the "Standard Instruments of Precision," and further he has the actual quality in the saws. So he can have the saws tried on the strength of their name and then they will make good on the service they give.

Starrett hack saws are made of special tungsten steel. The teeth are milled instead of stamped and the set is perfect for each kind of work. There are good sales waiting if you will just push Starrett hack saws.

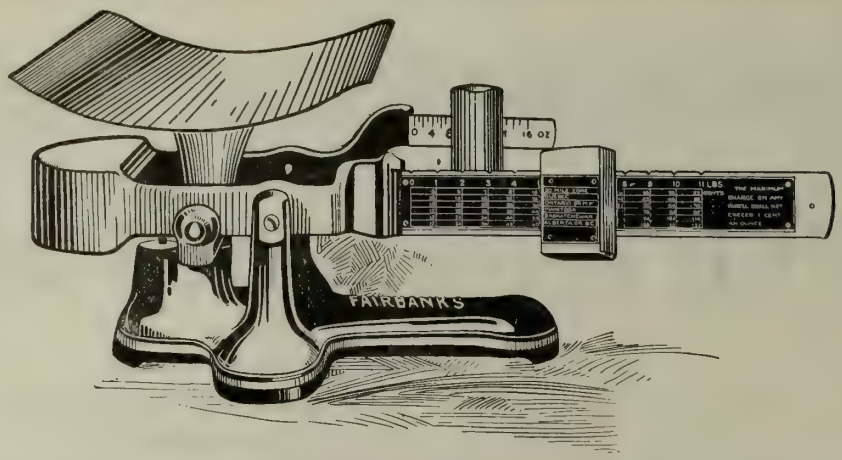
Let us send you a copy of our big, new, free catalog No. 20MA which tells what saws to use for each kind of cutting.

42-285

The L.S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.



The Parcel Post System is of the greatest benefit to consumer and manufacturer alike.

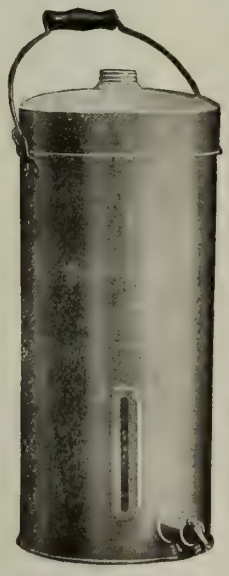
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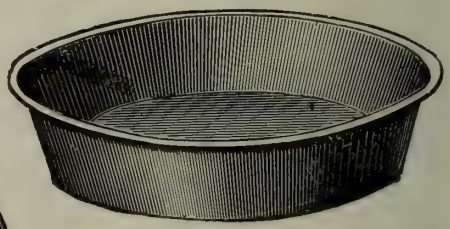
with deep cover and strainer

Supplied with Fast Key unless ordered otherwise.

No.	5	-	-	15
Inches	8½	-	-	8½
Quarts	12	-	-	20
Case Lots, doz.	1	-	-	1

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"Anti-Rust" Strainer Pails, IXXXX, Straight Pattern

Quarts	14	-	-	14
Case Lots, doz.	1	-	-	1

Milk Pans

Plain or retinned

Made in all standard sizes from ¼-quart to 12-quart.

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KEMP MANUFACTURING CO.

MONTREAL **TORONTO** **WINNIPEG**

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Are the product of a factory with 54 years' experience in trowel-making.

They maintain the High and Enviable Reputation of Tools bearing the name

HENRY DISSTON & SONS

We can handle **Mail Orders** to your entire satisfaction

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown for DISSTON SAWS During the Past 71 Years Characterizes All

DISSTON BRAND TOOLS

We are Headquarters for Disston Tools

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OTTAWA TORONTO VANCOUVER

The Steel Company of Canada, Limited
Hamilton, Ont.



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White Lead 100% Pure

Among Every Line

of Commodities to-day there is one undisputed leader.

Of all the high-grade, well-known brands of White Lead, "TIGER" Brand stands supreme.

Through its merits and qualities "Tiger" Brand has attained and held the supremacy.

The satisfaction derived by the PAINTER from the use of "TIGER" Brand is the great factor towards its popularity and demand.

If you have never handled Products of The Steel Co. of Canada, Ltd., there are possibilities of increasing your sales.

No dealer ever regretted pushing the sale of lines manufactured by us, as it assured him satisfied customers and created a demand for other lines produced by the STEEL COMPANY OF CANADA, Limited.

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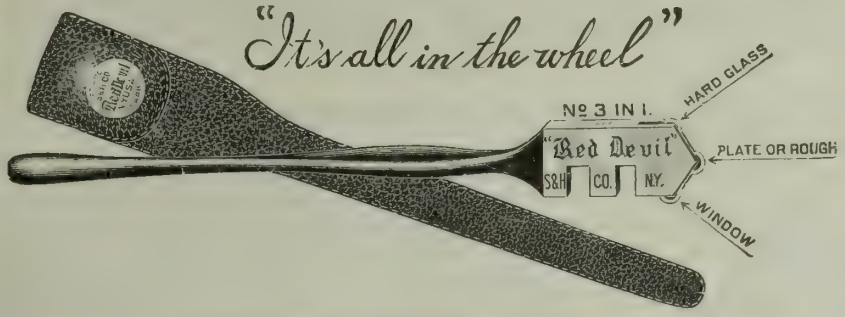


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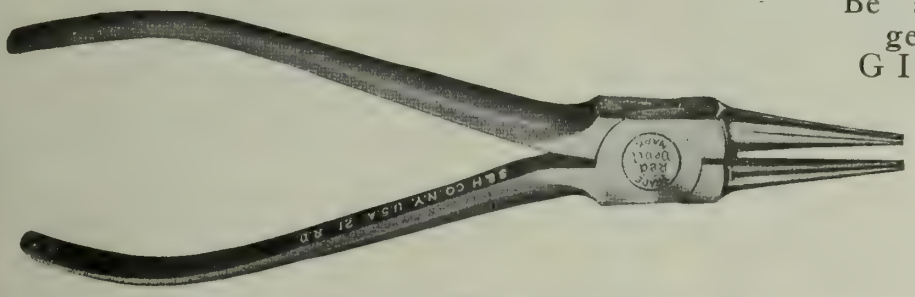
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VANCOUVER VICTORIA ST. JOHN HALIFAX

Red Devil Tools Never Fail to Please

"It's all in the wheel"



Our Selection of Glass Cutters is Complete.

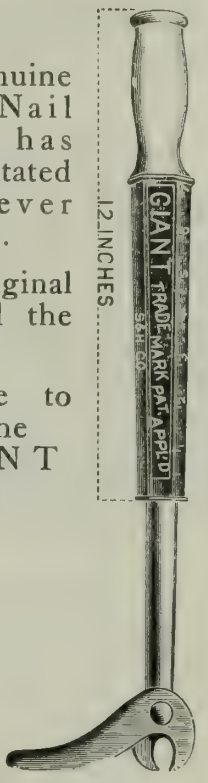


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The genuine Giant Nail Puller has been imitated but never equalled.

The original and still the best.

Be sure to get the GIANT



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You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

"Health, Kindness and Courtesy"

¶ Everything in this world is largely attitude of mind. No day is beautiful to the man who has indigestion or who has spent the night before at a 'smoker.'

¶ If we radiate good health and good cheer we will get these things back in return. Good humor, courtesy and kindness, pay splendid dividends—and a good long while ago someone said: "As ye sow, so shall ye also reap." This is a fact in Nature, and while we are not indebted to any book or particular individual for this fact, it is, however, a truth which we oftentimes overlook.

¶ A grouch begets a grouch. If a man thinks failure, talks failure, contemplates failure, fears failure, then, verily, failure is on the wing and the spiders are weaving their webs over the door of this man's success. These things constitute what is known as personality, and personality is experience and observation put through a refining process. People with splendid and magnetic personalities have little to say about headaches, indigestion, tonsilitis and appendicitis, because these do not constitute personal magnetism.

¶ The generally accepted theory among intelligent folks nowadays is that a large per cent. of sickness is the result of a large per cent. of foolishness—and people not being anxious to advertise the fact that they have been foolish, silly or indiscreet, say very little about their aches and ills.

¶ If a man sets out in life to accomplish certain things and is willing to sacrifice enough to accomplish his particular purpose, there is hardly any probability that his ambitions will be defeated—unless he should come in contact with a street car or a benzine buggy—and so it is a fact that **we get back just about what we give.**

¶ If we assume an attitude of grief and despair, and carry our troubles, domestic or otherwise, to the office, tell our co-workers about our sleepless night, tell our troubles and ailments to our friends, discuss the latest death with our customers, rehearse the sickness of the community, then we naturally put a clog in the affairs of the day; in other words, we have cut off the power and our business gets indigestion, and if this is kept up sufficiently long, we are sent to the hospital and our business is turned over to our creditors.

¶ If we become excited and angry over the little affairs of the day, get into heated discussions and arguments on politics and religion, tell those who are attempting to assist us that we are not feeling well, then we are preparing for the 'toboggan slide.' If we are to become a power, if we are to dominate, if we are to really hold the reins, to take possession or to take advantage of conditions, then it is necessary for us to store up power, and power, mind you, is not stored up by discussing trivial affairs, by rehearsing disappointments and attending funerals.

¶ The world has had enough of the grouch. The trouble with business, and practically the only trouble with business to-day, is a lot of old-fashioned, old-fogy, out-worn notions which should have been discarded about fifty years ago—or, better still, which should have been lost on the morning the stars were set in the sky. There are just enough of these people in business to-day who start an occasional panic and create a feeling of uncertainty and uneasiness in the business field which gives the entire machinery of things a setback, from which it requires a year to recover.

¶ The principal things that each individual should cultivate more and more are kindness, the work habit, and, above all things else, **the Health Habit.** And just remember this one thing, nothing is so very bad after all. It all depends on the way we see it. If we are to insist on being miserable ourselves, let us retire to the hills and live in a cave or in the crater of an extinct volcano, or let us go where we will not come in contact with other people, where we will not be a burden to those who desire to be happy, to those who desire to do useful work. No man can conduct an intelligent conversation with 'a toothache.' No man can write clearly, lucidly and entertainingly on any subject after he has overeaten, oversmoked or overdrank.

¶ Once more, remember the Moral—we need to cultivate kindness, courtesy and temperance in all things, even if we believe in 'prohibition in none'; and remember also a good place for courtesy and kindness is in your business and among your business associates, as these assets can be and are used for business purposes.

Efficiency

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Taylor-Forbes Lawn Mowers mean satisfied customers

None but the highest grade of workmanship and quality of material used. Quality, finish and mechanical features have never been equalled.

Taylor-Forbes mowers have **stood the test for forty years**—they have given satisfaction everywhere.

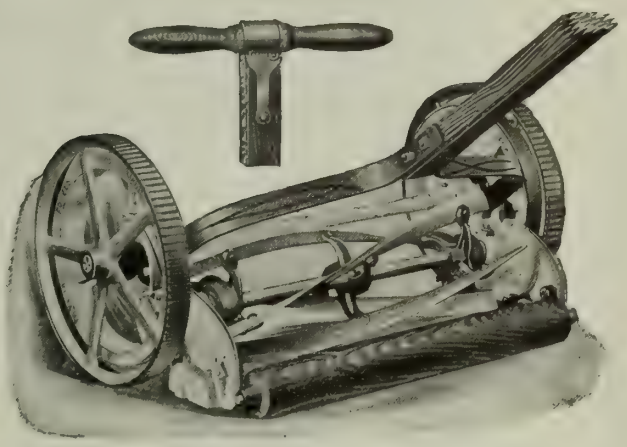
One sale always results in others, because users do not hesitate to recommend them to their friends and neighbors.

UNCONDITIONALLY GUARANTEED

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase we **insist** on giving him a new machine or refunding his money.

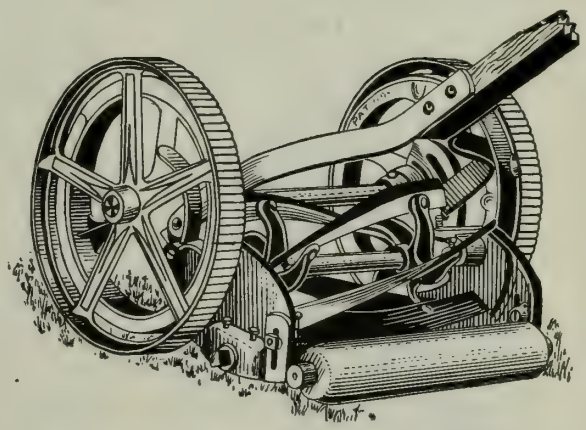
Our line includes **Empress, Woodyatt, Star, Philadelphia, Adanac, Ontario, Mayflower and Daisy.**

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"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.



"Woodyatt" Lawn Mower

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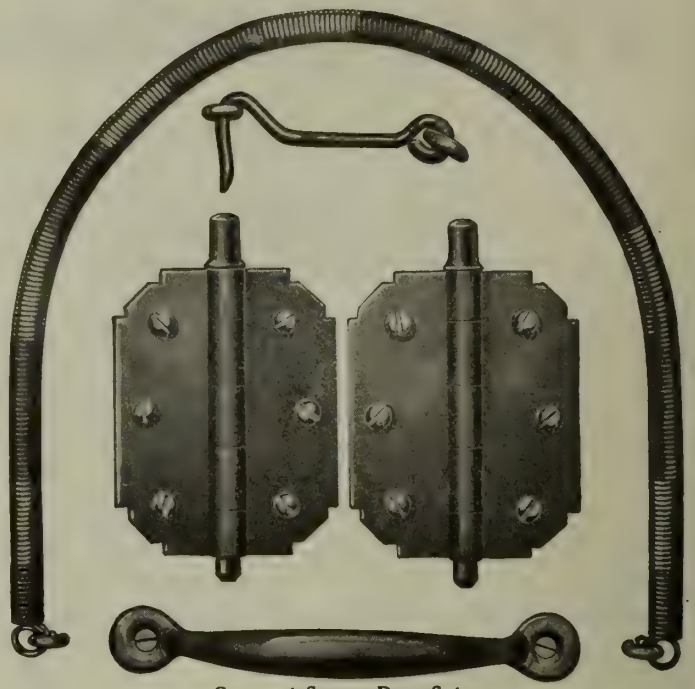
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GUELPH, ONT.

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Crescent Screen-Door Set.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges



Style F.

Now is the time to Push Churns

and the Churn to Push is the

LEADER

Made in 2 styles, 6 sizes

It's a name familiar to the Butter-Makers of both Hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter-Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball-bearings, are easily drained and conveniently detachable for cleaning.

ALL-STEEL FRAMES

Combination Hand and Foot Drive. Fitted to run by Power if Required.



Style E.

Made by

Cummer-Dowswell, Limited

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Agents: W. L. Haldimand & Son, Montreal; H. F. Moulden & Son, Winnipeg.

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And Equal to Imported Ware

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Dealers no longer have to go outside of Canada for their high-grade enameled kitchen utensils.

We have supplied hundreds of dealers and the ware is selling like hot cakes. S-E Ware stands for the best quality. We are ready to make shipments of any quantity.

Our new illustrated price list is now ready for distribution. Send for your copy to-day.

STAMPED AND ENAMELLED WARE LTD.
HESPELER **ONTARIO**

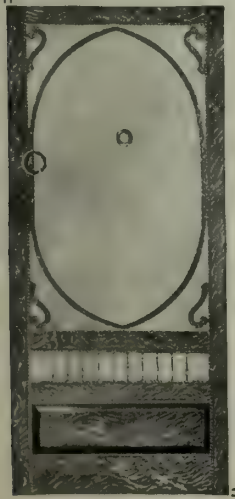
Screen Doors

Strong, Well Made and Attractive

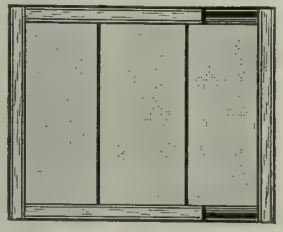
We use only carefully-selected, well-seasoned, dry pine.

Frames are held rigid by well-glued dowels. Stiles and top rail from 4 in. and bottom rail from 6 in. stock, finished 7/8 in. thick. Only the best grade of black wire cloth is used.

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Drop us a card for booklet. It shows the different styles and gives full details.

If you have not placed your order for **Refrigerators**, do not do so until you find out about the Sanderson-Harold—it's a good one, and very profitable, too. We'll be pleased to send particulars.

Sanderson-Harold Co., Limited
PARIS, CANADA

Goodell-Pratt's

You devote a considerable part of your time to such matters as, the size of your stock, the figuring of your costs, the question of credits, amount and preparation of your advertising and more especially you consider the question of prices.

Think this over

But did you ever sit down to think about the question of

TOOL VALUES

If you ever stop to think of this matter you will realize the reason why you serve your customers and yourself the best by selling them.

Goodell-Pratt's

1500
Styles and Sizes of Tools

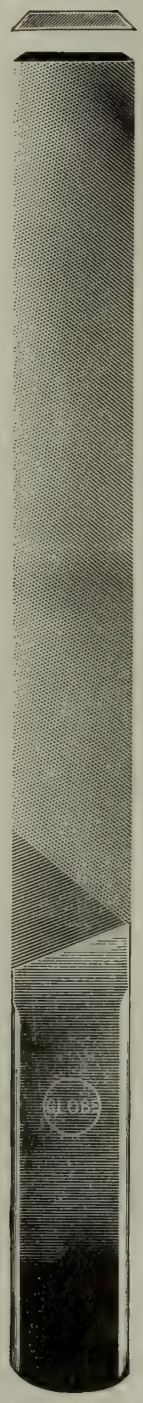
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Toolsmiths

Greenfield, Mass., U. S. A.

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Soon your farm friends will want Mower Files. From past experience you know that when they DO want them, they'll want them mighty quick.

While we're noted for extra quick deliveries, yet in your own interests we urge you to place your orders NOW.

All indications point to bumper crops this year. Mowers will see more than usual service —knives will need more frequent re-sharpening — extra quantities of Mower Files will be used.

As usual, 90% of the demand will be for the famous

Nicholson-Made MOWER FILES

NICHOLSON File Company

PORT HOPE, ONTARIO

Every progressive jobber carries NICHOLSON-Made-FILES in stock.

A Return To Ancient Virtues

Nearly every one has heard the virtues of "Old Time Irons" praised, and the fact that we do not have as efficient material now bewailed. The durability of "Old Time Iron" made it a very economical material.

It may be a surprise to know that a modern product made by scientific, rather than haphazard methods, possesses not only all the excellent properties of old-time iron, but others in addition.

TONCAN METAL —The Efficient Sheet Metal

In the manufacture of Toncan Metal we reach the acme of practical efficiency, resulting from the wisdom obtained from long experience, coupled with scientific knowledge. We furnish a ferrous metal in sheet form, and with all the virtues of the ancient products, plus the strength, ductility and general workability of modern sheets, and at a price within the reach of all who are willing to pay a small advance over the price of ordinary Steel Sheets. Durability in Sheet Metal is the great desideratum.

Corrosion, or the rapid destruction of an iron or steel product, may be reduced and its action prevented by proper and scientific methods of manufacture.
According to the well-established theory of chemical electrolysis, corrosion is due to an electrolytic action taking place between the groups of impurities scattered through the metal.
Toncan Metal has an almost infinitesimal fractional percentage of metallic impurities, and this small percentage of impurities is thoroughly and uniformly diffused throughout the whole sheet.
This is **one** of the reasons why Toncan Metal is corrosion-resisting.

WRITE TO NEAREST ADDRESS FOR "THE TEXT-BOOK ON CORROSION"—IT'S FREE.

Toncan Metal is made up into all forms of Roofing, Siding, Conductor Pipe, Eaves Trough, etc., besides the flat sheets, and is carried in stock by

The Pedlar People, Ltd., Oshawa, Montreal, Toronto, Winnipeg
General Distributers for Canada.
The Stark Rolling Mill Co., Canton, Ohio, - Sole Manufacturers

Steel and Concrete!

The combination of tension resisting steel, with fire, time and compression resisting concrete, has given man a new material—an alloy, as it were, with the advantages of both and the disadvantages of neither. And man, ever progressive, has not been slow to appreciate this gift—has not been tardy in utilizing this great discovery.

A walk around your town, will convince you of the enormous use there is for concrete; and therefore of the opportunities for big business in

Rogers' Portland Cement

because a few careful enquiries will prove to you, that Rogers' is the favorite of engineers and architects—that **Rogers' Cement is Standard.**

And our dealer co-operation plan enables you to get in on a share of this big business—to get some of the fine profits that the invention of ferro-concrete has made possible.

Briefly:—We want you to become our authorized dealer to go after the small contractors in your locality, to get his cement orders, that's all!

We don't want you to carry a big stock of cement, because we stand right back of you, ready to ship promptly as you tell us to.

This sounds a good proposition, doesn't it?

"You bet," you say. Well, write us then!

ALFRED ROGERS LIMITED, 28 West King Street, Toronto
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



MORRISON J. M. T. VALVES

J. M. T. Valves represent more than a means of merely closing a pipe-line. They are designed to fulfill every service a good valve should render. They have full pipe opening through the valve, offering a minimum resistance to flow. Built with extra heavy and rigid body enabling them to withstand strains due to expansion and contraction of the piping. Fitted with renewable "radium" or copper discs and a lock-nut device which permits the easy removal of old discs. They are made only of high-grade steam metal, carefully cast and machined to have all parts interchangeable. Each valve is subjected to a severe test before leaving our factory. **We make a J. M. T. valve or cock, in brass or iron, for every purpose.**

J.M.T. Every valve is stamped with our trade-mark, which is its guarantee of quality.

The James Morrison
Brass Manufacturing Co., Limited
93-97 Adelaide St. W **Toronto, Canada**

LUNDY SHOVELS



It isn't just by chance,

that Lundy Shovels have become a standard wherever shovels are used in Canada.

No, Sir! There's more back of it than that—it's their many points of superiority that have earned for them their enviable place. For instance—

The strap and blade point are made of crucible steel, and are extra strong, thus ensuring long service and durability, from those parts that usually give out first.

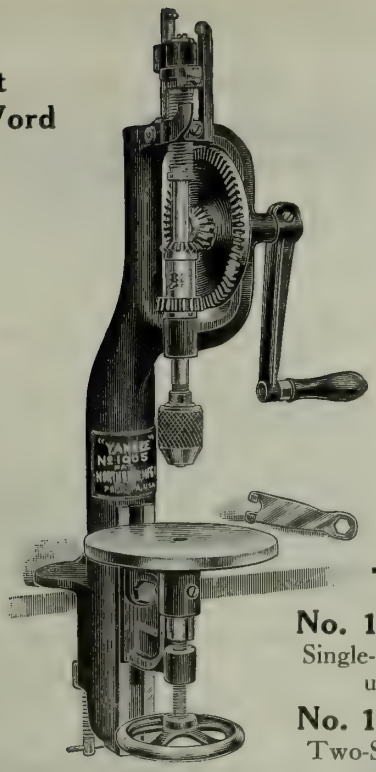
This is only one "Lundy" advantage. To fully appreciate their value as business-getters, you must handle them.

They'll be found at your jobber's, most probably; but if he hasn't got them write to us direct.

The Lundy Shovel & Tool Co., Limited
General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Paint & Color Co., 20 Francis Street, Toronto, Ont.

The Last Word



No. 1003
Single-Speed Drills
up to ¼"

No. 1005
Two-Speed Drills
up to ½"

"YANKEE" BENCH DRILLS

The distinguishing features of this drill are its strength, convenience and rapidity of operation. The automatic friction and ratchet feeds give the operator the free use of one hand to hold the work. With these distinctive features the "Yankee" is at once the quickest and most desirable Bench Drill made. A Baltimore Jobber writes:—"We sold two Drills No. 1005, which you shipped on the 17th ult. as soon as we showed them up. Ship us two more."

Your jobber will supply you.

North Bros. Mfg. Company

Philadelphia, Pa.



Roofing troubles disappear

Genasco dispenses with leaks, damage and repairs. It gives customers none of the ordinary roofing troubles. It is made of Nature's everlasting waterproofer—Trinidad Lake Asphalt—and gives lively, lasting protection to buildings and contents.

For this reason it gives *you* no trouble—it makes customers thoroughly satisfied.

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

is the business-bringing, profit-making roofing proposition for you to handle.

And the Kant-leak-Kleet, which makes seams watertight without cement, makes it still more attractive.

It is clear gain from beginning to end—in satisfaction, patronage and income.

Order Genasco from your jobber. Write us for full information and samples.

The Barber Asphalt Paving Company

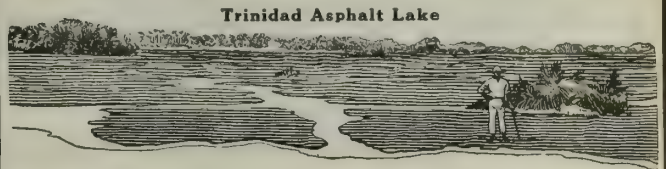
Largest producers in the world of asphalt and ready roofing.

Philadelphia

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co., Ltd., 200 York St., London, Ont
Canadian Asphalt Co., Ltd., Winnipeg, Man.
Lewis Bros., Ltd., Montreal. Branches: Ottawa, Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.

Trinidad Asphalt Lake



TACKLING THE PAINT MAN





He will be dropping in pretty frequently, just now, because the season for painting up has arrived.

So that, **you** will get a splendid opportunity to tell him about the advantages of Meakins' Brushes.

He'll be interested—his last year's brushes are lost or spoiled, and he's going to buy new ones somewhere.

You can tell him that Meakins' Brushes are as dependable as his favorite brand of paint. And you can rest assured that he'll find this to be true; the Meakins guarantee vouches for it

He will be a very satisfied Paint Man when he gets through; and will point, with pride, to his handiwork—unmarred by a single shed bristle. You will be a very satisfied dealer when he boosts you around the town as: "the man who sells **everything** reliable."

It's not a dream; it will come true, if you write and let us tell you how profitable is getting Sales-Satisfaction—the Meakins Way.

Meakins & Sons, Limited, Hamilton, Ont.

Eaves Trough, Conductor Pipe, Elbows, etc., etc.
Galvanized Iron, Tin and Canada Plate, Tinners' Supplies, Metal Roofings, Sidings and Ceilings

We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.
LIMITED

P. O. Box 2186 H Winnipeg, Man.

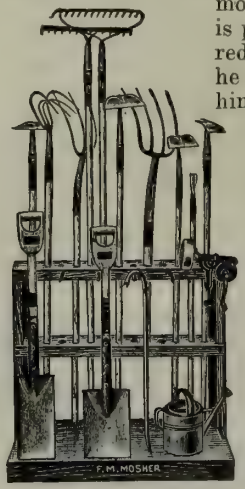
CALGARY — Sheet Metal Mfg. Co., Ltd.
EDMONTON — Edmonton Metal Works Ltd.

A salesman that never gets tired——

who will stand outside your store all day and never get cold—whose voice will not grow hoarse—and who asks no commissions on the goods he sells for you.

How about engaging him?

His name is "**the Sell-More Rack.**" He stands 30 inches high and the piece of the sidewalk that he occupies measures 35 x 17 inches. He hugs the front of your store so closely that he never contravenes the most stringent city ordinances; he is painted a fine attractive carmine red; and he is built so strongly that he will carry all you can load on him. He runs easily on substantial castors; his large flat platform is very useful for displaying small articles; and his weight crated is 35 lbs.

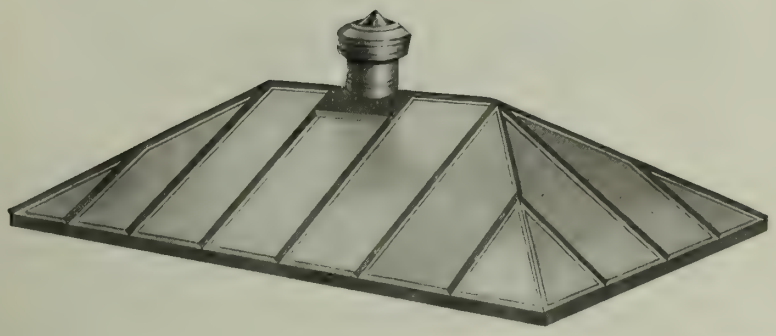


The only salary he asks is $4.50 f.o.b. Canton, when you first engage him. Most reputable jobbers stock him; but if yours hasn't got him he may always be found at his maker's.

F. M. MOSHER,
CANTON, ILLINOIS

"METALLIC"

CORNICES SKYLIGHTS VENTILATORS



Carry a much higher profit for the Dealer than other makes of Sheet Metal goods—and make many customers permanent friends.

"Eastlake" Steel Shingles—the Standard Roofing, "Metallic" Corrugated Iron for Barn Sides, Ridge Cap, Valleys, Weather Vanes, Eavestrough, and Water Piping, "Acheson" Barn Roof Lights, "Halitus" Ventilators, etc., etc.

"Metallic" Brick, Stone, and Clapboard Siding for Houses, Stores, etc. Artistic Store Fronts. "Metallic" Ceilings and Walls for any Interiors. Roof Tile Cornices. Roof Ornaments. Hayes Patent Steel Lathing.

Write to-day for literature on Cornices and Skylights —Good Profits—No Carrying in Stock.

The Dealer who sells inferior Cornices, Skylights or Ventilators, or any Sheet Metal Materials for that matter, which are not up to the mark, will eventually handle "Metallic" Materials in defence of his own good name.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Use a Barr Account Register

Save labor—time—money!

SPECIAL NOTICE.

The Barr Register is a bona fide Canadian invention fully protected by valid patents. There never have been any legal proceedings against above patents notwithstanding all competitors' talk to the contrary.

We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

Signed, BARR REGISTERS, LIMITED.

¶ Push your credit sales, you are entitled to the money and the advantages you may reap from ready cash! Do it the "Barr" way and your customers will appreciate it.

¶ If you have set a limit of credit for your customer provide a full statement of account with each purchase; give your customer an opportunity to pay when convenient.

¶ The Barr Account Register System, **at one writing,** makes out purchase slips and completes all your book-keeping. Saves time and labor, stops the "leaks," and gets your money in—does it in a way that makes your customer feel you are giving the best service.

¶ Made in either counter cabinet or floor cabinet style to handle any number of accounts, the Barr Account Register will solve your credit account problems. You know the need—we are ready to tell you all about the register. **Write to-day!**



BARR REGISTERS, LIMITED

TRENTON, ONTARIO

Great Britain: Head Office, Dacre House, 5 Arundel St., Strand, London, W. C. Factory, Birmingham, Eng.



We Don't Stop At Screw Wrenches

We make a wrench for about every use you can think of. To be exact, the "W. & B." line of wrenches includes 58 styles, screw and drop forged.

And the quality will be "W. & B." quality throughout—the kind that sends customers back to your store for more tools that bear "W. & B. Diamond" trademarks.

W B Tools of Quality Bear These Marks W&B

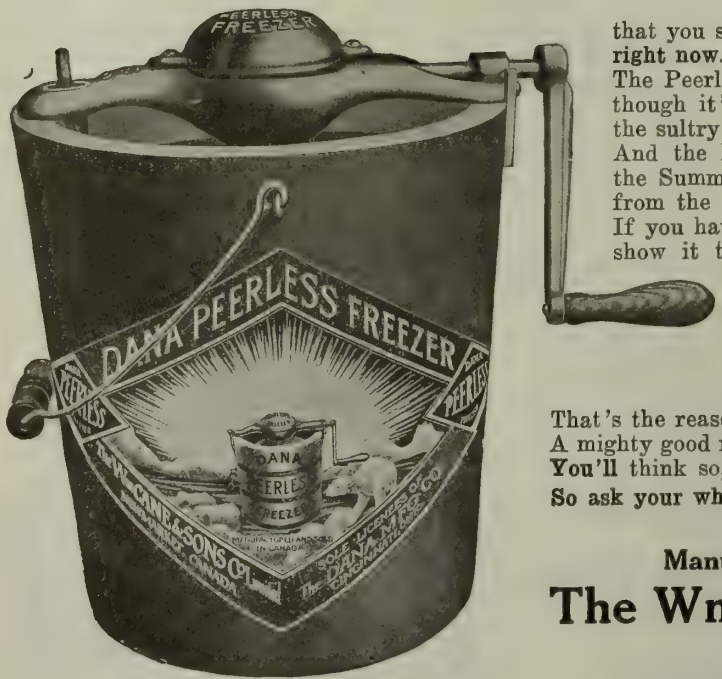
Most jobbers handle. If yours don't, write us and we will see that you are supplied.

Send for Catalog No. 82-G, covering our machinists' supply line.

The Whitman & Barnes Manufacturing Company

Established 1854
ST. CATHARINES, ONTARIO
Stocks Carried at WINNIPEG and MONTREAL

Let us tell you the reason,



that you should stock up with the Dana Peerless Freezer, **right now.**

The Peerless makes its greatest appeal in Summer. Although it's in demand all the year round—naturally, in the sultry months, the demand is greatest.

And the Peerless appeals irresistibly to those people—the Summer campers, the commuters who go to live, far from the stores, where good ice-cream is procurable.

If you have it in stock, good and early, you'll be able to show it to them before they go,—you'll have time to demonstrate it—to point out the tall, slender can—to show them how the dasher removes the cream from the sides as fast as it becomes solid. You will be able to let them crank it themselves, to let them discover that it is as easy to grind as a watch is to wind.

That's the reason you should stock the Dana Peerless **now.**

A mighty good reason, isn't it?

You'll think so, when we tell you about the profits.

So ask your wholesale hardware supply house about them now.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

Spring is Here

Your Big Profit-Making Time in Shingles and Roofs

Right now is the time to push and push hard.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

It is not a hard matter to sell our goods. They are in a class by themselves. While your prospect knows this, yet you must get out and go after him.

Every customer is a repeater for you once you sell him an order for our goods. We are giving you the best that's going, and your trade will increase.



Will you get him and keep him? If you go after him now you will. We are brimful of helpful ideas to assist you get this business and help you to bigger and more profits.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL, TORONTO, WINNIPEG, SASKATOON, Calgary

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY, Company, Limited
TORONTO and WINNIPEG

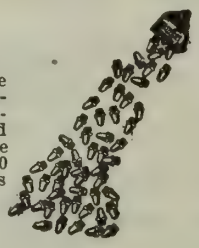


Red Tip CALKS

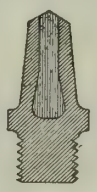
Let us tell you some of the reasons why RED TIP CALKS are rapid sellers and bring profit to the dealer.



MATERIAL—RED TIP CALKS are primarily a safety device and therefore there is no choice between them and cheap, unworthy substitutes. *Safety demands the best.* They are made by skilled labor, of the highest grade material, carefully analyzed and tested by schleroscope and are rigidly inspected before leaving the factory.



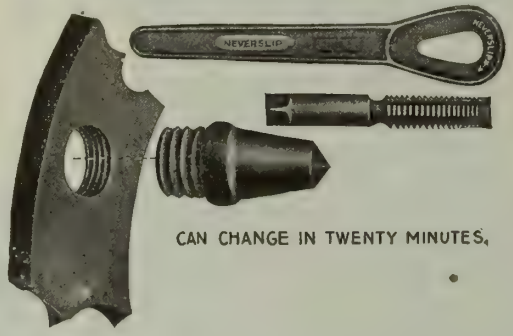
TEMPER—RED TIP CALKS are tempered exactly. There is no guesswork about it. The heat being regulated by electric pyrometers is even, and the last calks in the lot have the same temper as the first. Every box of 50 contains 50 *good* calks. Horse owners know this.



EFFICIENCY — RED TIP CALKS are made as here shown with a pin of high-carbon steel inserted in an outer shell of softer metal. Time has shown that this is the only way to make a calk.

LABOR AND TIME SAVERS—RED TIP CALKS when worn down can be removed and a new set inserted in 20 minutes by the aid of a simple wrench, thus eliminating long waits at the Blacksmith Shop.

COST—RED TIP CALKS cost far less than the old-fashioned way of sharpening, besides putting the user in readiness to travel at all times.



PROFIT—RED TIP CALKS pay a large profit to the dealer. They are quick, easy sellers, being widely advertised and as widely esteemed.

GUARANTEE—RED TIP CALKS are guaranteed to be as represented. They are guaranteed to wear sharper and last longer than others. They are guaranteed to be perfect in thread and temper. We market no seconds under any brand.

Genuine Neverslip Calks have Red Tips. Beware of Imitations.

Neverslip Manufacturing Co.

FACTORIES:

New Brunswick, N.J., U.S.A. Montreal, Can.

Canadian Office: 559 Pius IX. Ave., Montreal.

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

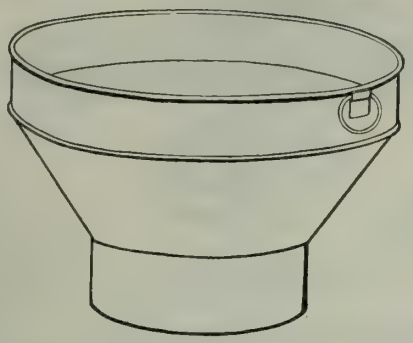
Head Office and Works, Sydney, N.S.

SALES OFFICES:

Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto

DAIRY MILK STRAINER

I.X.X. TIN PLATE



With 50-Mesh Brass Strainer and Hoop for Attaching Muslin Cloth.

Particularly adapted to set in the top of a Railroad or Delivery Milk Can, and thus strain the milk thoroughly while filling the can.

Many uses will be found for it around the Dairy, Farm or Milk Depot.

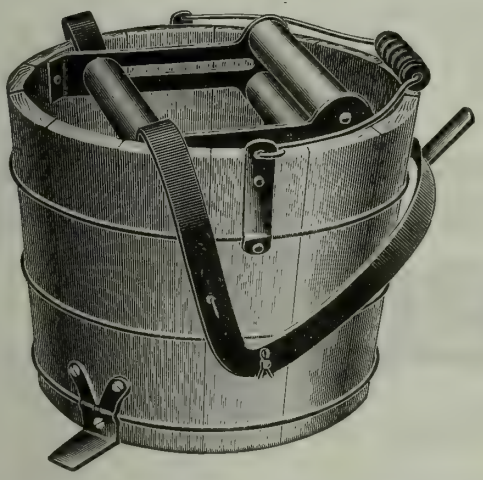
Every Strainer has a Hoop for Cloth as well as the Brass Wire Mesh.

Diam. of top, ins. ..... 12½ Diam. of Brass Strainer, ins..... 5½
" " Hoop for Cloth, ins. ... 5¾ Total height, ins. 7½
Depth of Top Rim, ins. 1¾
1½ inch Coppered Wire Ring to hang it up.

A good strong, useful, serviceable Dairy Utensil.

E. T. WRIGHT CO., Limited, Hamilton, Canada

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

COPPER-BEARING STEEL SHEETS

GALVANIZED **BLACK**

The Very Best for all Exposed Sheet Metal Work

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

OUR BRANDS

AMERICAN SHEET & TIN PLATE CO. COPPER BEARING STEEL TRADE MARK REGISTERED KEYSTONE

The above brand is used on
Apollo Keystone Galvanized Sheets
(Copper Bearing)

The above brand is used on
Keystone Black Steel Sheets
(Copper Bearing)

Send for Samples and Prices.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices: Winnipeg and Vancouver

SELLING AGENTS FOR EASTERN CANADA

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building, MONTREAL Traders Bank Building, TORONTO

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

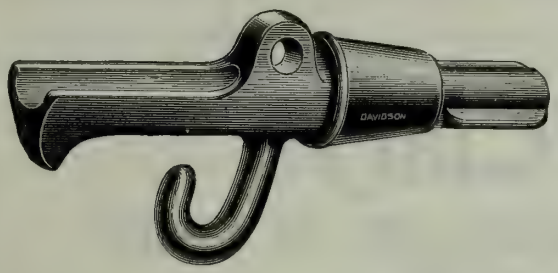
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINN AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the **"EMPIRE" SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

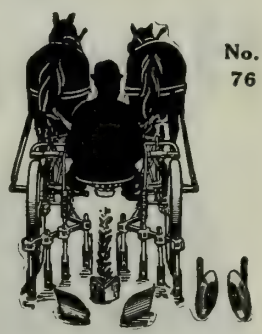
MONTREAL **TORONTO** **WINNIPEG**

Planet Jr.

FARM AND GARDEN IMPLEMENTS



Harrows



No. 76

Riding Cultivators

are used and sold wherever improved Implements are known. They are in demand all over the United States and in more than seventy foreign countries. From year to year they are improved and always represent the most advanced practical ideas in farm tool-making. The very highest grade of material is used in their construction, and every tool is sold under a positive guarantee to do good work and give satisfaction. They are money-savers for the farmers and money-makers for the dealers.

Our 1914 CATALOGUE is interesting and should be in your hands. It illustrates the machines at work, both at home and abroad.

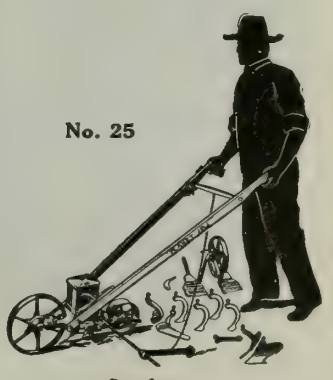
Send for Catalog and Prices.

S. L. ALLEN & CO.,
Box C 711, Philadelphia, Pa.



No. 30

Single Wheel Hoes



No. 25

Seeders

A NECESSARY CONVENIENCE FOR CHILLY EVENINGS



Dealers will find that the changing weather conditions create an instant demand for a small, convenient heater, in fact just such a one as

McClary's
NEW FAMOUS OIL HEATERS

The Famous is handy, light and portable and can be carried into any room where comfortable warmth is required.

Note the outstanding features:—

The one-piece copper oil tank, the only one of its kind manufactured—is guaranteed to successfully resist the corrosive action of the oil.

The easy, simple method of replacing the wick finally removes the inconvenience and annoyance formerly associated with this operation.

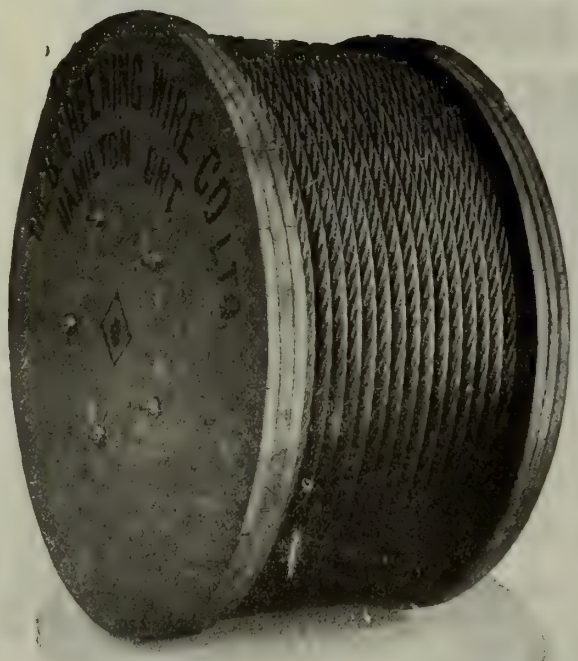
The automatic locking device keeps the wick at its proper height—this means safety.

The improved oil indicator shows exact amount of oil in tank.

The Spring business is now on—we can ship orders promptly.

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN EDMONTON SASKATOON

Haulage and Hoisting Ropes



Derrick and Dredge Ropes
Ropes for House Moving
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WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.
LIMITED

HAMILTON, ONT. MONTREAL, QUE.

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That the best Furnace value can only be secured from experienced manufacturers.
That a reputation for quality is only gained by selling Quality goods.
That to the builder or architect who is seeking the best Furnace of quality reputation

McClary's
SUNSHINE FURNACE

will instantly appeal



BECAUSE

The Dome and Radiator is now being made of American Ingot Iron, 99.84% purity. This iron has never been known to wear away, a feature of incalculable value when talking Sunshine durability and strength.

The Water Pan is just where it should be, above the radiator, near the dome, where the heat absorbs just the necessary amount of moisture to humidify the air.

The Grates are heavy, strong and durable, and have three sides, which gives them three times the endurance of one-sided grates.

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The Firepot is made of McClary's famous semi-steel and is in two pieces—absolutely gas, smoke and dust-proof.

The large feed doors make firing easy.

There are many other features, too.

Write our nearest Branch for advertising literature—it will help you to make sales.

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The "UNIVERSAL FAVORITE"

is the Head of the Favorite Family



and carries with it the two most emphatic selling points any range could possibly have.

UTILITY AND APPEARANCE

The **appearance** can be partially judged from the accompanying cut.

The **utility** can only be judged by examination of the features embodied in its construction.

Made in two sizes, 19 and 21-inch Ovens.

The Universal Favorite has **the size, the weight,** and **its construction is right.** The semi-plain design, the plain nickel and fine castings give it class and individuality.

Order a sample, examine it, weigh it, measure it. Test it by every possible means. There is nothing on the market can beat it.

FINDLAY BROS. & CO., LIMITED

CARLETON PLACE, ONT., and WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

"Business Betterments"

Our 1914 Stove Catalog Supplement, showing the new Goods that won so much comment at Ottawa, is now on the Press.

Our new Furnace Catalog—a valuable handbook for the man with the tinshop—is now ready.

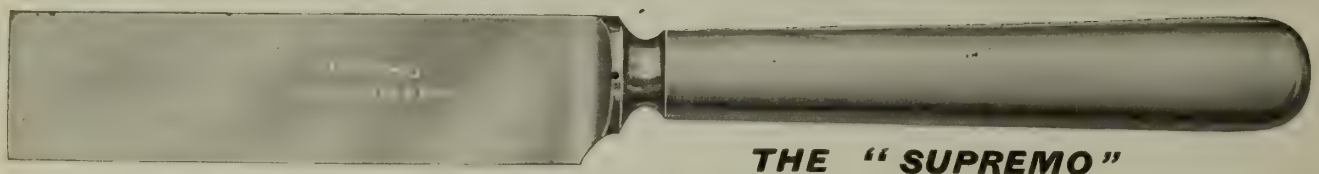
Our 1914 gas catalog of ranges and water heaters for Natural or Manufactured Gas is a book worth having if you handle gas appliances. Obey that impulse—mark what you want, tear out the page and mail it to us.

The Gurney Foundry Company, Limited

TORONTO MONTREAL HAMILTON WINNIPEG CALGARY
EDMONTON VANCOUVER

I want that Stove Supplement and prices. ☐
I want that Furnace Book and prices. ☐
I want that Gas Catalog and prices. ☐

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

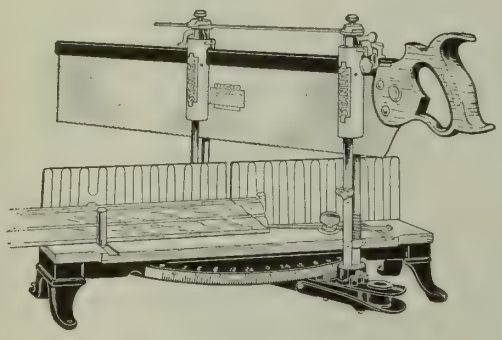


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Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

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No.	Saw	Capacity Right Angle	Capacity Mitre (45 deg.)	Capacity at 80 deg. without Stock Guide	List Each
240	20 x 4 in.	8¼ in.	5½ in.	3½ in.	$10.50
242	22 x 4 "	8¼ "	5½ "	3½ "	10.75
244	24 x 4 "	8¼ "	5½ "	3½ "	11.00
246	26 x 4 "	8¼ "	5½ "	3½ "	11.25
346	26 x 4 "	9½ "	6½ "	4⅛ "	12.25
358	28 x 5 "	9½ "	6½ "	4⅛ "	13.00
460	30 x 6 "	11 "	7½ "	6 1-6 "	16.00

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NEW BRITAIN, CONN. U.S.A.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

H. BOKER & CO.'S "EDELWEISS"

Perfection in the Art of Razor Grinding and Honing.

Every Razor Absolutely Perfect in its Shaving Qualities.



H. BOKER & CO.'S TREE BRAND RAZORS are known the world over as Highest Grade, and are noted for their superior shaving qualities. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground. Honed and set ready for use. Every razor guaranteed.

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McGill Cutlery Co., Reg'd **P. O. Box 366, Montreal**

Quality is the Keystone of all Enterprise Products.

The only effective business is that run on a "QUALITY GOODS" BASIS.

Quality sells the goods and price is not a determining factor, unless quality is considered.

THE ENTERPRISE BLAZER

is a hot air furnace of the very **highest quality,** in the true sense of the word.

There's both profit and satisfaction in pushing the Blazer, because the minute you begin to talk to your customer you break him away from all thought of putting up with a cheap, skimpy, short-lived and wasteful furnace. Your sale comes easily because you are armed not only with strong claims, but still stronger proofs, and the help that we can give you will make it very much easier to make sales.



Made in four sizes.
With fire pots, 18", 20", 23", 26" diameter.

The Blazer is a very powerful heater. It burns little fuel and is wonderfully durable. It's also particularly easy for you to case and instal and much time and money can be saved in that way.

Perhaps its most prominent feature is the Patented Fire Pot.



PATENT FLANGE

GREAT WEIGHT

This fire pot weighs from 135 to 375 lbs.—the heaviest in any furnace. It's made in two sections and the upper section has a flange cast on. This flange projects up into the steel radiator, and protects the steel just where most furnaces burn out.

There is a great deal more in this furnace proposition than we are able to show you in this ad. It will be well worth your while to find out more about it. An inquiry from you will put you under no obligation whatever. Write to-day.

Enterprise
FOUNDRY CO. SACKVILLE, N.B.

DISTRIBUTING AGENCIES:

W. T. McARTHUR CO.	RACE, HUNT & GIDDY	REYNOLDS & JACKSON	ENTERPRISE HARDWARE CO.
Vancouver	Edmonton	Calgary	Saskatoon

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Showing everything for the Spring Trade in new and attractive designs in both Hollowware and Flatware.

Note.—The Wm. A. Rogers (R) S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price. — Why? — They are plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

The Biltmore



CANADIAN ROGERS CO., LIMITED

Toronto **Winnipeg** **Vancouver**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MARCH 28, 1914. No. 13

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Only the widely-known and thoroughly-tried powders are used in

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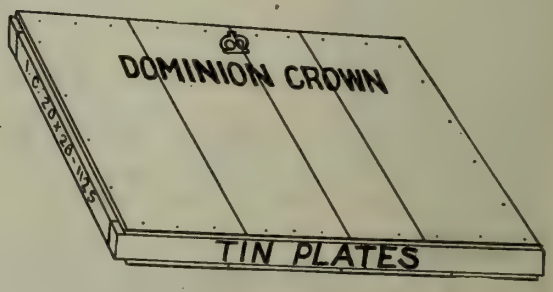
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A. C. Leslie & Co., Limited — MONTREAL — Managers Canadian Branch

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High-Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL
Established 1888 Published Every Saturday

Vol. XXVI. MARCH 28, 1914 No. 13

Progress in Hardware Store Improvements

Canadian Retail Hardware Stores Have a High Standing—Many Exceptionally Fine Stores Are Located in the Smaller Towns and Cities—Descriptions of Two Retail Stores.

THAT Canadian retail hardware merchants appreciate the value of spacious and well arranged hardware stores is clearly evidenced by the large number of exceptionally fine stores which are described and illustrated in Hardware and Metal from time to time. Particularly during the past few years have new and handsome stores been erected or old ones remodelled.

It is safe to say that during the past twenty-five years more progress has been made by hardware merchants in the matter of store improvements, than in any other line of retail merchandising.

This is an age of progress and retail hardwaremen—at least a good many of them—are keeping right in step with progress. The progressive merchant realizes the necessity of up-to-date premises in which to do business, and he is not satisfied until his store ranks among the top-notchers.

In the accompanying illustrations are shown interior views of two retail hardware stores located at opposite sections of Canada. One store is located at Amherst, N.S., and the other at Grand Forks, B.C. It will thus be seen that the attractive stores are not all located in the large cities.

There is one thing of which Canadian hardwaremen should be proud, and that is the exceedingly high, average standard of the retail hardware stores located in the small towns and cities in this country. There are hundreds of hardware stores, located in towns of from three to eight thousand population, that would be very creditable stores for many of our larger cities. Travellers from other countries who have had occasion to visit some of the small towns of the Dominion have often been heard to remark on the hardware stores located in the smaller places. One of the accompanying illustrations shows an interior view of the retail hardware store of Douglass & Co., Amherst, N.S. This store is a model in many respects. It is neat and compact. The goods are exceedingly well displayed and there is plenty of room for customers to move around and examine the stock.

The cutlery department is located near the front of the store and two silent salesmen are used for displaying cutlery,



Interior view of Douglass & Co. store at Amherst, N.S.

silverware, etc. The tool department is loacted on the left side of the store. Shelf boxes are used and samples are shown on the ends of the boxes. A number of open shelves have been constructed above the shelf boxes, to hold surplus stock. Salesmen have access to the top shelves by means of a store ladder which runs on an overhead track.

The office, from which a general view of the store can be had, is located at the rear.

The paint department occupies a very prominent position on the right side about half way down the store.

Immediately following the paint department is the harvest and garden tool department, where tools are shown on specially constructed racks.

Paint brushes are neatly displayed in a wall display case. The ceilings of the store have been nicely decorated.

Great care has been taken in arranging the samples in the shelf boxes and this feature adds greatly to the appearance of the store. The town of Amherst has a population of about 9,000.

The store of W. K. C. Manly is located at Grand Forks, B.C., a town of about 2,500 population. This store is in an entirely different section of the country, being several thousand miles west of the Douglass store.

In this store, which is a very roomy one, is a large assortment of merchandise, including general hardware, stoves, refrigerators, buggies, wheel hoes, horse collars, etc. The metallic ceiling is a commendable feature and adds greatly to the appearance of the store interior. The store is equipped with sliding ladders. The office is elevated, and is located at the rear of the store. This firm carries a large assortment of household goods as well as a large range of merchandise in which the farmers are particularly interested.

LABELS ON BINDER TWINE.

An Act to amend The Inspection and Sales Act.

HIS MAJESTY, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

1. The Inspection and Sale Act, chap-85 of the Revised Statutes of Canada, 1906, is amended by repealing section 347 and substituting the following therefor:—

"347. Upon or attached to every ball of binder twine sold or offered for sale in Canada there shall be a label with the name of the dealer and the number of feet of twine per pound in the ball marked or stamped thereon.

"2. Binder twine manufactured for export only and not to be used in Canada need not be so labeled. The onus of proof that any unlabeled binder twine is manufactured for export only shall rest upon the manufacturer, dealer, carrier or other person in whose possession the binder twine is found.

"3. The Minister of Trade and Commerce for the time being may make such regulations as he deems necessary to prevent the sale or use in Canada of unlabeled binder twine manufactured for export only and any person violating any such regulation shall be liable upon summary conviction to a penalty not exceeding fifty dollars, and for each subsequent offense to a penalty not exceeding one hundred dollars."

A PECULIAR IDEA.

There are some merchants who have peculiar ideas as to what constitutes advertising. Recently a hardware dealer in Columbus, O., caught a number of rats alive and placed them in his shop window. It was then announced that the rodents would be liberated at a certain time and a pocket knife would be given to every youngster who succeeded in killing one of them. Naturally a crowd collected and the rat-killing was pulled off according to schedule. It wound up in a successful dog fight.



Interior view of W. K. Manly's store at Grand Forks, B.C.

Western Merchants on Trail of the Dead Beat

Some Lively Discussion at Big Moose Jaw Convention on This Important Subject—Banking, Another Problem Dealt With

Moose Jaw, Sask., March 25.—Some four hundred delegates from all parts of the province are in attendance here at the annual convention of the Retail Merchants' Association, Saskatchewan Branch. Up to last night the discussion was lively. Particularly so has this been the case on the paper read by W. F. L. Edwards on the subject of Credits. This is one of the livest questions in the West, and the merchants during the last couple of years are working more determinedly to eliminate the vast losses caused by people who will not pay their bills.

J. L. S. Hutchinson, of Saskatoon, spoke on banking, collateral security, etc.

Invitations for next year's convention came from Swift Current and Saskatoon, and considerable discussion took place on this. At time of writing this question had not been settled, but a full report will be forwarded for next week's issue.

Work of the Past Year.

The Saskatchewan branch of the Retail Merchants' Association was organized a year ago at a large convention in Regina, Sask., with F. J. Bole, Regina Trading Co., as president. Other officers elected were: T. J. Agnew, of Agnews, Ltd., Prince Albert, as first vice; W. W. Cooper, of Cooper & Co., Swift Current, as second vice, and J. L. S. Hutchinson, of the Saskatoon Hardware Co., as treasurer. F. E. Raymond, of Saskatoon, was made provincial secretary.

During recent months the association had two organizers in the Province, one of whom, J. M. Brayley, took up the work in August last, but as it would have taken a great deal of time to cover the Province with only the one organizer, it was decided to place another on the field. R. M. Jewell was therefore engaged in November last, and as a result, there are in Saskatchewan alone over 1,400 members and the organizers have been adding to these at the rate of from thirty to forty every week.

The way the organizers have been working has been to call a meeting at the largest of several towns in easy reach of each other and appoint officers to form a local branch. The merchants then in the towns which come under that local branch, turn in lists of their customers, with their ratings on each to the local secretary, who, in turn compiles a list of all the names he has with the rating on each, and hands a copy of that list to all members. In this way it is possible to keep track of those parties who live within reach of several towns or villages, and who exhaust their credit in one place and then go and repeat the performance elsewhere.

In addition to this there is the credit reporting department which is situated at the provincial head office in Saskatoon. This department issues collection letters to all the members who apply to them. These letters are in two portions and the member fills in the stub giving all the particulars as called for, and sends the other part to his debtor. In many cases the first letter is sufficient to bring in the money or at least to have arrangements made for payment, but where this is not done the stub is turned in to the Saskatoon office and a second letter is issued from there. This second letter gives the debtor fifteen days to arrange settlement, and if at the expiration of that time no adjustment has been made, the debtor's name is reported to Toronto, for publication on the list of delinquent debtors, a copy of which list will, in due course be placed in the hands of every member in that Province.

Since the first of November last up to the 15th of February, there have been reported to the officials as being paid through the results of the collection letters issued by the Credit Reporting Department no less than 411 accounts representing a total amount of $15,968 and during the same time there have been reported to Toronto for publication on the list of delinquent debtors some 1,470 names representing a total amount outstanding to the members of $64,114.

Much Outstanding Money.

These figures are just three months' work of the credit reporting department, and from less than 20 per cent. of the present members of the association. If every member had sent in his collection letters' stubs, these figures would at a low estimate have been trebled. Even then that would only have represented less than 15 per cent. of the merchants in the Province. With these figures to work upon, it does not need a great deal of reasoning to realize the money which must be outstanding on the books of Saskatchewan's merchants. The genus "dead-beat" is evidently abroad in the land all the time and in ever increasing numbers.

Through the efforts of the association the first piece of legislation ever obtained by the merchants of Saskatchewan as a body came into force on the 15th of February last. This was the Small Debts Act and while this is claimed to be a great improvement over pre-existing conditions, it was hardly what we wanted. Still it is recognized as a start.

At the next sitting of the Provincial House there will be several matters brought up such as Continuous Garnishee, Unfair Advertising, etc., etc.

Saskatoon has alone a membership of 105, and has a rating system whereby any member who is approached for credit, has just to telephone to the office of the association, and if the particular party is not rated, within a very short time the applying member can be assured that he will receive authentic information to guide him in his judgment as to granting the credit or not.

The Saskatoon branch at the present time has several matters before the city council such as licensing transient traders and improving the city market, and is taking up the question of free telephone service to nearby towns, rural free mail delivery, and numerous other items of interest to the local retail merchant.



F. J. BOLE, REGINA, SASK.
Who Presided at the Big Convention in Moose Jaw.

HARDWARE AND METAL

VOL. XXVI. No. 13 Toronto, Canada, March 28, 1914 Two Dollars per Year

Our Annual Spring Number

HARDWARE AND METAL feels a justifiable pride in the special number issued last week. For the past twenty-five years, a special has been issued at this season with the object of assisting the merchant in his spring campaign. Each year has seen a healthy growth in the spring special, denoting a growing appreciation of its value. But with the present year, the rate of growth was very decidedly accelerated and the number broke all previous records in remarkable style. It was, in fact, the largest issue of a trade, technical or class publication ever published in Canada.

That readers have appreciated the splendid number compiled for their use is evidenced by the opinions which are pouring in with each mail. One man writes: "I almost thought, at first, that a bound-up edition of Hardware and Metal for some time back had been sent to me." From many sources have come words of appreciation of the editorial and the advertising contents.

It will be the aim of the staff of Hardware and Metal to keep the paper throughout the year up to the high standard set in our special number. Arrangements are being completed for new series of articles of direct practical value, and in every way the editors are striving to bring their work closer to the needs of the retail hardware trade.

Courtesy in Business

TRUE courtesy is part of a man's character. Some men wrongly think it is something to be made use of on occasions and discarded when not absolutely necessary; for instance, the business man who has an entirely different manner for the buyer of goods to that which he displays when the positions are reversed and he himself is the prospective purchaser. Sometimes one would scarcely recognize him as the same individual. In the one case—suave, affable, obliging, considerate—radiating courtesy and good nature throughout the entire transaction. In the other case—blunt, gruff, ill-tempered, ungentlemanly—giving one the idea of a bear with a sore head. Yes, we know we have pictured an extreme case—a sort of Dr. Jekyll and Mr. Hyde personality in business—but we know, too, that there are a great many business men to whom the dual picture applies, if not in degree, at least in principle. Just why this should be is hard to understand. The generally accepted, twentieth century, definition of a contract or bargain is one which is mutually beneficial to all parties to it. If, then, the retailer is a beneficiary of the commercial traveler and of the house he represents, as indeed he is, why does he not treat them with the same degree of courtesy as he gives to the purchaser of his goods? Simply because of an antiquated and entirely wrong impression of his position in both transactions. If he is honest—and all truly modern business is honest—he is, in both cases, one of the parties to a mutually satisfactory and profitable transaction, and there is no reason why that brilliant jewel of character which we call courtesy should be made use of in the one instance and not in the other.

The same principle applies with equal force to a transaction between an employer and an employee. The discourteous manner, the hasty judgment, the neglect to reply promptly to a courteous application for employment—these are not only unprofitable and unbusinesslike, but are certain to be reflected in your employees also. Ofttimes we regret carelessness and thoughtlessness of manner, but it avails us little. Words once spoken are no longer our property and cannot be recalled.

> Boys flying kites pull in their white-winged birds;
> You cannot do like that when you are flying words;
> Thoughts unexpressed will sometimes fall back dead,
> But God Himself can't kill them when they're said.

In this age of democracy and constant reversion of fortune, it is well to remember that the employee or the commercial traveler of to-day may be the big business man of to-morrow. Even some men whom we are prone to despise and to whom we are habitually discourteous, may some day rise to the top of the ladder of fame and fortune.

But despite all we have said, we believe conditions are improving—we believe that business men generally are becoming more truly and sincerely courteous, and that it is a sign of stagnation and out-of-dateness to be otherwise. And we have written this in order to rouse and encourage the splendid men engaged in the hardware trades throughout the Dominion to a fuller sense of their privilege and responsibility in dealing with their fellow-men.

The Business Situation

THE advent of spring has given rise to a feeling of optimism among hardware merchants. Domestic trade, eliminating some of the larger industries, is regaining some of the lost activity and it will continue to become more buoyant as the spring season advances. Booked orders for spring delivery are moving out in a satisfactory manner, and in many cases are equal in size to the orders placed last year. Business, particularly in the smaller towns and cities, is picking up splendidly. In some of the larger centres trade is not yet as good as expected, but a gradual improvement in conditions is noticeable.

In the metal markets the general condition has not been altered much, although a slight feeling of optimism prevails. Buying is of a hand-to-mouth character and very few large orders are being placed. Collections, while not as good as might be desired, are showing slight improvement. Hardware jobbers expect that the month of March will compare favorably with the corresponding month of last year. In some instances February business fell behind that of last year. Paint manufacturers report that business with the hardware trade is fully up to that of last year. Trade has fallen off to some extent with the large manufacturing plants who use paint in their products. There have been a number of price reductions on hardware lines, although it is generally believed that these reductions will be of a temporary nature. Talk of tariff changes has had a depressing effect on some lines in which there will not be a revival until the Finance Minister announces the changes which the Government has decided upon in respect of the iron industry. The Financial Post commenting on the business outlook says in part:

As to the money outlook, the demand for commercial accommodation is undoubtedly considerably less than it was a year ago at this time, and that the demand would likely tend to fall off a little more as the year advanced. This, of course, would mean the return of funds to the banks and a piling up of resources. However, we are loath to believe that there will be anything approaching easy money in this country for some months to come. We may also point out that funds accumulate at an enormous rate in Great Britain, and that such accumulations would perhaps rectify the condition of over-extension more quickly than might otherwise be looked for. The lessening in the demand for commercial loans should ultimately benefit stock brokers, but the banks are not likely to give any countenance to speculation in any kind of securities while there is any factor in the world's money outlook of a serious nature.

Aside from the larger requirements of the Dominion in the form of loans for railroads and possibly further borrowing on the part of the Government, there is not going to be a pronounced demand for money. If there was one, it would not be met, as we have already pointed out. Banks will remain cautious, and their attitude in this respect has been accentuated by the tragedy in Paris and the Ulster crisis. For a time Mexico is not so serious a factor, and Brazilian trouble is passing away; all that is left of it of a serious character is some speculation in that country's securities. Ulster and Paris are very close to the quick in respect of our capital supplies, and naturally the trouble at these points has a depressing effect.

It is satisfactory to note that Canada's exports are gradually moving toward a closer approximation to the amount of exports. This is no doubt due to the changes in the United States tariff. How these changes will eventually affect the Dominion is becoming apparent, and our information is to the effect that the changes will direct industrial enterprise towards the Dominion. During the present year, if trade in the United States improves, we are confident that the effect on Canada will be very marked.

Sheldon and Salesmanship

SHELDON says that salesmanship consists in selling goods at a profit and Sheldon has given a good deal of thought to the question.

Salesmanship is therefore not cutting prices. It does not mean the selling of goods for 99 cents that cost a dollar. Neither does it mean the selling of an article that costs a dollar a dozen for 10 cents each. When overhead expenses are taken out the profit has vanished.

What Mr. Sheldon means is this: In order that there be the element of "Salesmanship" in the passing of an article from one to another, the seller must have a definite margin of profit above the total cost.

How easy it is for cut-rate drug stores, for instance, to have extensive turnovers! Many dealers and clerks have erroneously got the idea that they are salesmen because they sell large quantities of an article, the regular price of which has been cut in two. Anybody can do that. But when a dealer sells an article at a cent above his competitor he must be classed in the ranks of the salesmen.

Editorial Briefs

WESTERNERS are on the trail of the Dead-Beat.

* * *

TO PUT IT in the vernacular, our Spring Special was "some number."

* * *

GET IN LINE for the Paint-up, Clean-up Campaign. Watch for next week's issue.

* * *

THE SCIENCE of business is the science of rendering service—he profits most who serves best.

* * *

PARCELS POST limit has increased to 11 pounds. Are you making full use of the opportunities offered?

SALESMANSHIP is the power to persuade plenty of people to pleasurably purchase products at a profit.

* * *

THE ADVENT of spring has created a feeling of optimism among hardwaremen. Push your spring campaign to such an extent that all pessimism will be forgotten in the rush.

* * *

THE SPRING is the harvest season of the retail hardwareman. Begin your harvesting operations early and garner in the business and profits that can be secured at this season of the year.

A Well-Equipped Retail Hardware Store

Attractive Fixtures in the Brandon Hardware Co. Store, Brandon, Man. — Advantages of Having Goods Well Displayed — The Healthy Store.

ONE of the best examples in Western Canada of the effective use of modern hardware store fixtures is seen in the store of the Brandon Hardware Co., Brandon, Man. That each shelf can be made an effective display medium has been clearly demonstrated in this store.

The firm had the fixtures installed ten years ago and during that time many sales have been made as a result of this method of displaying goods. The accompanying illustrations show sectional views of the household goods, and tool and cutlery departments.

It can be seen from the cuts that the ceiling is exceptionally high. In the household goods department the shelving is adjustable. Each shelf can be placed as high or low as desired to accommodate the various lines of goods which it is necessary to carry in this department.

Enamelware, aluminumware, etc., shown in this manner present a very attractive appearance that will appeal to lady customers, especially those directly interested in kitchen utensils. The high shelves are reached by means of sliding ladders.

In the cutlery and tool department shelf boxes are used. Each box or drawer has a glass front and samples are displayed on a board, immediately behind, covered with red felt which with the sample shows plainly through the glass front. These fixtures were installed in 1904, and a number of the samples look almost as bright to-day as they did when they were installed ten years ago.

A large number of lines are displayed in silent salesmen.

A number of household lines are shown on tables which have been placed in the household goods department. One of the commendable features in this store is the fact that the store does not look overcrowded. Ample display space is given to each line of goods.

Many of the heavy lines of goods are shown upstairs.

Oils are stored in a special fire-proof room in the basement and are supplied to the store above by a battery of self-measuring pumps.

A visitor to the store is struck by the neat appearance of the stock, and neatness is one of the predominating features throughout the store.

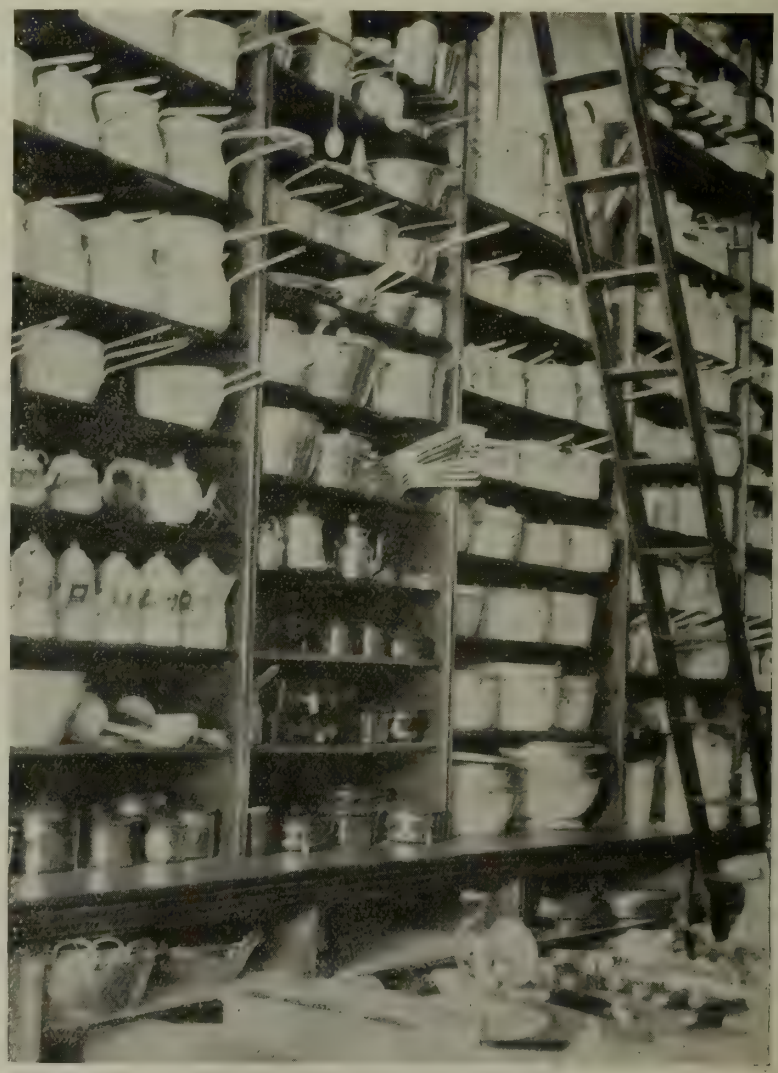
The ceilings in the store are very high and one of the commendable features is the attractive metal ceiling.

There is a marked tendency on the part of retail hardwaremen in many parts of the country to install modern equipment. During the past few months several retail hardware firms have informed Hardware and Metal that it is their intention to install modern display equipment. Many styles of display fixtures may be purchased by the retail hardwareman. There are many novel methods which may be used, not only to display the goods, but also to save space. In many of our retail stores space is at a premium and the retailer has difficulty in properly displaying his wares. Practically all retailers agree that samples of all lines should be on display. Customers entering a hardware store like to see a nice array of samples—in fact, they expect to see it—they also like to see everything in the store in a nice orderly condition. A recent issue of Plymouth Products refers to the healthy store as follows:

"His store is healthy, that is why I trade there," said my friend, the builder.

"Why do you use the word healthy?" I asked.

"Listen! Dirt is nothing but matter out of its proper place. Disease is nothing but dirt. A healthy body is clean, wholesome, radiant, active, intensely alive. Every fiber is of the right quality, and is in the right place. Every part does the work for which it was



View of section of household goods department in Brandon Hardware Co. store, Brandon, Man.

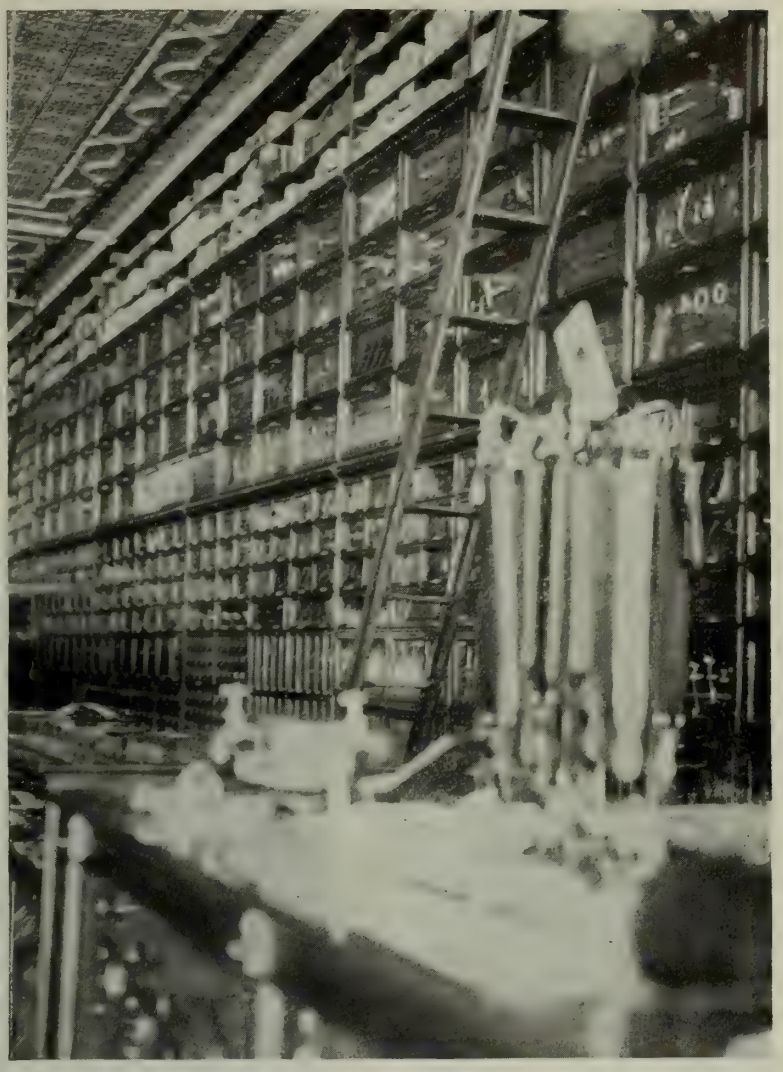
created. It is built to serve, to work efficiently, and it does.

"Now, let's look at that store of Henderson's. The outside is inviting. One would think that he had been trained in one of those high-grade candy stores where they sell bon-bons for two dollars a pound. He has somehow performed the miracle of making uneatable things look appetizing.

"Inside is order. There is a place for everything, and everything is in its place. The salesmen and the customers do not have to stumble over odds and ends. He has made the place like a home that radiates hospitality. Henderson is like the fellow who owns the Mission Inn out in California, and who puts cut flowers and baskets of fruit in the rooms of his guests every day. He makes the visitor feel welcome. When I go in there he makes me feel that he wants to serve me, but that he is not vitally interested in selling me things. There is a difference, you know."

There, you have it! You are interested in one thing—to sell your goods at a profit to the satisfaction of yourself and customer. Healthy, laughing, radiant folks attract friends, make them feel at home, fill them with comfort, and they, without your urging, buy your goods. You want them to buy your goods, therefore you make your store healthy, clean, orderly.

Ingersoll used to say that the time would come when people would see that health is just as catching as disease. Employ healthy clerks, treat them so that they will remain healthy, keep your store clean, wholesome, orderly, make friends of both clerks and customers, and you will find yourself blessed with all the business you are equipped to handle.



Sectional view of cutlery and tool department in Brandon Hardware Co. store, Brandon, Man.

WALTER C. ALLEN ELECTED VICE-PRESIDENT.

At the meeting of the Board of Directors on March 12th, 1914, immediately following the annual meeting of the stockholders of the company, Walter C. Allen was unanimously elected a vice-president, all of the other officers being re-elected for the ensuing year, the list of officers thus standing as follows:

President—Mr. Henry R. Towne.

Vice-Presidents — Schuyler Merritt. Walter C. Allen.

Secretary—J. H. Towne.

Treasurer—John B. Milliken.

For the past five years Mr. Allen has held a position of general manager, and as such has had charge of the sales policy and management in all departments of the business, at home and abroad, excepting the bank lock department. With the title of vice-president and general manager, he will continue to perform the important duties thus implied.

Mr. Allen was born in Farmington, Conn., but came to Stamford when about eight years old, and has lived there ever since. He entered the company's service in 1891, securing a minor position, on his own application, and retaining it by proving his merit. Within a year he was promoted to a clerical position, which he soon resigned in order to enter himself as an apprentice in the tool and machine shop, where he served for three years and thus gained a mechanical experience which greatly aided him in his subsequent career. During the next three years he worked as a draughtsman, in the company's drawing office, and in 1900 was placed in charge of certain important work in the bureau of costs. In 1905 he was appointed asst. general superintendent under the late Fred T. Towne, and on the death of the latter in 1906 was appointed his successor. In this position he had the direct and responsible management, under the president, of the entire Stamford plant. In 1909 he was transferred to the general offices of the company in New York City, and, as general manager, was placed in charge of the commercial and sales division of the company's business. His election as a vice-president of the company is a significant recognition of his successful discharge of the large responsibilities which have been intrusted to him.

The men at the head of the three broad divisions of the business, responsible directly to the president, are:—

Walter C. Allen, vice-president and general manager.

Joseph A. Horne, general superintendent of works.

John B. Milliken, treasurer (finances, accounting and statistics).

To Carry Stock in Winnipeg.

The Onward Mfg. Co., Berlin, Ont., announce that in future they will carry a stock of Onward Sliding Shoes, vacuum cleaners, etc., in Winnipeg. Orders will be filled by the firm's Western agents: Moncrieff and Endress, Ltd., Scott Building.

Steady Expansion in a Small Town

Methods Adopted by N. Langevin, of Valleyfield, Quebec—How He is Using His Premises to Increase His Revenue—System of Training Clerks—$80,000 Turnover in Year.

"YES, sir, it is over 30 years ago since I started my business in Valleyfield," said Mr. N. Langevin to a representative of Hardware and Metal recently, "and during that time I have branched out and added to my premises until you see where I am to-day."

When asked by Hardware and Metal how he accounted for his success and what methods he had adopted, Mr. Langevin replied: "I have simply kept the stock, always been right with my customers and have made my business by honest efforts."

About 30 years ago Mr. Langevin started business in Valleyfield in a very small way. He used to dabble in leather to a certain extent, but gradually dropped this and gave all his attention to hardware.

Ten years ago it became necessary to enlarge his premises as the business had now grown to such an extent that more space was needed to carry the stock.

The accompanying illustration will show the new premises, which were erected.

Additional Revenue.

As these plans would run into quite a sum, a little more was added to the original figure and a first class hall was included which consists of the top flat. This is rented to different lodges and also for dances, etc., and brings in quite a nice sum during the year, which helps reduce the overhead expenses. The second floor is divided into two sections, the back being used as a store room, while the front is rented for office space. This also reduces the overhead expenses.

Store Quite Spacious.

The outside appearance of this store is very deceiving and it is not until one enters that its true size is realized. The measurement is 35 ft. wide x 100 ft. long with a 16 foot ceiling. This allows abundant room for display purposes.

Store Room Used.

At the back of the store a large warehouse has been built for stocking the different lines carried. This is also quite spacious, the measurements being 30x68. Then again another storeroom has been built down close to the railway tracks where cement, coal, lime and so forth is stocked.

Mail Order Business.

The surrounding districts are depending on the merchants of Valleyfield for supplies, and Mr. Langevin handles considerable of this trade. When asked how he held this trade, Mr. Langevin replied: "Simply, by fair treatment and 'delivering the goods.' A man in a small town, to get along, must have a good name it it is always my policy to protect the name of Langevin as it has stood up for quite a number of years now."

"I don't advertise at all, because I can't see where it would pay me. My business is carried on successfully to-day because we never go back on our word and always carry a full assortment of the best lines."

Breaking in New Men.

When asked by Hardware and Metal what policy he followed when starting

(Continued on page 40).



Exterior view of N. Langevin's store at Valleyfield, Que.

Problems in Sheet Metal Work

PROBLEM 5, plate I, illustrates a Y-joint in pipe. This can be a cut-off for a small conductor pipe, or a Y-joint for a large blower pipe. The size makes no difference.

The top piece P is straight and necessitates no pattern.

The pattern for the bottom is developed as explained for problem 7, Fig. 3.

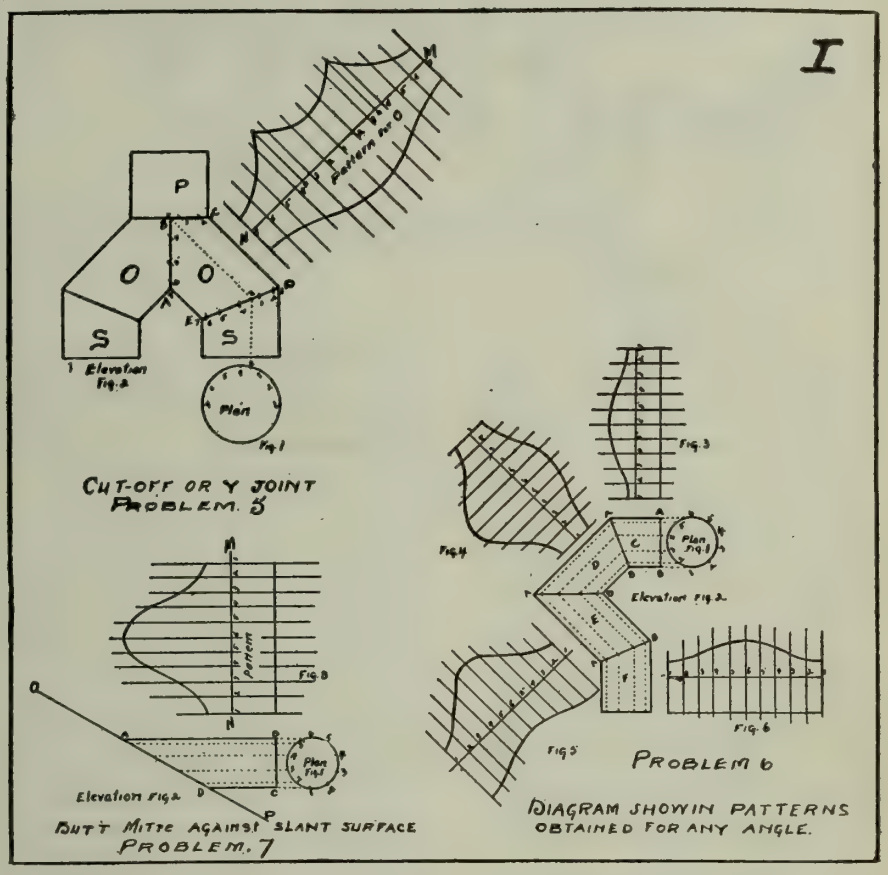
The gore piece O, is very similar to the gore piece C, problem 3, plate 12, and is developed in practically the same manner.

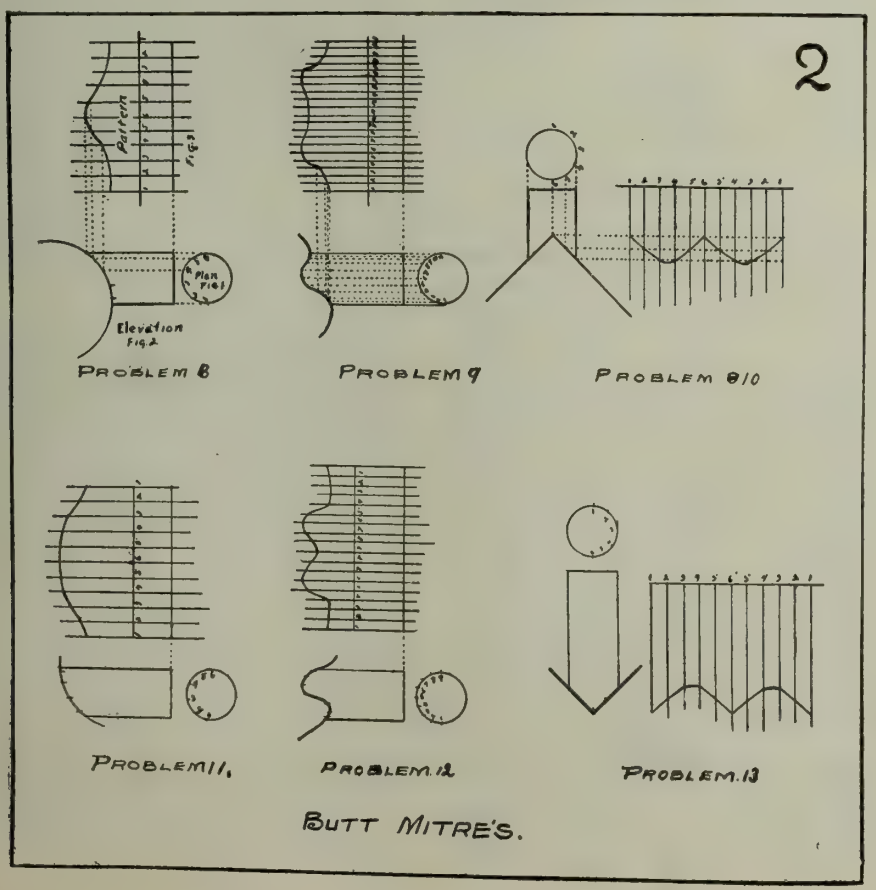
Lay out the plan, Fig. 1; then the elevation Fig. 2; keeping one arm of the elevation in line and directly above the plan.

One half of the plan is then stepped off and numbered as shown and vertical lines are carried from the numbers to the first mitre line E D, then parallel to C D, to the next mitre line A B C.

The stretchout N M, is then laid out at right angles to the line C D, and the usual measurement lines drawn.

The T-square is then placed so it will run parallel to N M. Bring it against each one of the points on the mitre lines, and cut the corresponding measurement lines.





In measuring off the plan of a Y-joint, it seldom happens that any of the regular lines come into the point B on Fig. 2, therefore to get the pattern extended up to this point, we draw a line from the point B parallel to the line C D, until it touches the mitre line E D. Then we drop it vertically to the plan Fig. 1, to get its position for the stretchout line.

We call this line "x" or anything to distinguish it from the stretchout line.

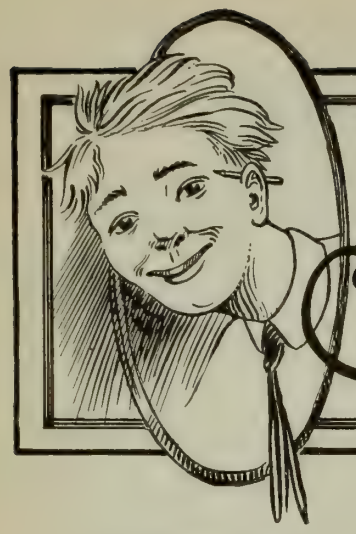
It will be noticed in this case that it comes between 3 and 4 on the plan.

Now we want a line on the stretchout to correspond to this line, to have the same position on the stretchout that it has on the plan, so we transfer the space X3 or X4 from the plan to the stretchout and draw the measurement line X.

Then place the T-square parallel to the line N M, bring it against the point X or B on the elevation and cut out the measurement lines X on the stretchout. A line traced through the points on the measurement lines completes the pattern.

Problem 6, plate I, shows elbows running in different directions. This example is intended for practice on what

(Continued on page 50.)



THE JUNIOR CLERK'S PAGE

BUSINESS MEN.

"A business man is one who decides things quickly and is sometimes right. He knows that honesty, or the truth, is the best way to make money, and if he knew a better way to do it he would adopt it. Business men must be honest, for that is the only way they will have friends, and you will all know that we make our money out of our friends, because our enemies will not trade with us.

"One fact we must all bear in mind, business men and others: that fact is that we are here. The scientists tell us where we come from, and the preachers let us know where we are going, but the one hard fact is that we are here, and we cannot get out gracefully without making a mess that someone else will have to clean up.

"So we are going to help people all we can; we are not going to make things unpleasant; we are going to give away all the best things we have, good will, a smile, a helping hand. Our modern business is proof of the improved adage that 'bread cast on the water will come back buttered.'

"We are all in the game of hard work, mixed with play. The man who cannot play cannot work, and his nerves will soon get on the outside of his clothes. I have always found that the more work a man does the better his body is for it, and his 'think tank' improves correspondingly.

"I have heard of men retiring from business for a 'good time,' but let me say to you Rotarians that a man who does not have a good time in his business should be out of it. And your mission in life is to help others, to make two laughs grow where but one grouch grew before.

"A new phrase I have heard of late is 'survival value,' and I have come to think it is the only thing worth while. Everything in life ought to cast a purple shadow. If men had no other object than making money, the survival value would be very small, but he builds to help those who live with him and those who will come after him.

"The cold fact remains, we are here. And the best way to show our love of God is to think of the man around the corner or across the street. The best way to prepare for the life to come is to live up to our highest and best and the Gods will look out for us up there.

"But I am to talk about getting together and I will take of that man who has done more to help the world get together than any other, Thomas A. Edison, who by his inventions, brought the world to know the world.

"The three jewels may be Faith, Hope and Charity, but there are three others which I think just as important. They are Mutuality, Reciprocity and Co-operation. We have passed out of the stage of competition into the era of co-operation and the Rotary Clubs symbolize this fact. The science of business is the science of human service."

STEADY EXPANSION IN A SMALL TOWN.

(Continued from page 38.)

in new clerks, Mr. Langevin replied, "Every man who comes to me must start in by handling the delivery waggon, unless, of course, he has had previous experience. As soon as we find business heavy enough we move every one up a peg and bring the delivery man inside to the warehouse to look after the stock. The man in the warehouse is brought out to the store and given a chance to show his ability. During rush hours we sometimes find it necessary to bring in all the warehouse men and in this way we are able to pick out the salesmen. When the rush season is on, my staff will number eight and the men who show the best selling ability are kept in the front to look after the customers."

Cash System.

Every article purchased in this store must be accompanied by a bill made out by one of the clerks and the cash is carried to the cashier's wicket in the back of the store by a cash carrier.

Stove Business Also Good.

The stove department occupies the middle of the store and a display is made of all different sizes and makes on an elevated platform. The customer, upon entering the store, cannot help but see these displays, and Mr. Langevin claims that this feature alone has helped swell his stove turnover, which amounts to over $6,000 in a year.

All smallware and builders' hardware is stocked in drawers running the full length of the store and within two feet of the ceiling. A ladder which runs along on tracks is used in gaining access to the top drawers.

Oil Pumps Used.

"Yes sir, I installed those pumps some time ago and if my business warranted more of them I would not be without them, as they save the time of two men during a rush." This is the answer given by Mr. Langevin to Hardware and Metal concerning pumps used for pumping oil from the basement to the store. This store is equipped with three of them and, as stated, if more were needed the firm would not hesitate to install them, as they are time savers.

Window Displays.

Owing to the extremely cold weather in that district during the winter months very little attention is paid to window dressing, but during the summer they are changed generally every two weeks, as Mr. Langevin claims this is one of the best methods of securing business. "A good window is an asset and although it takes time, it is well worth it, as it not only displays the goods but often reminds the transient of a needed article."

Like all country dealers, Mr. Langevin is obliged to extend quite a lot of credit, but he judges his clients carefully and sets a mark as soon as they reach his figure, then credit is stopped, until the account is straightened out. A few customers have been lost in this way, but Mr. Langevin claims that it is the system to avoid bad debts.

"Salesmanship"

Extracts From an Address Delivered Before the Sales Managers, Salesmen and Purchasing Agents of the Pittsburgh District, Under Auspices of the Pittsburgh Industrial Development Commission.

By Col. H. P. Pope, Chairman, Pittsburgh Industrial Development Commission; Vice-President and General Manager of Sales, Carnegie Steel Co.

IT seems to me almost a work of supererogation to address such a body of men as is before me, on the subject of Salesmanship. The fundamentals have been the same in all ages, and their application has been changed only in regard to the changing conditions of trade. Nor is salesmanship a thing of recent growth, as is evidenced by an incident related to me by a friend of mine, some months ago, when he told me briefly that his study of the history of Egypt showed that the first traveling salesman was sent out by one of the early Pharaohs to the upper regions of the Nile, to exchange th product and manufactures of Egypt for the gold and ivory of the Upper Soudan.

I have often wondered what were the methods adopted by the great merchant princes of the Roman period. Men like the Princes of Hur, whose caravans and whose fleets visited all the known portions of the world. Of course trade in those days was largely in kind. The man who had a surplus of one product exchanged it for what he needed of the surplus product held by another man; and it was a contest of wits purely in determining values of the articles so bartered.

As the nomadic tribes ceased to wander and became fixed in permanent communities and these communities in time joined hands and formed state and nation, it became necessary to find a medium of exchange to determine the values of the articles so bartered, and hence money in its various forms became known. Gold, as the most valuable of the precious metals, for many reasons, was, and has been, used ever since as the great standard of value, and in that particular respect it has been the great, civilizing influence of the ages. While its forms are not so many and its use not so great as the commodity in which we deal to-day, and which is known as "steel," and which in many respects is the greatest non-human civilizing influence that the world has ever seen, money has played a most important part in the development of trade and commerce. These relations having been established, it became necessary to place the relations of trade in the hands of salesmen, and I have no doubt that the qualities of true salesmanship have been common in all ages.

Honesty First Requisite.

The first requisite, in my judgment, of the real salesman is honesty; honesty in the presentation of the articles he has to offer. A salesman's statement should be as good as a bond. There should be no misrepresentation in price, quality or delivery of the articles he has to sell, for while misrepresentations may obtain a customer, they never retain him. There may be some feeling like that expressed by David Harum, to "do unto others as they would do unto you, but do it first;" but what may be right and proper in a horse trade would be undignified and out of place in the great relations of trade to-day. These relations have become so large, so important, that it takes something more than a small man to represent a great institution. A salesman should establish such relations with his customers that his word becomes unquestioned. When this occurs he is always welcome, and he establishes such connections as make for his own advancement and for the good of the institution he represents, for having established a clientele, which, while it is retained by the service back of the sale, is nevertheless a part of the personal asset of the salesman himself.

As to the next quality of salesmanship, I should designate knowledge of the articles sold. This is of supreme importance. A customer can have no confidence in the statements of a man who does not know the character, value and quality of the articles he proposes to dispose of. So much has this become the case that in our own organization we have established a school of salesmanship in which our people are brought to the mills and given a thorough course of instruction in methods of manufacture and operation, so as to fit them to talk intelligently to their trade when called upon to do it.

The third qualification I would suggest, is a thorough knowledge, within reasonable limits, of the business of customers. They should know all that can be obtained in an honest, business-like way, of the amount of material or goods used; character, quality and methods of manufacture, if customers are putting material they purchase through a process of manufacture before resale. Such knowledge, coupled with similar information about the goods he sells, will enable a salesman to be of great assistance to his customers; and it is not out of the way, nor does it show a sense of trying to tell a man what his business is, or should be, if a salesman can in a proper tactful way, assist him in cheaper production or better distribution of his goods.

Ambition and Energy.

The fourth qualification is, of course, ambition and energy. Someone has said that he had no use for a man who was so satisfied with his position and everything pertaining to it that he had no ambition to rise beyond it, and this statement contains a great deal of truth. It is true a man may become so restless that he unfits himself for the proper filling of duties which have been assigned to him, but at the same time no man ever suffered from the restlessness which comes from a desire to better his situation and which has been justly called the "Divine discontent." It is this feeling which has led to all benefits in this world. It has inspired the explorer, the inventor, and all men desirous of bettering themselves and the world by what they could do. It is an amiable quality because it is not accompanied by a desire to ruthlessly tear down the positions of those above them, but simply the wish of the man who has this feeling to fill a wider place when the opportunity comes to him.

And with this we should associate tact. No quality of the salesman is more essential in the handling of his business than a tactful method which may largely continue his own personality. For example, if the salesman calls upon a man who has suffered recent bereavement, or is in serious financial difficulties, or is so troubled with domestic matters or other causes which make him unfit for business, a tactful

(Continued on page 47.)

Current News of the Hardware Trade

Business Changes.

Sherbrooke, Que.—Jos. Lacombe has been succeeded by Jos. Lacombe & Fils, Inc.

Death of D. K. McLaren.

Montreal, Que.—After an illness of about four years David Keay McLaren, president of D. K. McLaren, Limited, died recently. Mr. McLaren, who was a native of Perth, Scotland, had been a resident of Montreal since 1864 and was interested in manufacturing enterprises until a few years ago.

Mr. McLaren was born in 1835 and came to Canada in 1852. He was associated with his brother the late J. C. McLaren, in the belting business for about 18 years. In 1896 he founded the present business house, which was incorporated as D. K. McLaren, Limited, in 1907, and was president of the concern up to the time of his death.

Companies Incorporated.

Metallic Tire Expander Co., head office, Montreal, Que., capital stock, $250,000.

Self-Sanitary Closing Cans, Ltd., capitalized at $50,000 with head office at Calgary, Alta.

A Aubry & Fils, Limitee, caital stock $150,000, to mine, smelt, cast, forge, enamel coat and plate metals, etc., with head office at Montreal, Que.

Liquid Fuel Utilities Co., capitalized at $50,000 with head office at Winnipeg. Incorporators: A. H. Shields, L. W. Hagg, R. S. Beattie, Jas. Kay, Albert E. Bowles.

Kingston Iron and Tube Co.

Kingston Iron & Tube Co., Ltd., Kingston, Ont., capitalized at $1,000,000 has been incorporated for the purpose of manufacturing and dealing in all kinds of goods, wares, etc., and more particularly in iron, steel, nickel, galvanized and lead pipes, tubing and other kindred products. Incorporators: J. E. Dey; J. M. Ferguson; E. F. MacDonald, J. P. Walsh; Eileen Jameson.

Increased Capital.

The capital stock of the J. C. McLaren Belting Co., has been increased from $75,000 to $150,000.

Addition to Plant.

The L. Martin Co., has recently completed a large brick addition to its plant in Philadelphia for the manufacture of high grade lamp black exclusively. Plans have been laid for a still further increase in the plant. An addition to the London, Eng., plant is also under consideration.

Personals.

J. W. Gaede, manager, Buckeye Saw Vise Company, Cleveland, was in Montreal during the week.

Gordon C. Seybold, general manager, Cochrane Hardware Company, Sudbury, Ont., was in Montreal this week on a business trip.

Among the business visitors in Toronto last week were: G. W. Ecclestone, Bracebridge; Jno. Harnsworth, Berlin; Thos. Lochart, Galt.

The Soo Hardware Co., Ltd., of Sault Ste. Marie, has lately been reorganized. Edwin Keys and Jas. S. Reynolds have secured an interest in the business which in future will be conducted by them.

Jas. S. Reynolds, formerly manager of Plummer-Ferguson Hardware Co., Sault Ste. Marie, Ont., for the past ten years, having secured an interest in the Soo Hardware Co., Ltd., of that place, recently assumed the management of the latter company.

Among the representatives calling on the Montreal hardware trade during the week were: J. H. Cameron, Winchester Repeating Arms Co., New Haven; Alfred Hahn, Stratford Brass Co., Stratford; Scott. C. Ball, Sargent & Company, New Haven; H. P. Hubbard, E. C. Atkins & Co., Hamilton; J. Herbert Porter, Bissell Carpet Sweeper Co., Toronto; Clive Hatch, Martin Manufacturing Co., Whitby.

New Firms.

Montreal, Que.—Wm. Patterson & Co., hardware, have registered.

Galt, Ont.—It is expected that a new industry, the Rion Silverware Co., Ltd., in which Toronto men are interested, will locate here in the near future.

The Canada Malleable Steel Range Mfg. Co., Oshawa, Ont., are reported contemplating opening stores at Regina and Moose Jaw, in the near future.

Changes Firm Name.

Burlington Steel Co., Ltd., formerly Canada Steel Co., Hamilton, Ont., have sent out the following announcement:—Owing to the similarity of names of several companies in our city and the confusion resulting therefrom, we have determined to change our name from the Canada Steel Co., Ltd., to Burlington Steel Company, Ltd., under which name we will in future transact our business.

Additions to Staff.

The Canada Paint Co. announces the addition to their staff of traveling representatives of Albert C. Watson Soper. He will look after the Cobalt district, North Bay to Fort William, Sault Ste. Marie and Manitou Islands. For the past ten years Mr. Soper has been traveling for the Ogilvie Flour Mills Co. He knows the territory well and is very popular. Mr. Soper was born and educated in London, England. When the first Canadian contingent was formed in 1900. Mr. Soper enlisted at Winnipeg, and after active service during the war returned to Canada.

R. I. Sirman, a native of Toronto, who has been with The Canada Paint Co. for the past eleven years, has been appointed to cover the territory immediately west of Toronto. Mr. Sirman very quietly got married three weeks ago. With such good fortune, we are sure that Mr. Sirman will make many friends in the trade, and will find his new territory will come up to his expectations.

Western Notes.

A. Bachmann, a pioneer hardwareman of Killaley, Sask., was in Winnipeg last week.

J. Mohr, hardware buyer for the Marshall-Wells Alberta Co., Edmonton, was in Winnipeg on business last week.

Elfros, Sask.—H. P. Bole, hardware and implement dealer has sold his hardware business to the Elfros Hardware Co.

H. J. Clare, manager of Clare and Brockest, Ltd., Winnipeg, has returned from Preston, Ont., where he was delayed for a time by illness.

G. F. Stephens and L. C. Stephens, of the G. F. Stephens Paint Co., Winnipeg, Man., have gone on a business and pleasure trip to the Pacific coast.

Edward Johnson, Brandon, Man., one of the best known hardwaremen in the West, has been in the hospital for several weeks. He has been operated on, and is recovering.

The Major Trading Co. have opened at Major, Sask., and are handling hardware. Their store is not yet quite completed. The proprietors are Messrs. Sutherland and Watson.

G. Darling, advertising manager for the G. F. Stephens Paint Co., was in Moose Jaw last week, attending the annual convention of the Retail Merchants' Association of Saskatchewan.

Weyburn, Sask.—A partnership has been arranged between D. Gallagher, late of Gallagher & Walker and D. Lythgoe, under the name of Gallagher & Lythgoe. The new firm will engage in the heating and plumbing business.

A. Kinnemann, Kindersley, Sask., was in Winnipeg during the week buying a new stock of hardware. He has been located in the above town for four years, and is one of several hardwaremen there. He is not buying heavily, being of the opinion that last year's crop was not so good as reported. He says he has a lot of people on his books who have never asked for credit before, and for that reason he is going slow.

Mr. Bradley, secretary-treasurer of Hood Limited, Prince George, B.C., was one of the interesting visitors to Winnipeg during the week, placing a large order for spring goods. He reports that prospects are excellent in Prince George now that the G. T. P. have their trains running through. He is one of the pioneers of Prince George, and walked sixty-five miles to locate there, and trucking his stock in trade. They have a baby at home, and there is only one cow in the vicinity. Milk costs 50c a quart, and a special teamster has to be sent for it.

APPRAISERS' BULLETIN NO 786

The following changes appear in a recent appraisers' bulletin for the guidance of customs officers:—

Correct Bulletin 630, page 16, heating pads, electric, should read 27½ per cent. instead of 35 per cent.
File No. 69575.

Tariff item 403A. provides for free entry of "wire rope for use exclusively for rigging of ships and vessels—under regulations by the Minister of Customs."

Wire rope for use as follows is held to be dutiable and is not classed as rigging, viz.—

Wire rope lines to be used as cables.

Wire rope lines for use as tow lines.

Wire rope lines to be used for moving the vessel or for holding the vessel in position.

METAL DISPLAY SIGN.

Canadian Yale and Towne, Ltd., St. Catharines, are offering the trade a new metal display sign made up in attractive colors and measuring 17x22 inches. The sign will make a handsome addition to any display, as well as a permanent store card.

These signs have already been distributed to a large portion of the trade, but those not having received one can do so by communicating with The Canadian Yale and Towne, Ltd.

HARDWARE LETTER BOX



Correct Address.

J. L. Demers, Thetford Mines, Que.—"Please advise me through your paper the correct address of the Barnum Wire & Iron Mfg. Co."

Barnum Wire & Iron Mfg. Co., Detroit, Mich.—Ed.

Ventilators.

Garnier & Henderson, Saskatoon, Sask.—"Can you advise us of firm manufacturing ventilators, stationary and rotary?"

A. B. Ormsby Co., Toronto; Metallic Roofing Co., Toronto; Wheeler & Bain, Toronto.—Ed.

Gasoline Irons.

Dan Shannon, Marmora, Ont.—"Would you kindly give name of manufacturers of gasoline irons for tailors' use?"

The following firms make gasoline sad irons; we are not sure, however whether they are specially designed for tailors' use or not. Taylor Forbes Co., Guelph, Ont.; Royal Iron Mfg. Co., Big Prairie, O.; Globe Brass Works, Detroit; Imperial Brass Mfg. Co., Chicago, Ill.—Ed.

Contractors' Levels, Telescopes, Etc.

W. Wallace, Comber, Ont.—"Please advise us what firms make contractors' levels, telescopes, etc."

L. S. Starrett Co., Athol, Mass.; Hughes, Owens & Co., Notre Dame Street, Montreal; Eugene Dietzgen, Ltd., Toronto; F. H. Hopkins Co., Montreal; Mussens, Ltd., Montreal; Bostrom & Brady, Chicago.—Ed.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal, March 31, 1894:—

"Five hundred barrels of crude oil was forced the other day from Oil Springs to the Alpha Refinery, Sarnia. The Alpha pipe line, though laid for many years, and unused, worked splendidly, the total length of oil piped being about twenty-three miles."

* * *

"The long-expected new tariff was brought down on Tuesday by Hon. Mr. Foster, minister of Finance. The most radical change is probably in regard to nails. On cut the reduction is 25 cents per keg, and on wire 75 cents per keg."

Editor's Note.—The March 31, 1894 issue of Hardware and Metal contained six pages of information, regarding the new tariff, including reports of interviews with many of the most prominent Canadian manufacturers in the hardware line.

* * *

An announcement is made in this issue of a prize competition conducted by Hardware and Metal. Three prizes were offered—$20 for first; $10 for second; and $5 for third, for the best essays on the subject: "Causes of failure in the hardware business and how to avoid it." The five essayists ranking in order after the prize-winners were to receive Hardware and Metal for one year. The contest closed May 1st.

DEATH OF T. M. PIPER.

The death occurred at Fort William on March 22 of T. M. Piper, a member of the hardware firm of J. & T. M. Piper. Death came unexpectedly, and followed about three hours after an operation had been performed. While the late Mr. Piper had been feeling unwell for short intervals during the winter, yet he was strong enough to walk to the hospital the day before he was operated on.

Thomas Moore Piper was born at Wardsville, Ont., in 1878. In 1885 he went with his mother to Fort William and resided there until the time of his death. At the age of eighteen Mr. Piper and his brother formed the firm of J. & T. M. Piper, which has been carrying on a successful business since 1896, opening at first in a little building, and later moving into the premises which they now occupy in the Piper Block. The late Mr. Piper took an interest in municipal affairs, and had occupied several civic offices. He also took a keen interest in sports and was an enthusiastic curler. The funeral was held on March 24 under Masonic auspices.

YOUR CUSTOMERS.

The hardware business doesn't differ in any essential feature from other retail enterprises; and the very same laws and principles that make for success in other lines of merchandising make for success in hardware. The people who buy hardware are just folks—not a unique order of beings at all—just folks, with the likes and dislikes, the follies and foibles, the strength and the weaknesses of other people.

New Goods Offered Canadian Hardwaremen

ICY-HOT HALF-PINT BOTTLE.

The Icy-Hot Bottle Co., Cincinnati, U.S.A. are placing on the market a new model vacuum bottle in the form of a half-pint bottle that can be carried in the pocket. It is designed to be particularly useful for workmen to carry in the pocket.

The makers claim that the bottle being of pocket size a great many workmen and school children carry it with



Icy-Hot ½-Pint Bottle.

their lunch, thereby providing hot soup or coffee to an otherwise cold meal. This bottle keeps hot liquids hot 24 hours, or cold liquids cold three days the same as the larger sizes. With careful use this bottle will last a life-time, as the chances of breakage have been reduced to a minimum by padded springs and rubber cushions which absorb all jars and jolts caused by dropping or falling over.

CEMENT COATING AND AUTO-FINISHES.

Pratt & Lambert, Inc., Bridgeburg, Ont., are offering the trade two new products which they have recently produced.

One line of automobile finishes consists of Effecto Auto Black Enamel, Effecto Auto Body Finishing, and Effecto Enamel Top Dressing.

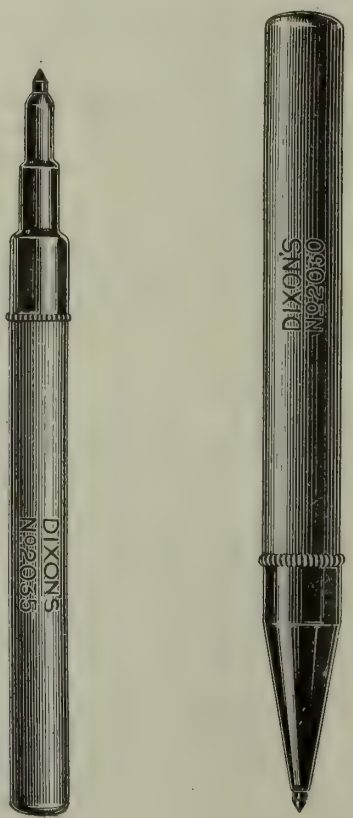
The first is a black enamel varnish that hides disfiguring marks and scratches, and can be used over an old car in bad condition, black or other color, to give it an up-to-date black finish. The second is a clear varnish used to restore the lustre of an old finish which has become dulled through age, but is otherwise in good condition. The third is a finish to preserve automobile tops. These specialties are said to be very easy to apply.

The firm have also produced Vitralite Cement Undercoating, an undercoating for cement, which it is claimed the most practical and severe tests have proven to resist alkali. While the new coating was produced particularly so that it could be used as an undercoating for Vitralite for large cement and concrete construction jobs, it is said that it can be used underneath any paint.

PROPEL AND REPEL PENCILS.

The Joseph Dixon Crucible Company, Jersey City, N. J., has brought out what are designated as the "Propel" and "Repel" pencils for vest pocket carrying.

The larger size is ⅜-inch (No. 2030) in diameter, there being also a size ¼-inch (No. 2035) in diameter, respectively 4¼ and 3¾ inches long. The leads are gripped in the usual way and by a twist of the fingers advanced or receded as



Repel and Propel Pencils.

required. The pencils are made in red, white, blue, green, yellow and black enamels, all with black tips. They are put up twelve in a box either single or assorted colors as desired. There are six boxes in a carton and a box of extra leads goes with each pencil.

UNION AUTO JACKS.

The Richards Wilcox Canadian Co., London, Ont., are offering the trade the No. 328 Union Auto Jack which they have just produced.



Union Auto Jack.

The jack is composed of five malleable iron pieces. The foot of jack is extra large and the lifting bar is equipped with two lift brackets for use on high and low cars, or when the cars are sunk in mud. Height of first lift bracket in low position is 7¾ inches; height of second lift bracket in low position is 12 inches; lift 6½ inches.
specialties.

CATALOGUES AND BOOKLETS.

Roofing and Siding.

McFarlane, Douglas Co., Ottawa, Canada, have issued a 64-page catalogue of illustrations and suggestions about roofing and siding. The book is well illustrated and contains much information concerning the manufacture and erection of metal shingles, sidings, corrugated iron, eavetrough, conductor pipe, etc.

Home Creamery.

Home Creamery Mfg. Co., Oeratouna, Minn., have issued a 48-page booklet, on dairy farming, which is being distributed by their Canadian agents, Henderson & Richardson, of Montreal. The booklet also features the Minnetonia Home Creamery, a churn made in eight home and farm sizes.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

March business in hardware lines has been brisk and jobbers report that a large volume of business is passing. The advent of spring has caused a feeling of optimism which is having a good effect. Paint manufacturers are busy and repeat orders have been received from some districts. In the metal markets trade is quiet. Lead has declined in price. Copper and tin have advanced. Iron and Spelter remain unchanged. O and A and brass and copper wire have also declined in price. List prices on clothes wringers have been lowered. Wire nails remain unchanged and it is not expected that a change will take place until after the Finance Minister announces the changes which the Government has decided upon in respect to the iron industry. The announcement will in all probability be made next week. It is not certain that there will be a change in wire nail quotations, but many of the makers claim that there is no profit in nails at present quotations.

There is no change in quotations in oil, paints, lead, turpentine, etc.

MONTREAL.

MONTREAL, Mar. 25.—The market this week has taken on a more active feeling and orders are coming a little more freely than last week. The Maritime Provinces are ordering quite heavily at present and the goods shipped there are mostly for spring and summer trade. Judging by the quantities ordered, there is apparently little doubt in the minds of the Easterners as to the future and their orders are even greater than last season.

Collections have not changed to any great extent from one week ago, and although they are steadily improving, there is still a lot more room left. The larger centres have not yet started their ordering, as the weather has been decidedly against this. At present there is still a feeling of winter in the air and this has kept the orders back. As soon as the sun becomes warmer and the snow disappears there will be quite an active trade in all spring lines.

Country merchants have also stopped buying to a great extent, although it is thought that the reason for this is the fact that the roads are now breaking up, which makes the carting quite heavy. As soon as this can be overcome that business will again pick up.

Reduction in Brass and Copper Wire.

There has been a reduction in both brass and copper wire during the week. The discounts have been increased to 50-5% and 50-2½% respectively, as against 45-2½% and 45% respectively.

Hose and Lawn Tools.

The demand at the present time is very good for all these lines and shipments are going forward to all centres daily. Hose, corrugated, is still quoted at 13½ for ½-inch, while 16 is being asked for the ¾-inch.

House-Cleaning Goods.

There is a splendid demand for all goods used in house cleaning and to say that the dustless mop is in favor here would be to put it mildly. There are a number of orders and some repeats being received for this article and it is certainly gaining favor with the housewife. Most dustless mops are quoted at $12.00 per dozen.

Brushes.

Although this might be included in the house cleaning line, it is certainly causing quite a lot of figuring as to the future. As we have been reporting for the last few weeks, the situation in rice root is rather firm at present and it would not be at all surprising to see an advance here. The retail trade seem to realize this fact as the orders being received now are quite heavy and for large quantities.

Roofing.

There is still improvement being shown in this department and orders are coming quite freely from all centres, principally the country, for good-sized quantities. There will likely be quite a lot of repairing started in the very near future, as all orders coming to hand are for immediate shipment.

Builders' Hardware.

The improvement noted last week in this line was not of a temporary nature as there has been a heavier movement noted this week again and it might be said that business is on the increase at present, although not yet what it was at the same period last year. This, of course, is accounted for by the fact that there is not the same amount of business going on at present as there was for the corresponding period last year. However, the way things are shaping up at present there seems to be a general feeling all through the east that business will go ahead again this year just the same.

Maple Tools.

There is still a very good feeling in this line and business has not slackened up a bit since our last report. All lines are moving out freely and as the sugar season is about to start, there is still good business looked for.

Driving tools are also moving out quite freely, and it is thought that the milder weather will stimulate this business greatly.

Enamelware is not too active but manufacturers are getting their stock into shape.

Refrigerators have shown some movement to date but were dead issues during the past week and have not shown much favor.

Metal Market.

The past week has seen little or no change in the local situation. Very little business is passing at the present time and with this featuring little can be expected until the buying commences.

Tin.

The quotation this week is the same as that of one week ago and given at 44 to 44½ cents per pound with open prices for quantity lots.

The New York market is stagnant while London seems to be quite active.

Spelter.

Locally, the situation is unchanged and as we reported a weak market last issue with a range of 6.00 to 6.25 as the quotation this still holds. The amount of business passing at present is practically nil.

London and New York both report a very dull market.

Lead.

The local situation is still quite weak and $5.25 to $5.50 is still being quoted. The business which is passing at present would warrant present conditions as it is quite limited.

Both London and New York report their markets as being "dull and uninteresting."

Copper.

Nothing has happened since last week and the same quotation of $16.50 is given by the local dealers. The market is considered to be easy at this figure with very little business passing.

Antimony.

There is very little business here, with $9.00 still quoted by an easy market.

Iron.

Here also business is quiet and the market is not considered to be too firm. The quotation of $19.00 per 100 pounds is still in effect.

Stoves, Etc.

There is no change from one week ago and as reported then business was quiet. Gas stoves are starting to move but this is not very heavy yet. Ranges are not moving at all, but business is only waiting for the weather now.

TORONTO.

TORONTO, March 28.—Trade in hardware and kindred lines continues to improve and it is expected that March business with Toronto hardware jobbers will surpass the business of the corresponding month of last year.

In some sections of the country there has been a tendency on the part of some retailers to hold back spring shipments, but this is not general. Collections are fair.

The Metal Market.

The advent of spring has given rise to a slight feeling of optimism, although the general condition is not altered much. Tin has advanced ½ cent per pound and there is a better feeling in the primary markets. Copper has advanced 25 cents per 100 lbs., while lead has declined 10 cents per 100 lbs. Iron and spelter remain unchanged. Buying is still of a hand-to-mouth character, but a steady improvement is expected from now on. Collections are only fair at the present time and have not shown the improvement which was hoped for.

Wire, Nails, Etc.

Some lines of wire, particularly O. & A. have declined 10 cents per 100 lbs. Sizes up to No. 9 are quoted at $2.30; No. 10 at $2.36; No. 11 at $2.42; No. 13 at $2.60; No. 12 at $2.50; No. 14 at $2.70; No. 15 at $2.85.

No change has taken place in the price of wire nails and quotations are still $2.15 base. It is not expected that there will be any developments until after the budget speech next week. Competition on wire nails has been very keen and price-cutting has been quite evident during the past six weeks. It is claimed that nail manufacturers are not making any money at present prices and it will be interesting to watch developments during the next few weeks.

Wood Screws.

Quite a number of retail merchants have stocked up heavily in screws during the past few weeks on account of the low prices which have prevailed, and which, it is claimed, have been caused by foreign competition. Quotations still remain the same as last week and are as follows:

Flat Head, Bright....85-10-7½-10-10%
Round Head, Bright..80-10-7½-10-10%
Flat Head, Brass....75-10-7½-10%
Round Head, Brass....70-10-7½-10%
Oval Head, Bright....80-10-7½-10-10%

Rope, Twine, Etc.

Twine has been more active since 1914 prices were announced. Booking for rope is fair although some merchants appear to be of the opinion that there will be developments in the rope market. Present quotations on rope are as follows:

Best Pure Manilla .....15c. lb. base.
British Manilla .....11c. lb. base.
African Hemp .....11c. lb. base.
Sisal Rope .....10½c. base.
Lath Yarn Single ..... 9¾c. lb.
Lath Yarn Double .....10¼c. lb.

Other lines are shown in Current Market Quotations.

Binder twine prices are: 650 ft. twine—13½c. lb; 600-ft. twine, 11c. lb; 550-ft. twine, 9¾c. lb; 500-ft. twine, 9¼c. lb; ⅛c. per lb. allowance on 5 tons and over; ¼c. lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Clothes Wringers Decline.

List prices on clothes wringers have been changed, the new prices being lower than those which have been in effect for some time past. The new list prices will be shown in Current Market Quotations next week, a complete list not being available for this issue.

Stoves, Ranges, Etc.

With the opening of spring and the advent of finer and milder weather the demand for gas ranges has become more pronounced. Prospect at present are that in this line at least, there will be a heavy demand, and manufacturers are looking forward to one of the best years on record in the gas stove business.

There is a fair and steady demand for enamelware, aluminum ware and household goods.

Building Materials.

A very fair amount of building is now under way in various sections of the Province and the demand for building materials is growing. Cement and cement workers' tools are in very fair demand. Quotations remain as follows:

Portland cement, $1.55 per barrel, f.o.b. cars; $1.63 per barrel in car lots delivered. Less than car lots, $1.85 per barrel delivered.

Fruit Jar Rings.

Rubber rings are offered at 35 cents per gross for pint size and 40 cents per gross for quart size.

WINNIPEG.

WINNIPEG, March 22.—There is not a wholesale hardware house in Winnipeg that is not working full time in an endeavor to cope with the large spring orders that are coming in. This is in marked contrast to the condition of the hardware trade a month ago. The manager of one of the largest houses stated this week that notwithstanding the slackeness of trade of January and February, there is every indication that this will be a good season as soon as the weather settles.

One of the most important happenings this week was the coming together of dealers in stoves to agree on terms for selling stoves in Western Canada. The following were the terms agreed upon:

Spring Terms.

Stoves and ranges shipped between January 1st and March 31st, may be dated March 31st, sixty days net, due June 1st or 2 per cent. if paid on or before April 30th.

Midsummer Terms.

Stoves and ranges shipped between April 1st and June 30th to take regular dating at 2 per cent. cash, 30 days or sixty days net.

Fall Terms.

Stoves and furnaces shipped between July 1st, and August 31st, may be dated August 31st, sixty days net, due Nov. 1st or 2 per cent. cash, if paid on or before Sept. 30th.

One house reports business as good as March last year, while another reports an even better month than last year. There is a big demand for agricultural hardware, and a large business is being done in pumps. The demand for heavy goods is not so marked, especially for building material on large contracts.

A firm of eastern sheet metal dealers report that their Western business has been better in the past ten days than for two months. The recent thaw has cleared the air, and there has been a call for all kinds of building material, though the real summer demand has not commenced. Indications are that the demand is for smaller building supplies.

Regarding the statement in last week's Hardware and Metal that the Sarnia

Fence Co. would do business in the West through the Grain Growers' Association, the large wholesale houses are convinced that they can hold their own in the fence business.

Bluestone, which has had a big sale during the past month, will not be in demand again until next January. The business in this product usually lasts about a month. Formaldehyde is said to be replacing bluestone in the West.

During the past few weeks competition from small manufacturers in wire nails has been very keen in Winnipeg, and it would not be surprising to find a general reduction in price west of the lakes.

Some nice spring orders for stoves are being filled, but dealers are later than usual this year in ordering stocks.

In the paint trade, spring goods are still moving out very freely, and have been for the past three or four weeks. This is the heaviest time of the year. In two or three weeks, sorting business is expected to be in full swing.

A TRADE VIEW ON THE IRON AND STEEL SITUATION.

A recent issue of the American Metal Market gives the following on the iron and steel situation:—

A member of the trade reviews the situation as follows:—The steel industry is operating at between 70 and 75 per cent. of its full capacity, the rate not having changed in the past thirty days. New buying reached its height the last week in January, and decreased rapidly in the first week or ten days of February. Specifications on contracts, involving the actual shipping instructions, were very good until the middle of February, when they began to decrease. By the early part of March they had decreased to very small proportions, and now the condition is, that there is hardly any new buying, while specifications are relatively light, very materially less than the current rate of shipments.

While shipments of steel are maintained at as good a rate as at any time in this movement, in practically all branches of the finished steel trade, the outflow in shipments is much greater than the inflow in actual orders and specifications, so that the mills are losing in actual shipping orders. On an average they have enough business to maintain the present operation for about thirty days, not longer, with a considerable back-log business extending over a longer period.

The lull which began in February was expected by the steel industry, for it was recognized that the January burst of buying was largely to replenish badly depleted stocks, and no important additional buying could be expected until spring should bring an increase in consumption. During the extremely bad weather of late February the poor buying was attributed to the weather, but since then quite favorable weather has come in company with still poorer business.

The steel industry can find nothing wrong with its technical position. Stocks cannot be large; it is only recently that they were regarded as exceptionally small and buyers are urging quick deliveries on material ordered. Since the orders have not already been placed, spring should be bringing a great influx of business. Prices are not unreasonable or unhealthy; they do not average as much as $2 a ton, perhaps not more than $1 a ton, above the recent low level, and the mills would hardly let that stand in the way, but the buyers are not giving them an opportunity to negotiate.

The steel market finds nothing wrong with itself; the condition is healthy in itself. Whatever is wrong with the steel market is wrong to a greater extent with the markets in general. The steel industry is in better position itself with relation to the general state of trade than has usually been the case in the past. In the past fifteen years the steel industry has operated at 90 to 100 per cent. of capacity not more than half the time; operating now at 70 to 75 per cent. of capacity, it is doing better than would be expected, considering general conditions.

"SALESMANSHIP."

(Continued from page 41.)

salesman will not push his goods, but will express his sympathy over it so far as it can be extended, and lay the groundwork for strong friendship and subsequent business. It is one of the great opportunities of the salesman that he has occasion to study human nature, and the closer this study is made the better for the student. It teaches a man to be sympathetic, to be kindly and broad in his judgment, and while this need not necessarily take away shrewdness or ability, it tends to complete a rounded character, which has no sharp corners, and by means of which the salesman makes his greatest successes.

Another quality is patience, and this is particularly desirable in the younger man who is making his early rounds, because, with the experienced man, it is a quality which comes of itself. Experience in the handling of goods produces patient selling. It is not always a man makes a sale the first time he calls upon a customer. Indeed, he may make many calls before he obtains his object, but patience and perseverance, coupled with the qualities I have already recited, are bound to produce results in the end. Patience with a man's failings is not so easy to acquire; in fact patience generally is not a common quality in man, but it can be cultivated and should be made a part of a salesman's qualifications.

CONSUMPTION CONTINUES AT FAIR RATE.

Cleveland, O., March 26th.—The Iron Trade Review to-day says:

Consumption of pig iron and finished materials continues at a fair rate, but new buying is extremely light, and it is evident that unless conditions improve soon many mills will be compelled to close entirely or curtail operations. The most discouraging feature at the present time is the almost entire absence of anything to indicate that improvement will set in at any time in the near future.

Prices of pig iron are being firmly maintained in the north, but in the south, there is considerable weakness. Buying by agricultural implement manufacturers and railroads continues very light.

"THAT TIRED FEELING."

The mood of the financial community at this particular period of the year, is rather apt to resemble the physical conditions of the community at large, in the same season. It is the last of a prolonged and tedious winter season; the vitality of the individual has reached low ebb for the twelvemonth. In much the same way, the natural activities of trade, finance and industry are moving at their slowest pace. It is the end of one season, and the other has not yet begun. An atmosphere of something like weariness surrounds us. In the affairs of general business, as in the every-day actions of people who participate in it, slackening energy and want of initiative are the familiar characteristics.

It would not seem unreasonable to ascribe to these well-known facts at least something of the despondent state of mind into which Wall Street, and with it a good part of the business community, has lately fallen. Whether that mental condition does or does not have a bearing on what is legitimately to be expected for the future, may doubtless be debatable; but what is hardly open to debate is the fact that some such mood always descends on the financial community at about this time of year.—Evening Post, (N.Y.).

Methods of Retailing Paints and Varnishes

A Waste of Advertising Material

An Observant Paint Traveler Finds That Some Retailers Make Poor Use of Advertising Material — Methods Adopted by a Successful Paint Retailer.

A PAINT traveler recently drew the attention of Hardware and Metal to a practice which is prevalent among some hardware merchants. He stated that it was not uncommon to find expensive color and display cards, enameled signs, etc., nailed up in rear warehouses, and very often in stables. He cited one instance in which he was particularly interested. Some time ago the firm he represents sent out a large number of expensive metal signs for the hardwaremen to use in drawing attention to a certain paint product which is sold in many stores. He found that a great many of the retailers in his territory did not take the trouble to have the signs put up. One merchant took him out to the stable to see a new horse which had been purchased for delivery purposes. On looking around the interior of the stable, the traveler was surprised to see nailed on the wall, along with many other advertising signs, the metal sign issued by his firm. When the sign arrived at the store the driver had taken charge of it, and used it for helping to decorate the interior of the stable. Conditions of this kind are to be regretted, and no doubt merchants who are as careless or thoughtless as this one are in the minority.

Despite the fact that advertising matter is being used to better advantage today than it ever has been in the past, there is still a large amount wasted. Merchants do not relegate advertising matter to the waste basket intentionally. It is generally thoughtlessness that is at the bottom of this waste of valuable advertising matter.

The only manner by which the retailer will get the best results, from the advertising matter which he receives from the manufacturer, is to have a regular system of distribution.

If used properly, circulars, color cards, road signs, etc., will bring business to the retailer. I know of one retailer who receives advertising matter in the same manner as he receives regular stock. The receiving clerk keeps a record of all advertising matter received. The matter is then passed on to another clerk, whose duty it is to see that the cards, etc., are properly distributed to customers. Color card racks are always kept filled, and circulars for distribution to customers are placed in convenient places on counters, within easy reach of clerks when they are wrapping up parcels. When an assortment of road signs arrives they are sent out immediately, and put up at prominent places along the main roads leading to the city.

Window displays are always kept intact, and after once being used are put in safe keeping for future use. This dealer gets excellent results from his window displays and other advertising matter, and many sales are made as a result of the good use to which the dealer puts all free advertising matter which he receives from the manufacturer.

Paint season is now here. Large quantities of advertising matter have been sent out during the past few weeks by manufacturers. What have you done with yours? Have you made good use of all the large posters which have been sent to you? Have you a system whereby all the color cards will be distributed judiciously? Do your clerks realize the value of color cards and the cost of production? In last week's issue of Hardware and Metal an illustrated article appeared showing the care and expense to which paint manufacturers go in preparing advertising material. They deserve your co-operation. With the proper distribution of color cards and other advertising material business is sure to follow, and with the business comes profits for the retailer. Color cards, if used properly, will pay good dividends, but if not used in the proper manner, they represent a loss not only to the manufacturer, but also to the retailer.

PAINTING IS CLEANLINESS.

Often the dealer overlooks one of the essential points about painting or varnishing—its cleanliness. Isn't it a fact that too much attention has been given to paint or varnish beautifying, and not enough to its being a sanitary covering? Take a floor in a kitchen that is in daily use and supposed to be kept immaculate, but is it? Just start to varnish or paint it immediately after it has been scrubbed if you will, and what will you find? Dirt. Any painter or person who has ever had personal experience knows this, so why would it not be a good plan to make a few temporary changes in advertising and selling methods?

The dealer can get considerable good out of some local advertising, built on this subject. Take laundries, they advertise cleanliness; why not the paint and varnish dealer? Of course, it can't be the same copy as applied to cloths, but it can be arranged for floors, walls, woodwork, furniture, etc.

In the first place, there is the subject:—Around it should be built advertising copy and illustrations about paint and varnish being sanitary. One suggestion is a window display, showing a well varnished floor, with some freshly-enameled chairs, a varnished table, then a figure of a woman in a neat house dress. Small cards could be used to illustrate different points made by the display which would really be short talks about paint and varnish creating cleanliness as well as preserving and beautifying.

The question of local store service, prompt delivery, quality of goods, etc., could all be omitted. These have been emphasized in many ways in the past. The point now to be discussed is that paint and varnish make for clean, healthy homes. With the spring housecleaning season approaching, no better time than the present will ever present itself.

Get the spirit of paint—varnish and cleanliness. Talk it to the store salesmen and see how much good it will do towards increasing the spring paint and varnish sales.—Paint and Varnish Record.

SELLING AT COST.

Unless you know what each separate line in your store is doing, you are not running your business on a scientific basis, and probaly not a paying basis, either. The merchant who tries to meet the prices on every other man's leaders will probably have occasion at inventory time to wonder just what he has received for his year's work.

Trade Insurance

The safest policy for the Retail Merchant to adopt is to insure his trade and a continuation of their patronage by selling them goods with a known reputation for quality.

Full value goods, backed by forceful advertising, means successful selling. It's the cumulative effect of satisfied customers that builds business—cumulative in sales and profits.

The effectiveness of Martin-Senour advertising insures a steady demand for Martin-Senour Paints and Varnishes. The quality service of every product insures satisfaction to every customer, and widens the way for continuous profit for you, compounding year by year.

Have us show you why Martin-Senour Paints and Varnishes will satisfy more people more of the time than any other make. Have us explain our policy of trade insurance and the sales co-operation rendered to each Dealer-agent.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

Berry Brothers' Varnishes Bring Dealers Steady Profits—Pleased Customers—Bigger Business

EVERY hardware dealer who handles Berry Brothers' celebrated architectural varnishes is enjoying all these advantages. Every dealer who does not sell Berry Brothers' varnishes is missing the profitable business that would result from our splendid reputation among architects, house owners, builders and contractors, painters, decorators, and every one who uses or knows about varnishes.
56 years of careful, scientific manufacturing—56 years of steady, substantial growth—and a splendid reputation for quality of product and straightforward business dealings—these have assured the loyalty and prosperity of our dealers and the satisfaction of our dealers' customers.

Our advertising has made the name Berry Brothers almost a household word—it has thoroughly familiarized varnish users with Berry Brothers' products and the multitude of uses to which they may be put. More than that, our consistent publicity brings customers into the stores of our dealers and, besides directly increasing their business, makes it steady and certain.

Public Recognition of Berry Brothers' High Standing of Immense Benefit to our Dealers

Because of the enviable position that the Berry Brothers Company holds in the business world and its high standards of commercial integrity, it has been selected as a member of the Rice Leaders of the World Association. This is an honorary organization founded upon the highest principles of business, to develop business honor in America and the markets of the world, and to demonstrate to the public the high and worthy standing of its members.

Berry Brothers' membership in this organization means world-wide recognition of the high quality of its products. It represents a dealer-help of inestimable value. It means better business, bigger profits, and greater prestige for every Berry Brothers dealer.

A Varnish for Every Need

Our dealers can meet every demand that varnish customers may have. Berry Brothers' finishes are adapted to practically every use. Here are four of our principal products:

Liquid Granite—A wonderfully durable varnish for floors, linoleums, oilcloth, etc.

Luxeberry White Enamel—A white interior finishing—that stays white. Ideal for stairs, hallways, bathrooms, also for white furniture.

Luxeberry Spar (It's Waterproof)—For marine uses and all kinds of outdoor finishing exposed to the weather. Will not check, crack or turn white.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

If you are not now selling our products, our booklets will tell you more fully about Berry Brothers' Varnishes. We can show you how handling these finishes will mean better business and valued prestige to you. Write us at once regarding our dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONT.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, Mar. 25.—There is the same steady and strong feeling in the market and shipments are quite heavy in the prepared paint lines. All through the country the demand for paint is even heavier than it was for the corresponding period of one year ago. The shipping departments are working to capacity in order to get the orders out.

Collections are in much the same condition as they were one week ago. The greater portion of the money now seems to be in the country while the city men are claiming poor collections. This, however, will show improvement as soon as the spring weather sets in properly.

White Lead.

There is the same feeling in the market this week as has been reported lately. The market is quite steady at the following quotations. Ton lots, $8.05; less than ton lots, $8.25, while open prices are given for orders of larger quantities.

Linseed Oil.

The market is still quite steady and the quotations which were given last week are still in effect. The demand is unchanged.

1 to 4 barrels	60c. per gal.
5 to 9 barrels	59c. per gal.
10 to 25 barrels	58c. per gal.

Boiled Oil—

1 to 4 barrels	63c. per gal.
5 to 9 barrels	62c. per gal.
10 to 25 barrels	61c. per gal.

With open prices for carload lots.

Prepared Paints.

The demand for immediate shipment is becoming more pronounced each week. The quantity of paint being shipped at present is said to be even greater than last year, which was reported by all the manufacturers as being a record one.

Glass and Putty.

There is nothing to report in this market. Glass is still quoted at a discount of 33 1-3-5% off base price. The demand is still quiet.

Putty quotations have not changed during the week and are still given as follows. The demand is quite light.

Bulk, in casks....$2.30 per 100 pounds.
Bulk, in drums... 2.50 per 100 pounds.
Bladders in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

There is still quite a firm feeling in the market this week and conditions are much the same as one week ago. The demand is seasonable.

Gasoline.

The demand is picking up a little each week, and will continue to do so from now on, as the roads are getting better, and that means more gasoline. The same prices are in effect.

25½c. per gallon in wood, 22½c. per gallon in steel and drums, while local tank wagon price is 21c. for 100 gallons and over.

Benzine.

The demand is possibly picking up a trifle, although not very heavily. The demand is quite steady at all times, although the spring will see a little freer movement in this line. The following prices are still in effect.

Barrel lots in wood are quoted at 23 cents per gallon, in steel and drums 20 cents, while local tank wagon price is 19 cents per gallon for 100-gallon lots and over.

TORONTO.

TORONTO, March 26.—With the continued mild weather there is an improvement in the paint business and spring lines of paint are moving freely. Retailers report that stocks are beginning to move and one or two of the larger firms have already sent in good sized repeat orders.

There is every reason to believe that spring business with retail hardware merchants, as far as ready mixed paints are concerned, will be equally as good or even better than last year. Booking for spring delivery was heavy and repeat orders are coming in already. No price changes have occurred during the past week.

Linseed Oil.

There is a seasonable demand for linseed oil and some dealers who refused to buy some time ago are now coming into the market. The following prices are still in effect:—

Raw—

Single barrels	65c.
3 to 5 "	63c.
6 to 9 "	61c.

Boiled—

Single "	68c.
3 to 5 "	66c.
6 to 9 "	64c.

Oil in less than barrel lots 7 cents per gallon. Cans are charged for—5-gallon, 50 cents each, and 10-gallon, 75 cents.

Turpentine.

Turpentine quotations remain the same as last week and quotations are as follows:—

Single barrels, 69c Imp. gallon.
2 to 4 barrels, 68c Imp. gallon.
5-gallon lots, 76c gallon.

White Lead.

Lead quotations remain unchanged. The fact that lead has remained firm for such a considerable length of time is causing some dealers to wonder if the present prices will continue. There is no indication of an immediate change and quotations remain as follows:—

5-ton lots, $7.90 per 100 lbs.
1-ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Prepared Paints.

Prepared paints are moving in a very satisfactory manner and indications point to a large volume of spring business in this line. As the spring advances and the weather becomes milder the demand for ready mixed paints will become more pronounced.

SHEET METAL PROBLEMS.

(Continued from page 39.)

the student has gone through. The principle is the same as 2 and 3-piece elbows and serves to illustrate the different shapes assumed by the pattern for different turns and angles.

Problem 7, plate I, illustrates a pipe butting against a slanting surface and is called a butt-mitre, and is developed the same as explained in the development of a square elbow.

The plan Fig. 1, is drawn, then the elevation Fig. 2, then the stretchout N M, is laid out at right angles to the line A B.

Divide the plan off into equal spaces and carry the points to the slanting surface O P, and then to the corresponding measurement lines, the pattern is then developed for the section A B C D.

It does not matter what the shape of the surface O P is like, or the shape of the pipe or moulding. The principle of developing a butt-mitre is the same. The pipe or moulding is divided into smaller spaces for irregular surfaces.

Problems 8 to 13, plate 2, are examples of butt-mitres, and are, as before mentioned, developed the same as explained for problem 7.



We Are Helping You Sell More B-H Products During 1914

than ever before, by carrying out the biggest advertising and selling campaign we have yet planned.

The campaign includes selling helps of every class, indoor and outdoor signs, posters,, etc., newspaper and farm journal advertisements in the leading organs throughout the Dominion; a complete line of folders, color cards, etc., suitable for mailing or distribution over the counter; a splendid "Consumer Booklet" that goes right home to the user in a convincing way; a Counter Book (one of the most expensive pieces of paint advertising ever produced) and a House Organ to our Agents, in which everyone can have a chance to say what he thinks about the business.

All this is done, so far as possible, in the name of the dealer. It is a "Dealer's Campaign" throughout, and is bound to prove a tremendous selling force for dealers who handle B-H products.

B-H "ENGLISH" PAINT

made according to this formula, for all paints that can be made on a white base—

70% Brandram's B. B. Genuine White Lead

30% Pure White Zinc

Ground in Pure Linseed Oil

is, as always, the leader.



This paint, which has proved its worth, will have back of it the full force of our campaign. Its excellent qualities—its endurance and beauty—put it in a class by itself as a trade builder, and by taking advantage of our selling helps and giving B-H "ENGLISH" the prominence it deserves, you can put yourself in line for bigger sales and bigger profits.

Full details yours for the asking.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware, Metal and Paint Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ADZES.
Carpenters', per doz. 12 50 14 00
Plain ship, per doz. 18 00 22 00

ALUMINUM.
Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.
"Dominion" 22 short, long, and long rifle black, 50-10-2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.
"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.
Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.
Cookson's or Hallett's, per lb. $9 00 $10 50

ANVILS.
Buckworth, per lb. 0 10¼

AUGERS.
Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.
Samson single bit, doz..... 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz... 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50
Bench Axes, Samson.
No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.
Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.
Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.
Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.
Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.
Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.
Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).
Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.
Single barrels, 22c gal.

BOLTS AND NUTS.
Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.
Springs, sheets, up to 20 gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.
Ingot, Red, lb. 0 14 0 16
Ingot, Yellow, lb. 0 13 0 15

BUTTS.
Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).
3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).
30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).
With rim, 18x24, doz. 6 60
With rim, 18x28, doz. 7 20
With rim, 20x30, doz. 7 80
Without rim, 18x24, doz. .. 4 00
Without rim, 18x28, doz. .. 4 50
Without rim, 20x30, doz. .. 5 00

BOARDS (Ironing).
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 12x60 ins., doz. .. 16 50

BOARDS (Sleeve).
Basswood, stationary, doz. 1 50
Folding, per doz. 3 50

BOARDS (Wash).
Glass, doz. 3 50
Enameled, doz., net 3 50
Per doz.
Pony $1 10
Crown 1 95
Dandy 2 15
Improved Globe 2 25
Standard Globe 2 35
Neptune 2 35
Original Globe 2 60
Newmarket King 2 60
Jubilee 2 60
Victor (Glass) 3 25
Diamond King (Glass) .. 3 50
Western King (Enamel) .. 3 50
Beaver (Brass) 3 50

BURLAP (JUTE).
Per yard.
40 inches, 7 oz. 0 05¼
40 inches, 8 oz. 0 05½
40 inches, 10 oz. 0 06¾
In 100-yard lots.

C

CANS.
Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.
1 gal. jacketted, per doz.... 2 70
2 gal. jacketted, per doz.... 3 60
3 gal. jacketted, per doz.... 4 20
5 gal. jacketted, per doz.... 4 80
10 gal. jacketted, per doz... 8 40

CEMENT AND FIREBRICK.
Portland, per bbl., Delivered 1 63
Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 .....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, American, low 23 00 25 00
Fire brick, American, high 27 50 31 00
Fire clay (Scotch), net ton 5 50
Fire clay (American), net ton 5 00 10 00

CEMENT (FURNACE).
1¼ lb tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENTS (ROOFING).
Per gal.
Roofing cement (in bbls).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.
Carpenters Colored, per gross 0 65 0 80
Carpenters lead pencils, per gross.... 2 40 6 75
Crayons, per gross.. ..... 0 20

CHISELS.
Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.
Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs..... 4 65 4 30

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.
Malleable swivel head, 4 in. 2 50
Malleable adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

CLEANERS (VACUUM).
Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combina'n Cleaner 6 50
Cadillac Electric, Model C.. 18 00
Cadillac Electric, Model D.. 20 00

COMPOUND.
Soclean Sweeping.
4½ lb. size, 2 doz. in case, case 4 50
8 lb. size, 2 doz. in case, cs. 7 20
17 lb. size, 1 doz. in case, cs. 6 75

COPPER.
Montreal. Toronto.
Per 100 lbs.
Casting ingot $16 50 $16 75
Cut lengths, round bars, ½ to 2 in.... .... 27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in. 29 50
Copper sheet, tinned, 14x60, 14 oz. 30 50
Copper sheet, planished, 14x60, base.. .... 37 50
Braziers', in sheets, 6 x 4 .... 29 50

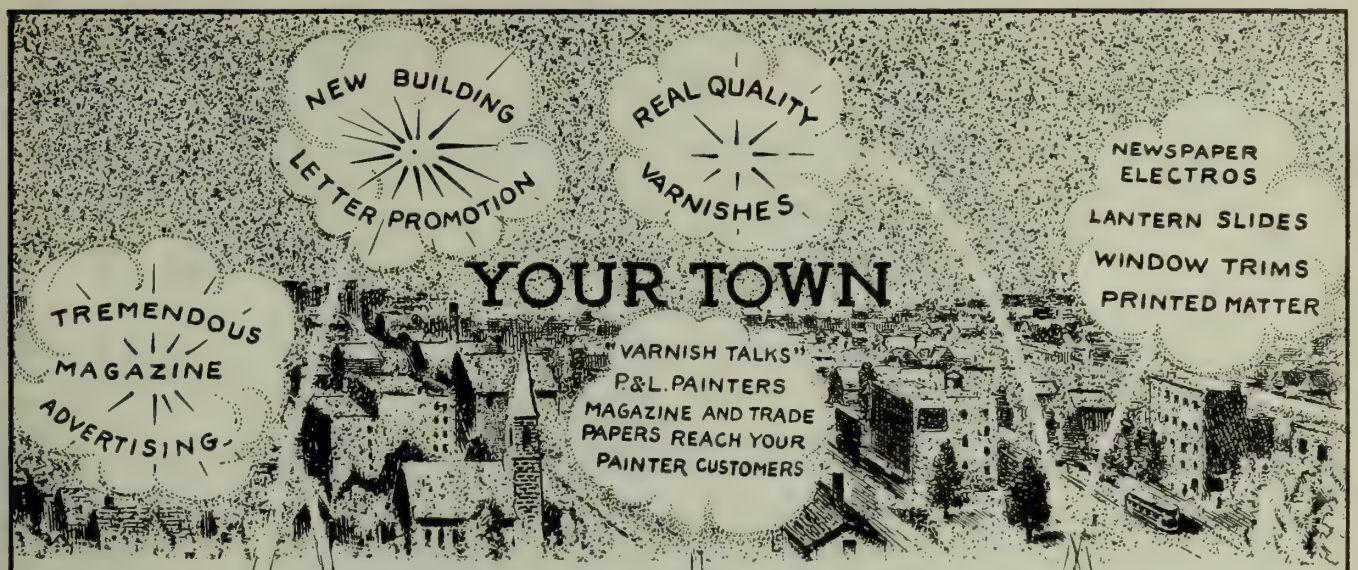
CORD (SASH).
No. 6 and No. 7, lb..... 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

(CANADA) PLATES.
Ordinary, 52 sheets. 2 75 2 85
All bright, 52 sheets 3 90 4 00
Galvanized—
Apollo D. Crown Corbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70
M. L. S. Famous (equal Bradley).
Per box
I C, 14x20 base.... .... $7 00
I X, 14x20 base.... .... 8 25
I X X, 14x20 base 9 50
Raven and Murex Grades—
I C, 14x20 base.... .... 5 00
I X, 14x20 base.... .... 6 00
I X X, 14x20 base. 7 00
I X X X, 14x20 b. 9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.
I C, 14x20 base.... 7 00 7 00
I X, 14x20 base.... 8 25 8 25
I X X, 14x20 base. 9 50 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base.... .... 4 65
I X, 14x20 base.... .... 5 65
I X X, 14x20 base. 6 65

BRIGHT COKES.
Bessemer Steel—
I C, 14x20 base.... .... 4 50
20x28, double box. 9 00

CHARCOAL PLATES-TERNE.
Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

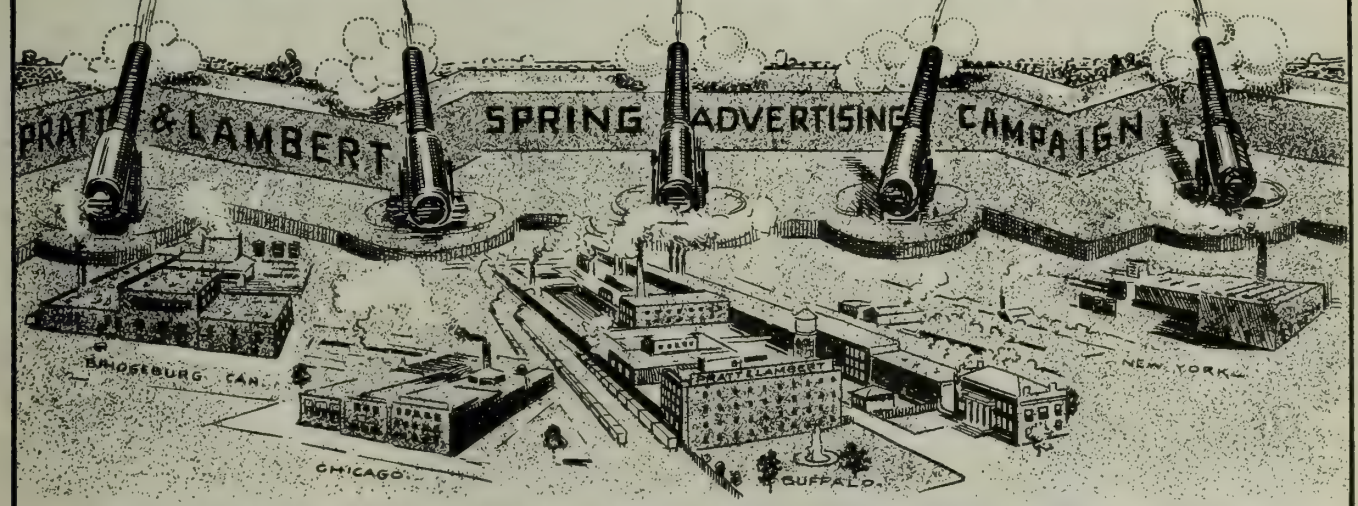


The P&L Spring Advertising is Hitting Hard in Your Town

BANG! Bang! The cannon are roaring, the bombs are bursting — the big Pratt & Lambert Spring Advertising Campaign is in action. Your town is the scene of action. Already word comes from the firing line: "We have met the varnish buying public and they are ours." Individual consumers, home-builders, painters, architects and contractors — every class to which varnish is sold are yielding to the mighty persuasive force of "Pratt & Lambert Advertising," and are buying Pratt & Lambert Quality Varnishes. Study the bursting bombs and you'll know why.

Are *you* getting this business in *your* town?

Write for the Pratt & Lambert Dealers' Proposition.
Pratt & Lambert Inc., 24 Courtwright St., Bridgeburg, Ontario



THE STRENGTH BEHIND THE P.&L. VARNISH PROPOSITION

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).
TINNED IRON.
72x30 up to 24 gauge, case lots .....$ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.
CLEVISES.
7½c per lb.
CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.
DUCK.
Yarmouth Double Filled.

29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½

Standard Single Filled.

29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¼
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 63

Add extra 10c per 100 ft. O.G. Round Bead Trough.
DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.
FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent.
Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.
GASOLINE.
Single barrels, 22½c gal.
GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.
HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.
HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.
HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges. 12½ p.c.
"Chief" floor hinge, 50 p.c.
HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.
HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.
HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft. 0 [illegible]½
Corrugated, ¾ in., ft. 0 [illegible]
500 ft. coils extra, 5 per cent.
HANGERS, BARN & PARLOR.
Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set ... [illegible]

	Special.	
Stearns wood track		9 00
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 55
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.
HANDLES.
Fork, 45 per cent.
HOES.
Grub, 3½-lb., $4.00 doz.
HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35 and Toronto, 30.
IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts handles, japanned, per gross	9 00
Common, plain	5 00
Common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95		
22 ft.	3 30	44 ft.	8 30		
24 ft.	3 60	46 ft.	8 74		
26 ft.	3 90	48 ft.	9 12		
28 ft.	4 20	50 ft.	9 50		
30 ft.	4 50	52 ft.	11 44		
32 ft.	4 80	54 ft.	11 88		
34 ft.	5 78	56 ft.	12 32		
36 ft.	6 12	58 ft.	12 76		
38 ft.	6 46	60 ft.	13 20		
40 ft.	6 80				

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.

26 ft.	3 90	48 ft.	9 12
30			3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.
LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 25	5 50
100 lbs.	....	5 45
Imported pig, per 100 lbs.	....	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.
LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

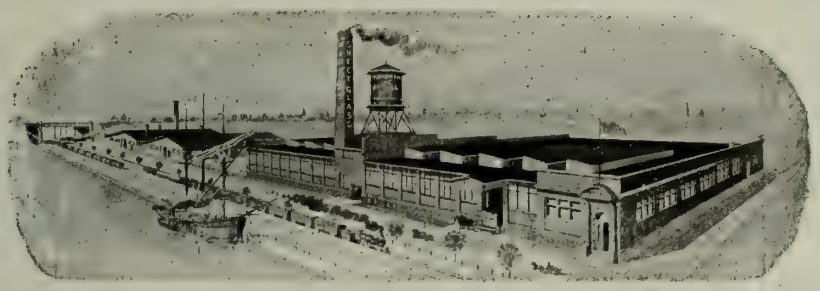
Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper, which sells at a low price.**

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS

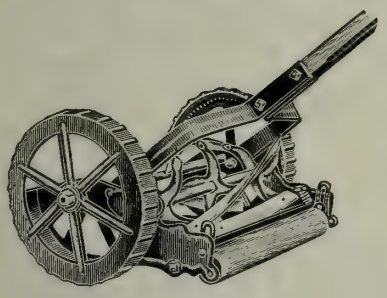


GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO



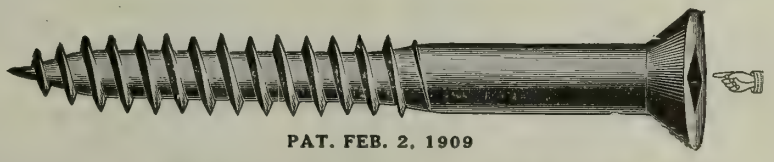
DIXON LAWN MOWER

Height of Wheels .....10 in.
Diameter of Real Knife..... 6½ in.
Frame is Doubled Tie Rod.
The bed knife is backed up with compression springs at each back end of the bar, which keeps the bed knife up against the real knife at all times.
The lower bed knife is Crucible lip steel, the real knife is Crucible steel.

CLIPPER LAWN MOWER CO.
Box No. 8, Dixon, Ill.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 in., per doz. 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

MOPS.

Mops, O-Cedar, doz.....$12 60
S. W. Mops, doz..... 3 25
American Lady, doz. 12 00

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90. 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.15 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh.—
NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll..$3 00
½-in. x 22 ga. x 18-in., roll.. 4 30
½-in. x 22 ga. x 24-in., roll.. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll... 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs. 7 75
U. S. Navy (American), per 100 lbs. 7 25
Plumbers (spun), per 100-lb. bales 3 50

OIL.

Can. prime white petrol	....	0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	.... 0 35	0 35
Parafine	.... 0 22	0 20
XXXX Machine	.... 0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.. 0 09
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll. 0 95
O.K. Paper, No. 2, per roll. 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll 0 62
Tarred Fibre, No. 2, 400 ft. roll 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll. 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt. 2 00
Pitch, Boston of Sydney.. 0 85
100 lbs. 0 85
Pitch, Scotch, per 100 lbs.. 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs 2 00
2 Ply Ready Roofing, p. sq. 0 75
3 Ply Ready Roofing, p. sq. 0 95
2 Ply Ready Roofing, p. roll 1 15
3 Ply complete, per roll.... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl... 5 00
Shingle Varrish, per bbl... 5 00
Caps, per lb 0 05
Nails, per lb. 0 05
Mop Cotton, per lb. 0 17

PAPER.

Per 100 lbs

Oiled waterproof building paper, 500 sq. ft. roll..... 1 00
400 sq. ft. roll

O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S sheathing 0 42
Tarred fibre No. 1..... 0 62
Tarred fibre No. 2 ..... 0 43
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Buttwelded.

Size.	Black	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch 117 30		156 70
10 inch 133 90		179 20
12 inch 172 40		233 20

PIPE (LEAD)

Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hution's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 30
Heads, per 100 lbs...	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

POLISH.

Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

PICKS (CLAY).

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PLUGS (METAL).

Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000. 23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor.....	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10

Per roll

2 ply R.R. 0 75
3 ply R.R. 0 95
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 90
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Tarred 210 roofing felt, Tarred roofing felt, cwt..... 2 10

ROPE.

Pure Manila $0 15
British Manila 0 11
African Hemp 0 11
Sisal 0 10½

For ⅝ and larger.

Double lath yarn 0 10½
Single lath yarn 0 09¾
Russia deep sea line ... 0 20
Russia tarred bolt rope.. 0 17½
Russia tarred ratline ... 0 16
Jute rope 0 11

For 7-16 dia. and larger.

Cotton rope 3-16 in. and larger 0 25

Sisal Clothes Line.

3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

Net Prices on Champion Scales.
Shurley & Dietrich, 35 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10% 10% off list.	
Wood F.H., brass 75 10 7½	10
Wood R.H., brass. 70 10 7½	10
Wood F.H., bronze 70 10 5	10
Wood R.H., bronze 65 10 5	10
Drive screws 65 10 5	10
Set, case hardened 60 10	
Square cap	50 and 65
Hexagon cap	45
Bench, wood, per doz.....	$5 00
Bench, iron, per doz.....	4 25

MURESCO

"For Twenty Years the Leading Wall Finish"

ACCEPTS CHALLENGE .:. .:. .:. $100.00 FORFEIT

We understand that certain Kalsomine manufacturers are making the statement that their Kalsomine will cover more surface, pound for pound, and cover it better than MURESCO. If by buying a quantity of their goods and MURESCO on the open market and having two master painters—who may be selected by both parties—test them out, they can prove above statement, we will pay $100.00 to Sick Children's Hospital.

TORONTO, NEW YORK **Benjamin Moore & Co., Ltd.** CHICAGO, CLEVELAND

F. R. Murray & Co., Ltd.
Vancouver, B.C.
Distributers for British Columbia

Emerson & Fisher, Limited
St. John, N.B.
Distributers for Maritime Provinces

How is your
Paint Up, Clean Up, Campaign Progressing?

Have you started it going in your town yet? An immense boost to this can be had by interesting your Clergy. They will be quick to see the moral effect of cleanliness in your community if you put it up to them.
"Cleanliness is next to Godliness" they say, and there is the meat for many a sermon in a text of this nature.
It's a movement that should receive the support of every church—You can get the support with a little effort and proper approach.
We will gladly outline a campaign for you on request.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG Branch at Calgary

Why not be in line this spring with the brand of paints that makes every paint customer enthusiastic about results?

JAMIESON'S PURE PREPARED PAINTS

are this kind and are made to bring repeat orders—the only kind that puts real profits in the dealer's pocket. Once a can is sold, the subsequent orders come unsolicited.

We want you to be our agent.

R. C. JAMIESON & CO., Limited

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb....		0 27
Electrotypers solder, lb		0 30
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 6 25

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Red, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 35 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.$1 50	14 ft., each.$4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ¼c per lb. allowance.
10 ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply.. 0 24¼
Wrapping cotton, 4-ply.. 0 26¾
Mattress, No. 64 ..... 0 45
Mattress, No. 73 ..... 0 55
Mattress, No. 84 ..... 0 60
Upholsterers' twine, No. 64 0 30

TUBES.

	Boiler Tubes.	
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent nick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WASHERS.

Can. wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 45 and 2½ p.c.
Copper wire, 45 per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 35c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 36c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25. bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls. $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade. 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz	47 50
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, doz... 21 20
Garden, steel wheel, doz.. 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 in. 0 95
Tubular steel lumbermans, 44 inches 0 95

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

	Per nest.
WOODEN WASH TUBS.	
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.



RAMSAY'S PAINTS & VARNISHES
SATISFIED CUSTOMERS APLENTY
YOUR PERFECTLY GOOD PROFIT



That's a pretty good line up, and you can't do any separating—those three always stick together.

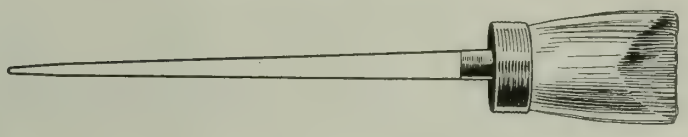
More than 70 years ago Ramsay's started to make good paint, they kept it up, and now the Canadian public know it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.



A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42





Ask For

MAPLE LEAF BRANDS

Warranted Pure

LINSEED OILS

Raw, Pale and Double Boiled, Refined, Varnish, Olden and Heavy-Bodied Oils—Special Oils to order.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE
LINSEED OIL
TRADE MARK
MONTREAL & TORONTO

The CANADA LINSEED OIL MILLS LIMITED

Mills at Montreal and Toronto

Paints, Oils, Varnishes, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.00.

BEESWAX.
Per lb., 40c.

BRONZE.
75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs	0 09
Burnt Umber, 100 lb. kegs.	0 07
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k.	0 10
Italian red, 100 lb. kegs	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k.	0 04
Vermilion, 100 lb. kegs	0 20
Carmine red	0 50
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs	0 06
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02½
Super magnetic red	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

DRIERS.
Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake	0 10 0 12
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.
Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec. City discount 33 1-3, 7½ p.c.
Freight equalized, Kingston, Ottawa and Quebec City.
25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.
Special quotation for shipment to British Columbia.

LEAD.
(White Ground in Oil.)
Ton lots, per 100 lbs.

	Montreal	Toronto
Elephant, Genuine	8 55	8 70
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 55	8 65
Purity C.O. Co.'s. Ltd.	....	7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 12½	6 15
Genuine, 100-pound kegs, per cwt.	6 38	6 40
No. 1 casks, per 100 lbs.	5 90	5 87
No. 1 kegs, per 100 lbs.	6 15	6 12½

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 68
3 to 5 bbls.	0 56	0 63
6 to 9 bbls.	0 55	0 61

LINSEED, BOILED.

Single bbls.	0 60	0 68
3 to 5 bbls.	0 59	0 66
6 to 9 bbls.	0 58	0 64

MURESCO.
Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Low Bros'. High Standard	1 90

PARIS GREEN.
(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel	2 50

PARIS WHITE.

In bbs.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

TAXITE.
1 gal. cans $2.10.

SHELLAC.
Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.		0 76
Pure, single bbls.	0 64	0 69
2 to 4 bbls.	0 63	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 85
Furniture, Union	0 75
Light oil finish	1 35
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 91
Bakeing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Low Bros'. Durable Floor.	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s sun varnish	2 50
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts, gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 09
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



DON'T GO TO THE TROUBLE OF MIXING YOUR OWN PAINT

BUY CANADA PAINT. It saves you all the preliminary fuss and bother, and guarantees you a good job and the thorough protection of your property against the wear and tear of the weather.



YOU DON'T HAVE TO WORRY

YOU don't have to experiment to know which is the best paint to use.

John Smith & Co.
HARDWARE, PAINTS AND OILS
AGENTS FOR
CANADA PAINT



ARE YOUR BUILDINGS IN A SHABBY UNPROTECTED CONDITION FOR WANT OF PAINT

DO you realize that their lack of paint protection is even more serious than their shabbiness?

Lumber not protected from the weather soon cracks and checks and a building that should be good for more than a century, if properly painted, goes to rack and ruin in a quarter of that time.

The use of paint is an economy because it protects lumber, iron and the other materials of which buildings are made, from the wear and tear of the elements, and decay and rust. In addition to this it vastly improves the appearance of property to keep it well painted, and three per cent of the value of the building spent in paint adds fifteen or twenty per cent to its market value.

...me and see us about paints. We sell and recommend Canada ...as there is no purer or better made paint on the market.

John Smith & Co.
HARDWARE, PAINTS AND OILS
AGENTS FOR
CANADA PAINT



IF YOUR BUILDING NEEDS PAINT PAINT NOW

PAINT, that is, *good paint*, is an investment, not an expense.

It protects the materials of which your house, or barn, or other buildings are built, from the wear and tear of the weather. It improves their appearance and so adds greatly to their market value.

When you buy paint buy the best the market affords. There is no economy in painting with a cheap paint. A good paint at $2.50 per gallon that will last five years or longer, is much more economical than a cheap paint at $1.50 per gallon that will only last for a couple of years. The former gives you your protection at 50c a year per gallon, the latter costs you 75c a year per gallon and at the end of two years you have the whole expense of repainting or the leaving of your buildings in a shabby unprotected condition.

John Smith & Co.
HARDWARE, PAINTS AND OILS
AGENTS FOR
CANADA PAINT



PAINT INSURANCE IS WHAT YOU NEED

EVERY wise business man or property ov... insures his buildings a... damage by fire

John
HARDW...



DON'T BUY YOUR HOUSE A CHEAP SUIT

CAN Y...

OU don't believe in buying shoddy clothes—you know that such will not wear well, or look well. Then why have your home painted with cheap paint — why give it a cheap shoddy suit?

...mith & Co
...INTS AND OILS
...TS FOR
... PAINT



IF WE COULD TAKE YOU THROUGH THE FACTORIES OF THE CANADA PAINT CO.

Newspaper ads that will help you build profitable business in CANADA PAINT

John Smith & Co.
HARDWARE, PAINTS AND OILS
AGENTS FOR
CANADA PAINT

Newspaper advertising in the Spring goes a long way toward making your paint trade the most profitable part of your business.

The ads. shown on this page give an idea how The Canada Paint Co. will help you in your Spring paint advertising. Electros of these attractive ads. have been prepared, with a place left for your name to be set up.

When a property owner in your vicinity has read a series of these ads. in your local paper, he will see why it will pay him to paint his buildings. He will be familiar with "Canada Paint," and the fact that you have the Agency in your town. If you run these ads. you may be sure more business will come your way.

The Canada Paint Co.'s Representative will gladly explain this newspaper campaign to you, but it is only a part of the aggressive proposition The Canada Paint Co. have worked out to enable CP Agents to make their paint department the most profitable department in their store.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

STAINS-ENAMELS
LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅝, 50 per cent.; 7-16 and up, 40 per cent.

BLUESTONE.
$6.25 per 100 lbs.

BUILDING PAPER.
No. 1 tarred, 67½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in , $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.
6 inch riveted, per 100 ft... $8 50
7 inch riveted, per 100 ft... 9 00

STOVE PIPE ELBOWS.
6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1	75
Elastic Oak	1	90
Furniture, No. 1.....	1	00
Gold size Japan	2	75
Turps, brown Japan	1	00
Crystal Damar	2	50
Oilcloth	2	25
Granitine floor finish	2	25
Pure white shellac varnish, bbls.	2	00
Pure orange shellac varnish, bbl	1	00
Luminette	2	00
Best wearing body	5	00
Best gearing varnish.....	4	00
Extra light hard oil	1	90

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

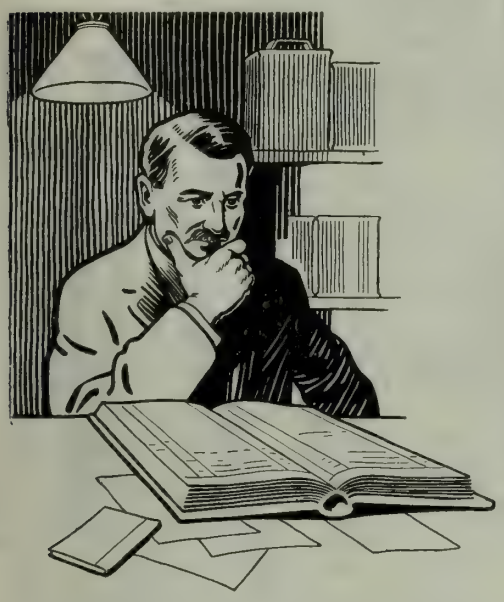
WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



More and Quicker Turnovers!

That's the Shrewd Dealer's Answer to the Problem of Rising Costs of Doing Business. Turn Your Money Over Oftener. Ally Yourselves With Manufacturers Who Best Help You Do This.

Scores of hardware dealers who have had the wisdom to link up with Lowe Bros. are making more money to-day out of their paint department than ever before in their business careers. And this in the face of increased business expenses all along the line—higher wages, higher rents, higher personal expenses, etc. Why is this?

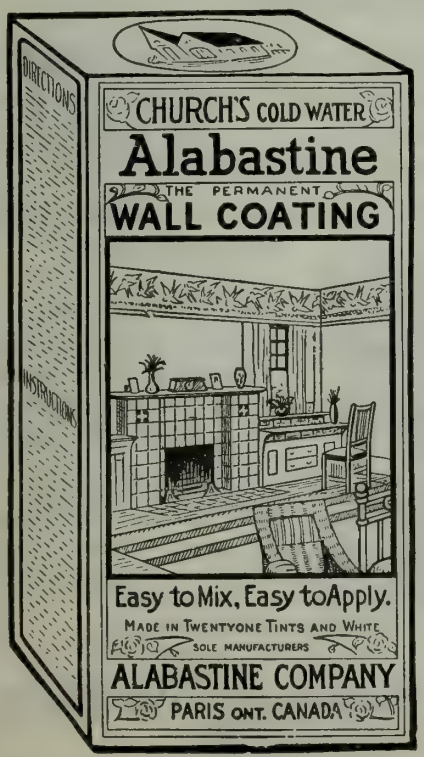
Simply because under our methods they are able to turn their stock over oftener, to sell more paint, with the same equipment in less time, at maybe better prices than they need to do. More than that, we lift two-thirds of the selling work off our dealers' shoulders, leaving him only one-third and backing him with real sales co-operation that makes him practically a partner in our business and we in his. For a real business proposition write

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

Made in Canada for 28 years



Advertised in 36 best Canadian newspapers and journals; all leading United States magazines.

New window trim this year, large attractive, free.

Send for it.

New book of Alabastine designs, stencil decora-ons and color schemes free to your customers.

New window trim this year, large, attractive, free.

Liberal discounts and terms to Hardware Dealers.

Get in line with a well-assorted stock of tints.

The Alabastine Company
Paris, Canada



We Are Pushing Our New

BREAST DRILL

No. 87

BECAUSE it comes nearer perfection than any other drill we have ever made—has more adjustments and variations in action than any other drill, yet everything is accomplished without any sacrifice of power.

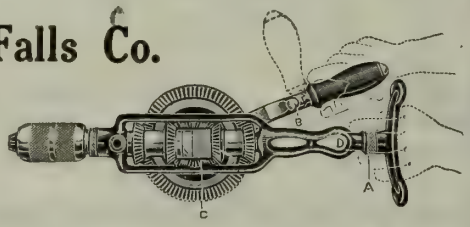
Can't tell you about it here—too much detail—but if you will send for Catalog No. 32, you will find it fully described.

Take it broadly that it is an unequalled Breast Drill and send to us for the full story.

Millers Falls Co.

28 Warren St.

NEW YORK



Widely different

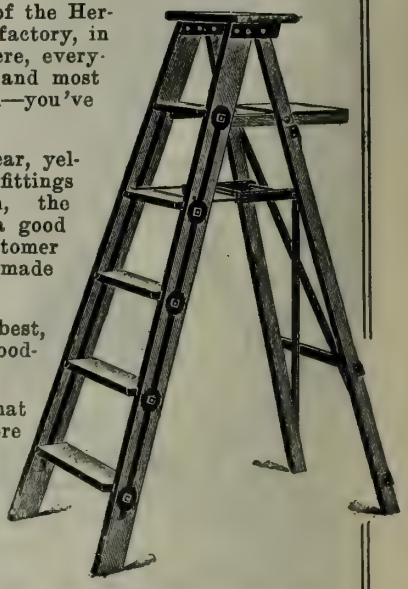
are the uses and users of the Hercules Step Ladder. In factory, in office, in home—anywhere, everywhere, where the best and most reliable ladder is wanted—you've got a prospect.

Beautifully made of clear, yellow pine, its malleable fittings finished in aluminum, the Hercules creates such a good impression on your customer that the sale is almost made at sight.

And because it is the best, it stays sold, and the goodwill comes to **you.**

Also the profit—but that we'd like to tell you more fully about!

Write us.



The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

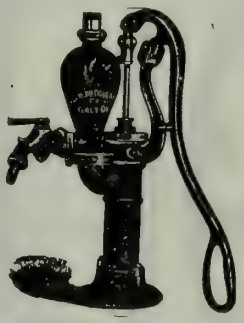
R. M. Bowser & Son

Dept. A. **RENFREW, PA.**

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

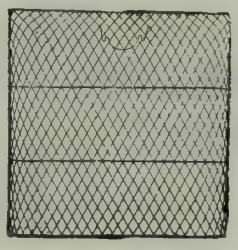
For 30 days we will accept dealers' orders for our PEERLESS Farm Fencing and Gates at a special reduced price. Write for further particulars to-day.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

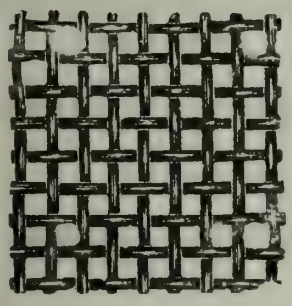
We are headquarters for
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.





Send for illustrated price list!



Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.
HAMILTON

Casco "**Certain-teed**" Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.
Limited
TORONTO - - - CANADA

TRADE **CASCO** MARK
WEATHER PROOF
PRODUCTS

Structural Waterproofing — Engineers and Contractors

Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.

AGENTS WANTED

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.
Winnipeg

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

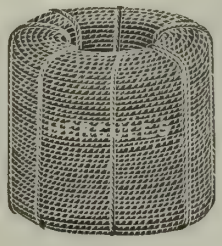
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

STILL'S
Cant Hook
AND
Peavie Handles

Are the best. Made of the best Hard Maple and Hickory. Nicely finished and carefully graded. All leading jobbers stock them.

Write for prices.

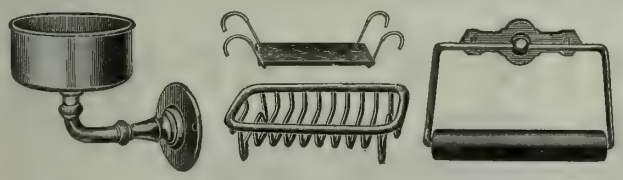
J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

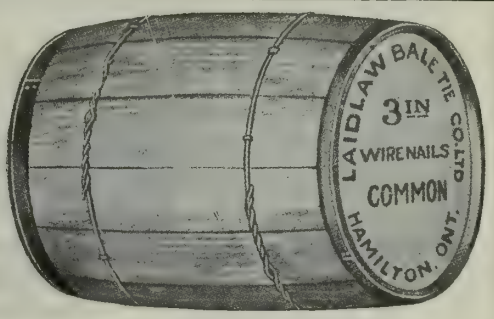


IF YOU ARE NOT HANDLING
"WILWEAR"
Bath-Room Fittings

you are surely handicapped in making quick sales and profit. Why not cater to the public? Make it known you are working for their interests by selling a good medium-price line. "WILWEAR" wins the trade and holds it for you, and brings new customers that heretofore have passed you by, simply because you saw fit to handle high-price fittings out of their reach. Just grasp this advice now and send for our complete plan that you should have had long ago.

NOVELTY MFG. CO.
WATERBURY, CONN.

If You Want to Handle



WIRE NAILS
OF SUPERIOR QUALITY
CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

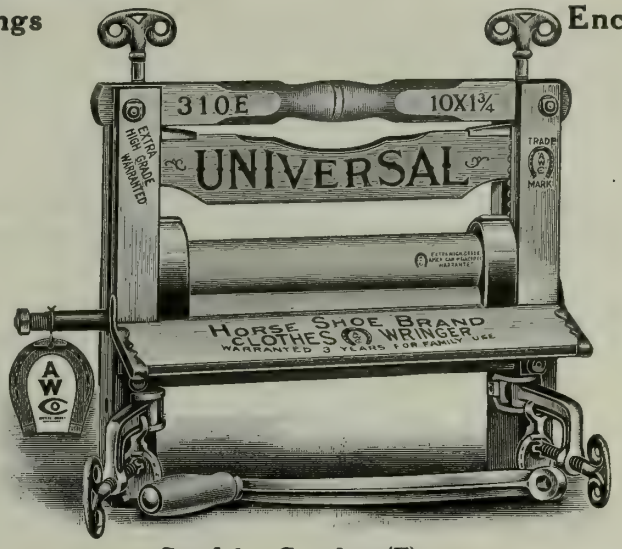
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

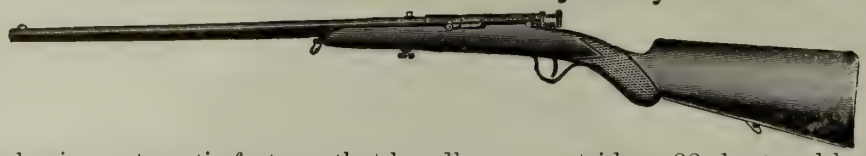
Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle for Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada



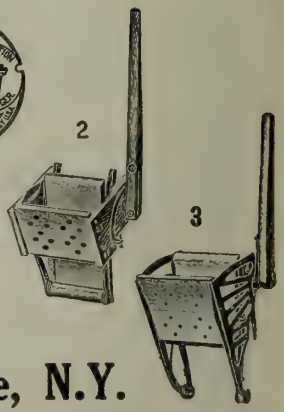
THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.



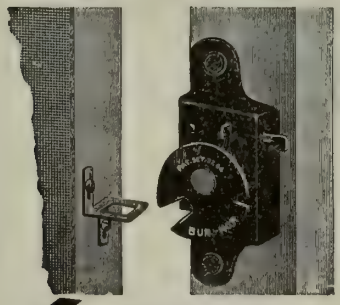
THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



No. 3-A—Open

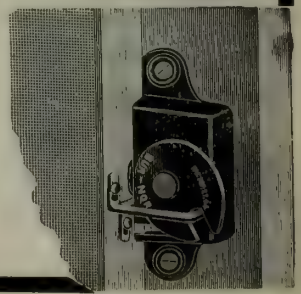
Bur-Nor Screen Door Catches

Will add materially to your profits during the spring and summer seasons, if you give them a chance.

They prevent sagging, warping or rattling. Made in two styles, plain and with positive locking attachment. Has adjustable staples, simple to attach, positive in action.

We will gladly send you prices and circulars.

No. 2-A—Shut



BURGESS-NORTON MANUFACTURING CO.

GENEVA, ILLINOIS, U. S. A.

The Taschereaus

A family in Canada that has given five judges to the Bench, an Archbishop and a Cardinal to the Church.

The Businessman of to-day is perhaps so engrossed in his multitudinous cares of the office that he depends on his magazine to keep him posted about the big things outside his orbit. MacLean's for April exactly fills the bill.

In the article on the Romance of the Taschereaus, a striking pen picture of a French-Canadian family is given by W. A. Craick. An introduction is given by a quotation from the utterances of Sir Wilfrid Laurier. The illustrations are good. It is said that the blood of this family flows through the veins of stalwarts in every Province of our land. The whole story is most interesting.

THE BUSINESS OUTLOOK.

Besides this, the article on the Business Outlook by the associate editor of the Financial Post gives in a terse, interesting way the trend of business during the present time of slackened industrial activity. How can Parliament do its part in the lifting of the brakes?

Other articles of exceptional interest, all well illustrated, are:

Royal Military College Training.
Schultz and Strathcona.
Tunnelling Mount Royal.
Margaret Anglin—Canadian Actress.
Wealth of Blackfeet Indians.

Stormy Petrel of German Press, and a wealth of information in the Review of Reviews.

Send your name and address and have your name added to our subscription list. Address Dept. "M."

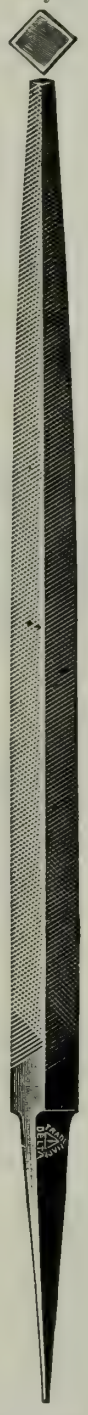
Subscription Price $2.00 a year, twenty cents a copy.

The Maclean Publishing Co., Limited

143 University Ave. **Toronto, Ontario**

The Cream

of the business!—That's what you're after, isn't it? You want to be the first Hardware merchant in your locality. You want to have a larger store, a better business, than the next fellow.



Of course! We all do. It's perfectly natural. But—if you're going to realize your ambition, it behooves you to be very careful in selecting the lines you handle.

That is why you must consider clean - cutting, long - lasting, crucible steel

Delta Files

whose reputation as business builders, as customer converters, as good - will getters, is unrivalled.

They will put the healthy flush on an ailing file department, just as quick as you get a few of them into circulation.

Order from your jobber, or from us direct; but always look for this mark on the tang:

TRADE MARK
DELTA

It safeguards dealer and user, anywhere.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BRONZITE



The Permanent Green Paint

Will Multiply Your Sales

There is a certain sale for Greens in every town in Canada. Bronzite has the largest sale of any Greens in the world. It is a wonderful Green that is manufactured from the Ore of Kolonite. It is different from all other Greens, in that it **may be depended upon to withstand, for an indefinite time, the action of sun and water.** ¶ Our travellers will soon be on their Spring trip through Canada. **Drop us a card and they will call on you.** Used on all work where a green paint is needed.

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225-237 Norman Avenue, BROOKLYN, N. Y.

SPOONER'S No Hot Boxes
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS



The only original Germantown
WILCKES, MARTIN, WILCKES CO.
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PRIEST'S CLIPPERS





THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
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GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements —IN— HAMMERS



ONCE USED, ALWAYS USED.



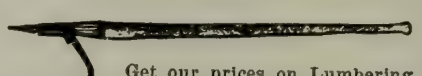
Unequalled as Nail Pullers, Fast Nailers and Life Protectors

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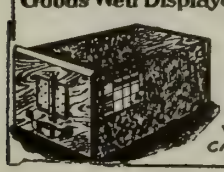


Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
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Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
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Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Telegrams:
"REVOLUTION"



A MAGNIFICENT MOUNT

The "SPECIAL"

Price: £1. 14. 0 Net Cash

Finish equal to any 8Guinea Machine on the Market

FULL SPECIFICATION. Frame, 21 to 26 (in inches); **Reynolds'** Tubes throughout (transferred); 5-Pin Detachable Chain Wheel and Cranks, up to 52 teeth; Patent Oil Bath Free Wheel; **Coventry** Chain; Best **British** Hubs; Bearings of the finest Hardened Steel, perfectly ground; Wheels with Westwood or Wedgwood plated rims, rustless spokes; Roller or Bowden Brakes to both Wheels; Wilby Four-wire Plated Spring Saddle; Frame and Mudguards enamelled four coats after rust preventive applied, and lined two colours (less tyres).

EXTRAS—

(Six months' guaranteed) Tyres, name round tread, **11s.**
Enamelled Sage Green and Lined, **1s. 6d.**
Rubber Pedals, **6d.**
North Road Handle Bar, **6d.**
Fitch Paper-lined Case to take six Cycles, **12s.**
Lady's, including Transparent Chain Cover and Silk Cord Dress Guards, **4s.**
If fitted with Eadie or New Departure Coaster, **4s.**

NEW REVOLUTION, Cambridge St., BIRMINGHAM, ENG.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
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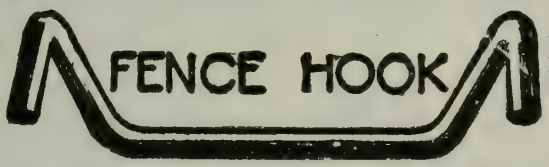
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-makin positions there. You may find just what you want.

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR

HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

YOUNG MAN TO LEARN HARDWARE AND tinsmithing business. State wages wanted. N. J. Heard, Fenelon Falls, Ont. (13)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—A HARDWARE CLERK—ONE with window-dressing experience preferred. Apply, stating age, experience and salary required, to Box 10, Hardware & Metal, 34 Royal Bank, Winnipeg. (15)

SALESMEN WANTED. — SALESMEN ON commission (side line) for a very high-class line of cutlery, to call on retail Hardware trade from Saskatchewan to the Maritime Provinces. Line introduced in most territories. Give full particulars, age, territory covered, and how often, commission expected, lines handled at present and references. Address Box 88, Hardware and Metal, Toronto. (13)

WANTED—TRAVELLERS WHO CALL ON Manufacturers to handle side line on commission. Apply Box 37, South Oshawa, Ont. 13

RELIABLE FIRM, JOBBERS IN HARDware specialties, who will have some floor space to spare in their new building this fall, would like to get in touch with A1 manufacturer who requires distributing agent for the Province of Quebec and the Maritime Provinces. High-class references. Apply A. A., care of Hardware & Metal, Montreal. (13)

YOU CAN MAKE $100 EVERY MONTH IN commissions. An unusual opportunity now open for a progressive man, with ability, energy and experience, who can convince the better class of retail dealers. Our line of stoves is new, up-to-date, and built specially for Western trade. Territory Manitoba Province. Must be of good appearance and character, temperate. If you can measure up, write immediately, giving full information first letter. Box 90, Hardware and Metal, Toronto. (13)

HARDWARE TRAVELERS WANTED BY Montreal wholesale house, to cover Maritime Provinces and the Beauce District. None but experienced travelers with connections on the ground need apply. Write to "Eastern," care of Hardware and Metal, Montreal. (13)

WANTED—EXPERIENCED MAN TO TAKE interest in first-class hardware and plumbing business at once. Apply Box 95, Hardware and Metal, Toronto. (14)

MANUFACTURERS, ATTENTION! AM moving to Vancouver, middle April, intend establishing a manufacturers' agency business there. Am open to consider propositions from sound reliable firms, prefer those engaged in manufacturing lines, handled by the general hardware merchant, including stoves, heating and plumbing goods, etc., or would contract solely with one old established firm. Can invest if required. Phone 35 or address, W. A. Hillhouse, Shelburne, Ont. (14)

SITUATIONS WANTED

YOUNG MAN WITH 14 YEARS' EXPERIence, including 4 years as manager, at present employed, would like position with responsible Western wholesale or retail firm. A1 references. Box 96, Hardware & Metal, Toronto. (17)

BOOKKEEPER WITH 4 YEARS' HARDware and 2 years' railway experience desires position with responsible firm. West preferred. Total abstainer. Good business experience and well recommended. Box 92, Hardware & Metal, Toronto. (15)

BOOKKEEPER. — THOROUGHLY COMPEtent, with hardware experience, desires situation with a progressive hardware firm. Good correspondent and a practical ad.-writer with some selling steam. Age 27; strictly temperate; with excellent references. Box 94, Hardware and Metal, Toronto. (14)

YOUNG MAN WITH SIX YEARS' EXPERIence in hardware and window dressing desires position in Western retail store. Good references. Apply F. H. McCulloch, Box 10, Brampton, Ont. (13)

FOR SALE

CASH REGISTER FOR SALE — A FOUR-drawer National Cash Register, used one year; in perfect condition. Price on application. Mitchell & McGregor, Ltd., Brandon, Man. (15)

WARREN'S HARDWARE SHELVING, 60 FT. —used one year; ready for erecting in any modern hardware store. Price on application. Mitchell & McGregor, Ltd., Brandon, Man. (15)

FOR SALE—ONE NINE-DRAWER ELECTRIC National Cash Register, Cabinet Style. Regular price $675, sale price $350. Absolutely guaranteed. Further particulars, write Mills Hardware Co., Hamilton, Ont. (13)

FOR SALE.—TINTING COLORS. TWO HUNdred cans Canada Paint Co. triple strength; assorted in good order, 6 cents each. A. Sweet & Co., Winchester, Ont. (13)

FOR SALE—THE HARDWARE BUSINESS of the Howell Hardware Co., of Goderich, Ont. Owners have manufacturing interest that make it advisable to give whole attention to same. This is an A1 proposition and an excellent business opportunity. No tin shop. (12)

FOR SALE — FIRST-CLASS HARDWARE business in the largest and best town in Southwestern Saskatchewan; $9,000 stock and $35,000 turnover. Must be sold at once. Box 93, Hardware & Metal, Toronto. (16)

MISCELLANEOUS

TRY THE BURROWES MFG. CO., TORONTO, for sheet metal specialties. (15)

PROF. ARTHUR BATEMAN, WHO HAS been a practical teacher for 11 years, in 4 different institutions, in 2 countries, teaches by mail sanitary engineering, sanitary inspection, plumbing, hygiene. Booklet free. Write Desk 2, Anglo-American Sanitary Correspondence College, 12 W. Ontario Street, Chicago, Ill. (12)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 250 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

MEN WHO SELL THINGS. BY WALTER D. Moody, Business Manager of the Chicago Association of Commerce. An indispensable book for merchants, manufacturers, employers, salesmen and all who have goods of any kind to sell. The author forcibly sets forth such themes as how to approach men; how to create and develop the compelling personality, the genial address, the engaging presence of the energetic business-getter; how to attract, convince and sell a prospective customer under adverse conditions; how enmity may be turned into friendship, interest into desire, curiosity into sales, and sales into permanent custom. A few of the subjects discussed are: Right Kind of Salesmen: Specializing Efforts; Letters to the Trade; Getting the Price; Retail Salesmen; Sales Manager, etc. 205 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

A want ad. in this paper will bring replies from all parts of Canada.

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial The tub is extra heavy and constructed in the best manner.

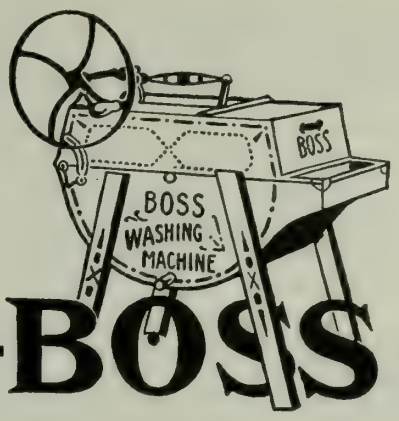
Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.



BOSS

No. 23

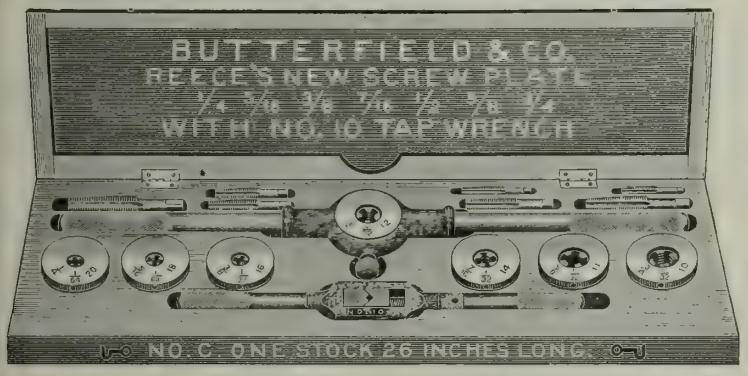
the efficient washer for the efficient dealer—will sell well at any time, will satisfy your customers. will bring you a good profit and an increased goodwill. The "Boss" is made throughout of Louisiana Red Cypress—the wood that grows in water—the wood that will not warp or split; its internal mechanism is remarkably strong, every part being designed to give long, active service.

Be efficient—get this efficient washer back of you. The results may be a surprise, but they'll be a pleasant one.

Write for prices to-day.

WALTER WOODS & CO.

Hamilton and Winnipeg



WE WOULD RECOMMEND

That You Place Your Orders for

Reece's New Screw Plates, Taps, Dies and Reamers NOW

Notwithstanding our greatly increased facilities, our factory is taxed to keep up with our sales. Avoid possible delays by ordering now.

Butterfield's Tools on your shelves or in your show cases mean **Gold Dollars** in your **Till.**

BUTTERFIELD & CO.

ROCK ISLAND, QUE.

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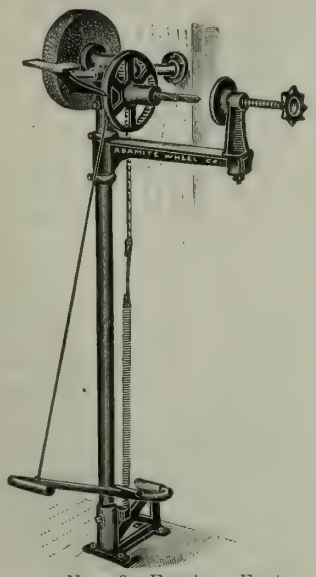
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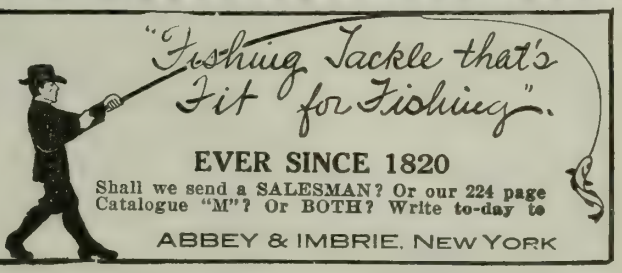
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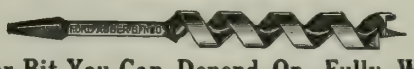
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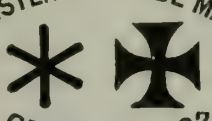
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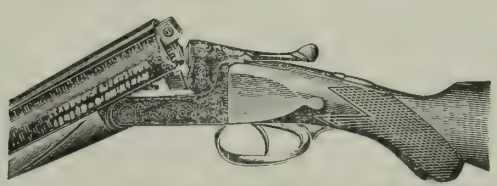
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F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

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Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

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Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

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J. P. Clapbrough & Johnstone, Birmingham.

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P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

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General Roofing Co., Winnipeg, Man.
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B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

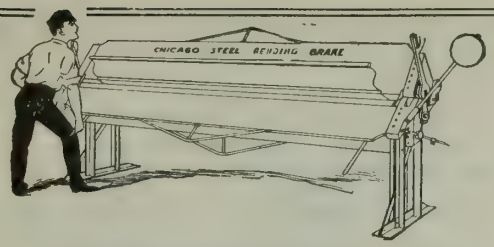
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Henderson & Richardson, Montreal.

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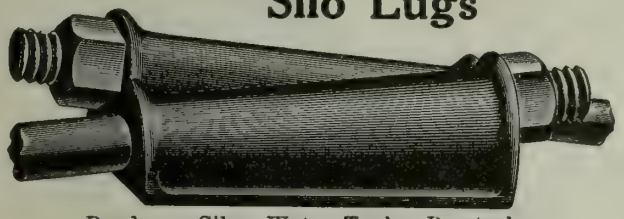
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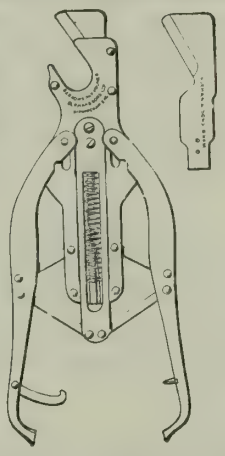
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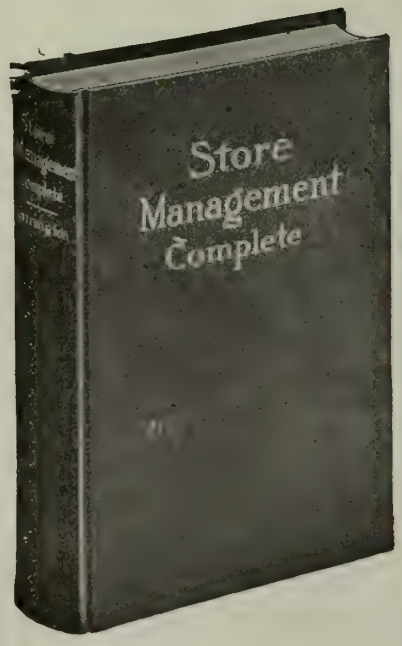
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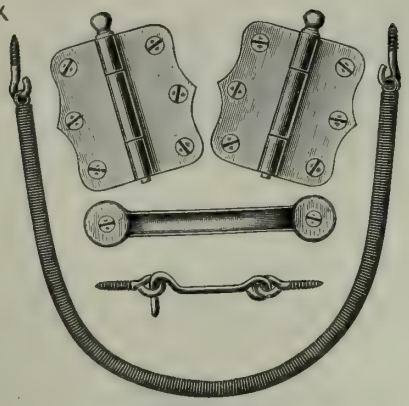
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COMPLETE SETS
IN CONVENIENT PACKAGES



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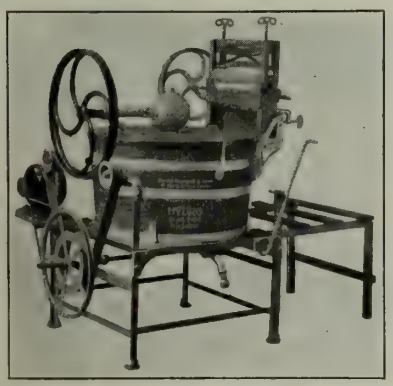
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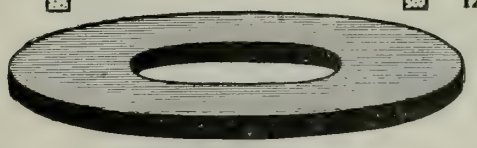
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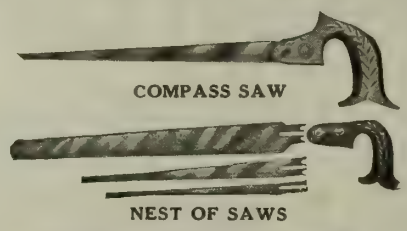
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ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS

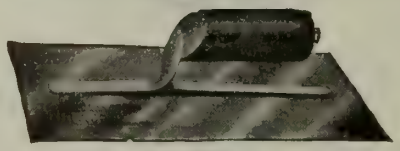


COMPASS SAW

NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

BLACK STEEL SHEETS, TIN PLATE

Apollo, Queen's Head and Fleur-De-Lis Galvanized Sheets

We issue a monthly stock list. We'll send it to you regularly upon receipt of a card.

Our shipping facilities assure prompt delivery, and our prices are reasonable.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO LUFKIN MEASURING TAPES

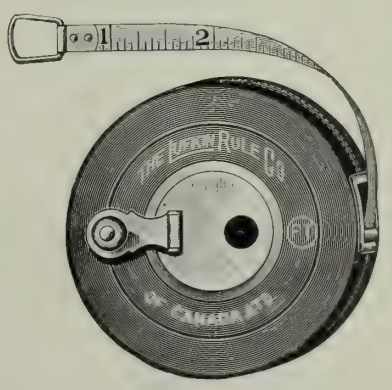
"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

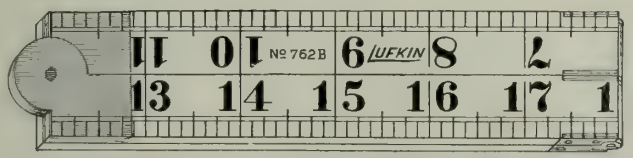
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK. BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



Copyright 1913, Oneida Community, Ltd.

"A CASE OF LOVE AT FIRST SIGHT"

Do you want this dainty Miss "Fade-away" for your window?



THE back cover of the *Saturday Evening Post* for April 4th will show a full-page advertisement of Community Silver Plate, illustrated with a reproduction of Miss "Fade-away" and the chest of Community Silver Plate, as shown in the illustration above.

It presents an especially timely opportunity for the Community Dealer to hook up his store with the Community advertising.

For your window display we will send you a Life-Size reproduction of Miss "Fade-away," if you will mail us the coupon below.

We suggest that you get your requisition in early, so that you can have your window ready on the date, April 4th.

ONEIDA COMMUNITY, Ltd.

ONEIDA, N.Y.

ONEIDA COMMUNITY, Ltd.
ONEIDA, N.Y.

Please send me free window display, as offered in Hardware and Metal.

Name .....

Address .....

Note.—If you desire newspaper electros for local advertising to increase the effectiveness of the display—

Please indicate here:

Send me—

Single column electro, or
Double column electro.

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 14

April 4, 1914

Royal Doulton Potteries,

Lambeth, Eng.

ARCHITECTURAL TERRA COTTA

Canadian Representatives

B. & S. H. Thompson & Company, Limited

(Established 1790)

Montreal Toronto Winnipeg



The illustration shows a part of one of the special assortments in Silver-Plated Ware manufactured and sold by

The Standard Silver Company of Toronto, Limited

Has made up three of these assortments, selling them at special prices and at regular terms for

$25.00 NET $33.50 NET $50.00 NET F.O.B. TORONTO

The same quality goods and plate in each assortment. Selected from regular stock and arranged to give the greatest variety in silver-plated ware.

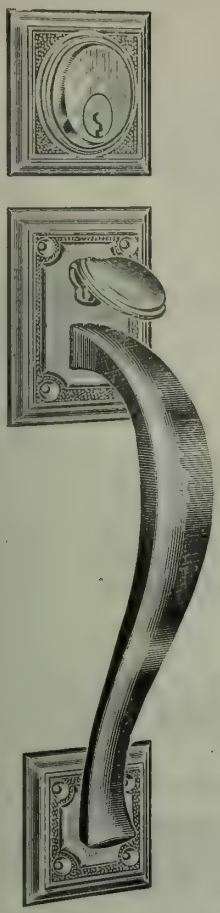
Pieces are plated on Britannia metal or nickel silver, and are in frosted, burnished or satin engraved finish. Any one of the assortments has sufficient quantity and variety to be used as an opening wedge for a silverware department.

As the goods are of current design and in stock, re-orders can be filled at once.

A large folder showing and describing every piece in each assortment, will be sent upon request to

The Standard Silver Co., Madison Avenue N., Toronto, Ont.

For an additional cost of fifty cents to one dollar (charge according to assortment), goods will be lacquered, thus insuring them indefinitely against tarnish.



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

Jas. McKay Company
Pittsburgh

CHAIN

ALL GRADES
For All Purposes

Canadian Representatives:

B. & S. H. THOMPSON & CO.
LIMITED

MONTREAL TORONTO WINNIPEG



Spring building operations will soon begin

The boys will be drilling out at seven with their tool kits ready to put up the modest little cottages or the big mansions.

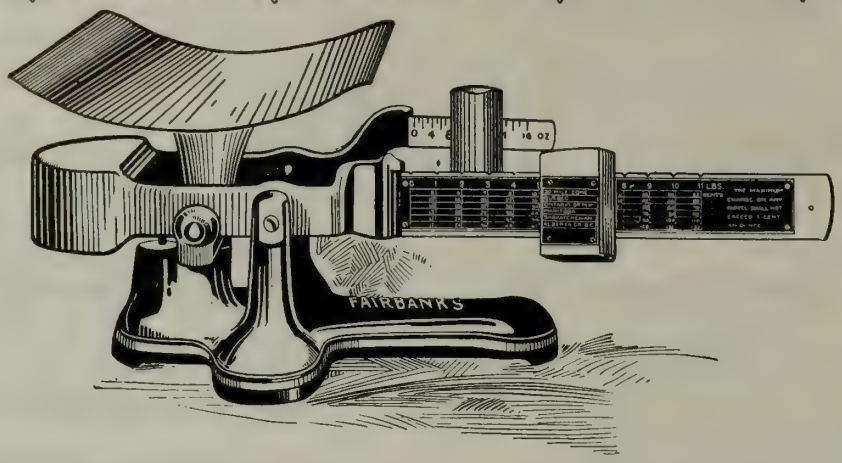
They will all need good sharpening stones,

Carborundum Sharpening Stones

The stones that they can depend upon to always cut free, fast, and clean, and give an edge that is an edge. The round and oblong Combination Stones, the Carborundum Slips and Gouges will be asked for. Stock up to meet the demand.

Show them in a Carborundum window

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



The Parcel Post System is of the greatest benefit to consumer and dealer alike.

Take full advantage of its application to your business. Fairbanks Parcel Post Scales tell at a glance the correct weight and amount required for shipping to any Province. No need for figuring—no chance for errors—no time lost in looking up schedule. This scale will weigh accurately any package from 1 oz. to 11 lbs.

Write now for full information.

The Canadian Fairbanks-Morse Co., Limited

444 St. James Street **Montreal**

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER

Canada's Departmental House for Mechanical Goods

S. M. P. WATERING POTS

Fitted With

Seamless Breasts, Patent Zinc Roses and Detachable Spouts

Plain Tin or Japanned



Quarts	1	2	3	6	10	14
Case lots doz.	6	3	3	3	2	2

Prices on Application

Galvanized



Quarts	6	10	14
Case lots doz.	3	2	2

THE SHEET METAL PRODUCTS CO.

of Canada SUCCESSORS TO **Limited**

KEMP MANUFACTURING CO.

Montreal **TORONTO** **Winnipeg**

"Success"



"Success"

"Success" invariably brings the smile of satisfaction to those fortunate ones who have attained it in life. This smile of satisfaction comes just as surely to those merchants and householders who handle and use that most perfect of household articles—

SUCCESS ALL STEEL REFRIGERATORS

These Refrigerators have attained a most enviable reputation for economy, durability and attractiveness. Their sale is very large and increasing each season—**and they are being imitated.**



Cottage Style

Heavy Galvanized Steel,
Aluminum Finish Outside,
White Enameled Inside,
Galvanized Ice Chamber.

No Wood

to decay, swell, crack, absorb moisture, retain odors, or to harbor germs and dirt.

Built Like a Vacuum Bottle.
Eight Wall Insulation with Dead Air Space

8 Styles
14 Sizes

Write us for Particulars.

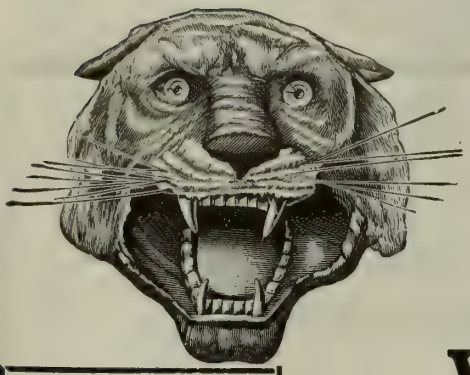


Large Family Style

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The Steel Company of Canada, Limited
Hamilton, Ont.



"Tiger" Brand
White Lead 100% Pure
Among Every Line

of Commodities to-day there is one undisputed leader.

Of all the high-grade, well-known brands of White Lead, "TIGER" Brand stands supreme.

Through its merits and qualities "Tiger" Brand has attained and held the supremacy.

The satisfaction derived by the PAINTER from the use of "TIGER" Brand is the great factor towards its popularity and demand.

If you have never handled Products of The Steel Co. of Canada, Ltd., there are possibilities of increasing your sales.

No dealer ever regretted pushing the sale of lines manufactured by us, as it assured him satisfied customers and created a demand for other lines produced by the STEEL COMPANY OF CANADA, Limited.

STEEL
- Merchant
- Angle
- Band
- Machinery

RIVETS & BURRS
- Bridge
- Boiler
- Brass
- Copper, Etc.

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

TACKS

BOLTS & NUTS

STAPLES

WIRE

WIRE NAILS

SPIKES

PUTTY

WROUGHT IRON PIPE

HORSE SHOES & NAILS

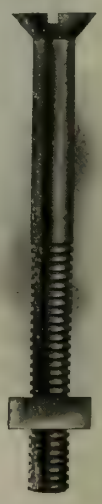
LEAD PIPE

BRIGHT WIRE GOODS

Jack Chain
Wire Door Pulls

CARRIAGE HARDWARE

POLE LINE HARDWARE.



Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

—I—

ALWAYS LOOK

AT THE

SHELL BOX



to make sure it shows the shells

are loaded with DuPont Powder. Can't afford to spoil sport or risk injury by shooting shells loaded with unbranded or little known powders."

Shooters are generally adopting this "want-to-know" attitude. Wide-awake dealers are recognizing it by specifying in their loaded shells

DUPONT

"DENSE" OR "BULK"

SMOKELESS SHOTGUN POWDER

THERE'S a feeling of confidence comes to the shooter as he loads his gun with DUPONT POWDER.

Experience in the woods, in the blinds and at the traps have taught him that DUPONT POWDERS are right in quality, sure in action, and to be depended on in any emergency.

YOU can rely on the keeping qualities of DUPONT POWDERS, because of the high-grade materials employed and thoroughness attending their making.

Stock these "old reliable," widely known standard brands of Smokeless Shotgun Powders.

Extensively and constantly advertised, they are used and endorsed by the world's best shots.

SELL DUPONT POWDERS AND SOLVE THE POWDER QUESTION FOR YOUR CUSTOMER AND YOURSELF

For information about Sporting Powders for Rifles, Shotguns or Revolvers, or Booklets descriptive of Trap Shooting and Club Organization, write to

DEPARTMENT 429 D

DUPONT POWDER COMPANY

Established 1802 Wilmington, Delaware

The Fixed Star of Courage

If a future and greater time develops a superman it will be because courage drives fear from the brain and creates a character that will never give up, but will keep fighting until the world is forced to give in.

¶ Most men are cowards, timid, vacillating, afraid of criticism, afraid to go ahead and get things done. The only devil which now exists is the devil of fear, all other demons having lost both horns and tails. At the point in time where we now are, fear is about the only thing that stands between a man and success.

¶ A few days ago a carrier pigeon that had been shipped from Manchester, England, to the city of Toronto, Canada, escaped and twelve days later showed up one morning at the old stand. Had this pigeon realized or studied the uncertainty of a twelve-day flight across the Atlantic such a trip would never have been accomplished.

¶ The courage and fearlessness of this tiny carrier pigeon, flying in the face of wind and storm, in the face of danger from other birds, flying continuously, perpetually for twelve days without food—back across the sea—is a lesson to every man who is looking for an easy job—satisfied to settle down to an eventless, colorless, meaningless existence.

¶ It is courage that will produce the superman of a future and greater time, and the man who drives fear from the brain, who succeeds in washing the yellow streak from his physical and mental character will never give up, but will keep fighting until he forces the world to give in.

¶ It is true that the ambition and courage that abounds in youth makes it possible for a young boy between the ages of twelve and twenty to attempt things he would under no circumstances undertake at a more conservative and at a better-balanced period in life.

¶ Stephen Girard, with one eye deformed, laughed at, mistreated, driven from home by his stepmother at the age of twelve, hiding himself in a merchant vessel starting away to the Indian Ocean, and finally becoming the greatest merchant and financier of his time, is the answer for every man who is about to decide that the 'game is not worth while.'

¶ During the first twenty years of his life, Girard had never known anything but adversity. His life had been filled with enemies and this made it possible for him to appreciate a friend. The Captain of this merchant vessel believed in Stephen Girard, took an interest in him, and from a copy of Voltaire's Philosophic Encyclopedia borrowed from the young Captain, Girard laid the first plans for a store of knowledge that made him one of the best posted men of his day.

¶ George Westinghouse, the inventor of the air-brake, was told by the president of a railroad that he had no time to waste with 'fools who talk about stopping trains with wind.' So if you have tried and failed; if you have planned and then stood by with sad and solemn face to see your plans go wrong—remember that great deeds, vision and a broad knowledge of life and men are the products of courage, and courage is born in the cradle of adversity.

¶ Success will never come by compromise. Your ideals and your purpose must be as fixed; must stand out as clear to you, as a star in the night.

Efficiency

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PERFECT TO THE FINEST DETAIL

Balance, Weight, Shape and Strength.

SAMSON
BASEBALL MITTS AND GLOVES

will help you develop a good and profitable trade in SPORTING GOODS.



H. S. HOWLAND, SONS & CO. LIMITED

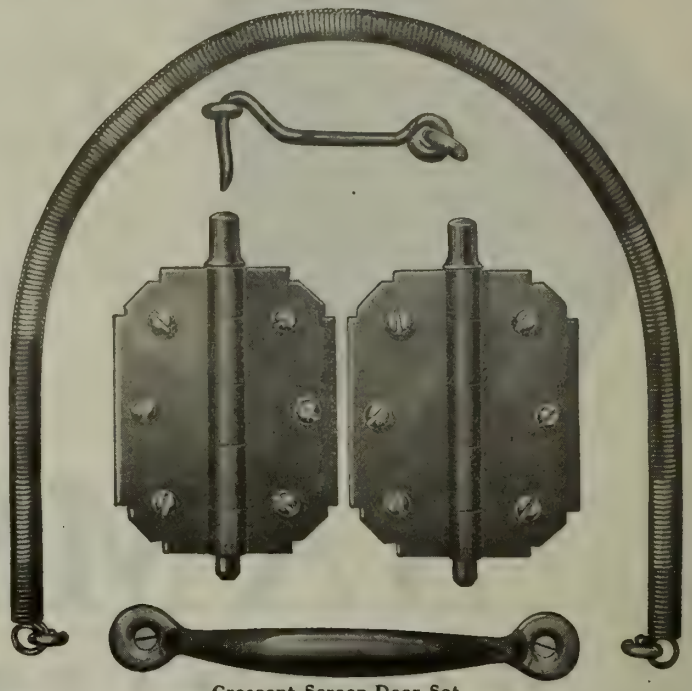
WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

PREPARE FOR SPRING

SCREEN DOORS will soon have to be hung, and each one equipped with the Crescent Screen-Door Set brings satisfaction to the user. The heavy spring always closes the door and the set being complete and Japanned gives it a splendid appearance.



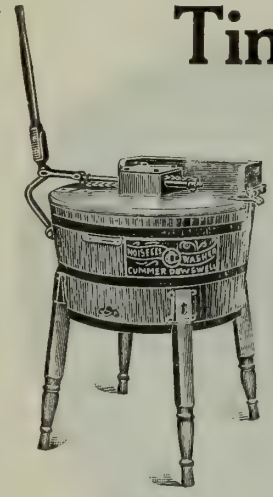
Crescent Screen-Door Set.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

Time-Tested Trade Winners

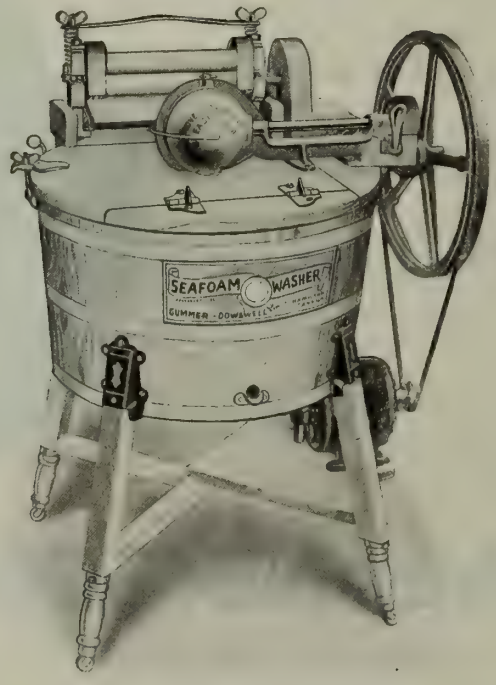
That will bring more trade your way.



NOISELESS



SNOWBALL



SEAFOAM ELECTRIC POWER WASHER AND WRINGER

CUMMER-DOWSWELL, LIMITED

HAMILTON, ONT.



PLAYTIME HAND AND POWER

Agents:

W. L. Haldimand & Son, Montreal

H. F. Moulden & Son Winnipeg

Starrett Hack Saws

There is more money in a good line of hack saws than most hardware dealers realize.

Hack saws must be used by nearly every mechanic, while machine shops and factories dispose of a tremendous quantity.

The cost of these saws is not a small item and when any dealer can demonstrate that his line of hack saws will cut faster and last longer than those being used, he can rest assured of a steady trade.

Now the dealer who handles Starrett hack saws has a double advantage—he has the name Starrett to secure the first trial because everyone knows Starrett tools are the "Standard Instruments of Precision," and further he has the actual quality in the saws. So he can have the saws tried on the strength of their name and then they will make good on the service they give.

Starrett hack saws are made of special tungsten steel. The teeth are milled instead of stamped and the set is perfect for each kind of work. There are good sales waiting if you will just push Starrett hack saws.

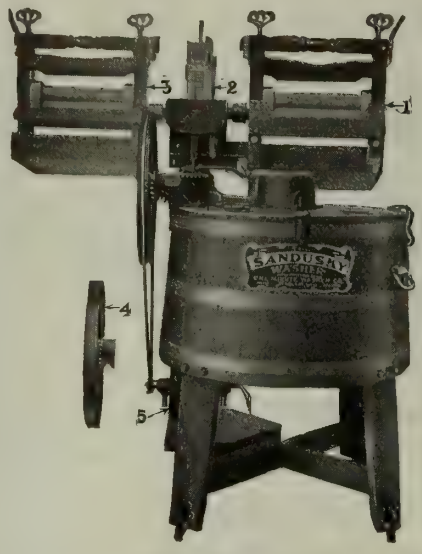
Let us send you a copy of our big, new, free catalog No. 20MA which tells what saws to use for each kind of cutting.

42-285

The L.S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.



Sandusky Power or Electric Washer

Here is a thoroughly practical Washer, one that will do a family washing right at home, under sanitary conditions and save from $1.00 to $3.00 each week, enough to pay for it in a short time.

Every Dealer who has stocked it has found it exactly as represented—first-class in every respect and a splendid seller.

Every woman is captivated by the way it starts automatically and by the perfect condition of the clothes and their snow-white cleanness after washing. You will find it

A Trade-Bringer

worth handling, because every woman who gets one recommends it and sends more customers to you.

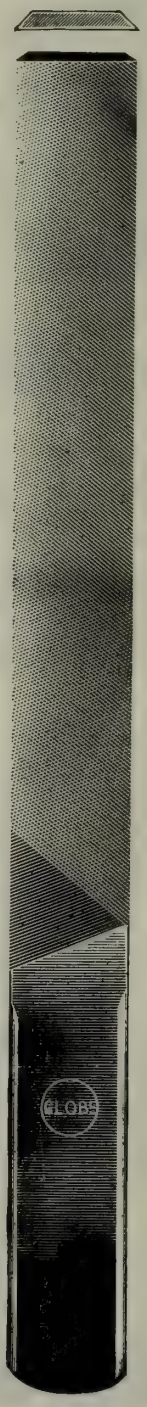
One big selling point which takes with prospective buyers is the novel wringer device. It permits wringer to be started, stopped, reversed or swung to any position. And while the washing is going on, the wringer will wring from the rinse water to the bluing and from the bluing right into the basket. The construction of the entire Washer is the best possible.

Space won't permit full details, but if you'll write we send them and tell you about our Guarantee Certificate plan which helps you make quick sales. Our proposition is worth sending for. Don't neglect it.

The One Minute Washer Co.
SANDUSKY, OHIO, U.S.A.
Western Canada Distributing Agents:
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.

NICHOLSON MADE

Don't Forget Your NICHOLSON-MADE MOWER FILE STOCK!



Soon your farm friends will want Mower Files. From past experience you know that when they DO want them, they'll want them mighty quick.

While we're noted for extra quick deliveries, yet in your own interests we urge you to place your orders NOW.

All indications point to bumper crops this year. Mowers will see more than usual service—knives will need more frequent re-sharpening—extra quantities of Mower Files will be used.

As usual, 90% of the demand will be for the famous

Nicholson-Made MOWER FILES

Kearney & Foote
Great Western
American
Arcade
Globe

Nicholson File Company
PORT HOPE, ONTARIO

Every progressive jobber carries NICHOLSON-Made-FILES in stock.

Every user's a booster
Every profit's a good one

That's why

TAYLOR-FORBES LAWN MOWERS

are a good line to sell

Their reliability is the result of over forty years' experience in the manufacture of lawn mowers and high-grade workmanship and material.

Our line includes **Empress, Woodyatt, Star, Philadelphia, Adanac, Ontario, Mayflower and Daisy.**

Taylor-Forbes Mowers are Unconditionally Guaranteed.

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase we **insist** on giving him a new machine or refunding his money.

Time is getting short—the season for lawn mowers is almost here.

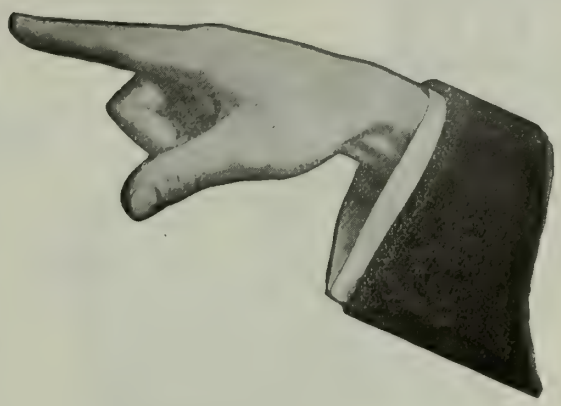
Write for 1914 catalog to-day.

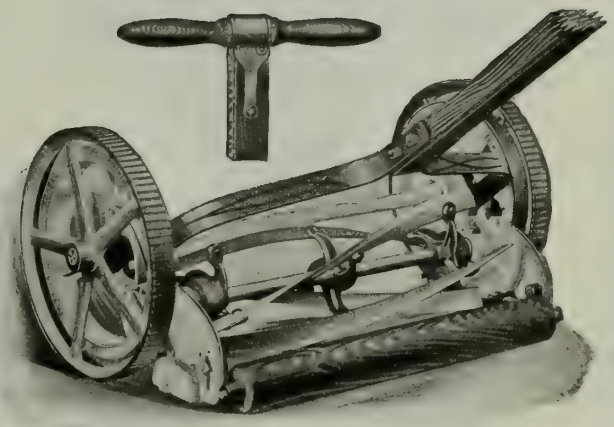
Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONTARIO

BRANCHES AND AGENTS:

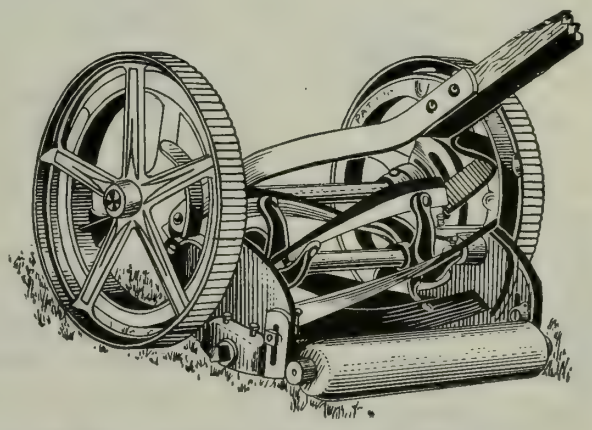
Taylor-Forbes Co., - - - 246 Craig St., Montreal
H. G. Rogers, - - - 53½ Dock St., St. John, N.B.
Canadian United Mfrs. Agency, - - - London, Eng.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.





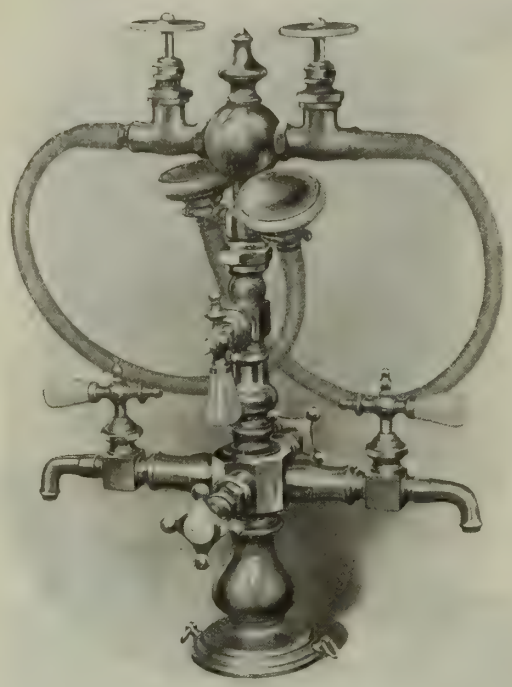
"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.



MORRISON PLUMBING SUPPLIES

THERE is big profit on Plumbing and Brass Goods when the goods you sell—stay sold. And the customers come back for more. But the goods must have QUALITY.

There is only one complete line of Plumbing and Brass Goods made in Canada with a reputation for QUALITY all the way through, and that line is MORRISON'S.

J.M.T. Every article we manufacture has our J.M.T. trade-mark stamped on it. The trade-mark that means a GUARANTEE.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide St. W. **Toronto, Canada**

A Sign of the Age

We live in an age of progress, of striving, of upward tendencies. And our architecture reflects this spirit—is the trade-mark of the age. To construct his giant buildings, man introduced steel into architecture. And to protect this steel against the ravages of fire, time, and atmosphere, he employs concrete.

This is just one of the reasons that has made the handling of

Rogers' Portland Cement

so very profitable. For concrete has become the 20th century building material for everything from sky-scraper to cottage.

Get in the concrete movement—right away. Become one of our authorized dealers.

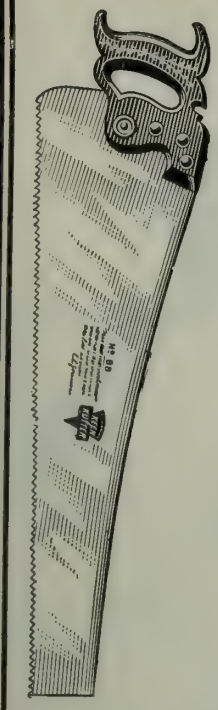
Sell cement to the men who are building concrete structures in your locality. Tell them that you can save their hauling it half across the town, and they'll be mighty glad to give you their orders, because Rogers' cement meets the approval of their architects and engineers, **because Rogers' cement is standard.**

And we don't want you to carry a big stock either. We ship right to Mr. Builder, as fast as you tell us his requirements.

So don't delay. Write us to-day.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



TRIPLE Your Sales



E. C. SIMMONS KEEN KUTTER TRADE MARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.

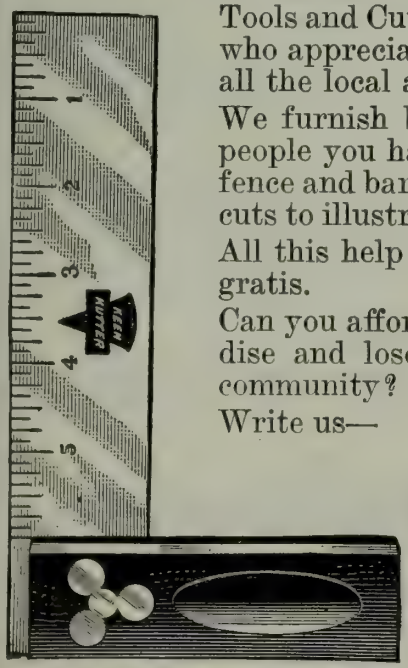
Are you doing a nice, **quiet** little business?

Keen Kutter dealers who sell Keen Kutter Tools and Cutlery are doing a **big, lively business.**

KEEN KUTTER

Tools and Cutlery

will satisfy the most expert mechanic. The quality of Steel, Cutting Edges, Points, Handles and Temper—all of these essentials—must be absolutely right before any tool can bear the famous Keen Kutter Trade-Mark.



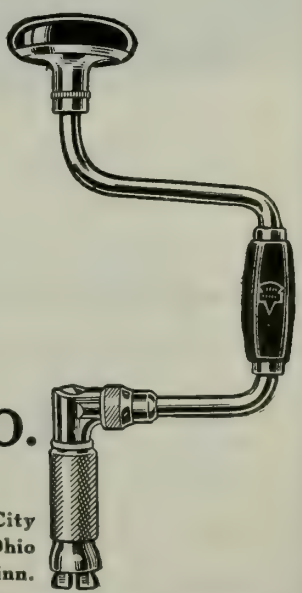
In addition to the unexcelled quality of Keen Kutter Tools and Cutlery we extend to every Keen Kutter Dealer who appreciates the value of local and direct advertising all the local assistance that brains can devise.

We furnish booklets and window signs that tell people you have the Keen Kutter things they want; fence and barn signs, street car cards, store cards and cuts to illustrate your local newspaper advertising.

All this help is given every Keen Kutter Dealer gratis.

Can you afford to do without Keen Kutter Merchandise and lose Keen Kutter sales possible in your community?

Write us—



SIMMONS HARDWARE CO.

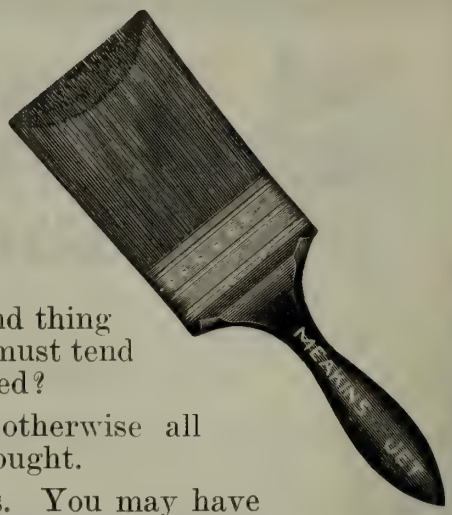
Manufacturers and Distributers

Philadelphia, Pa.
Sioux City, Ia.
Wichita, Kans.

St. Louis, Mo.
U. S. A.

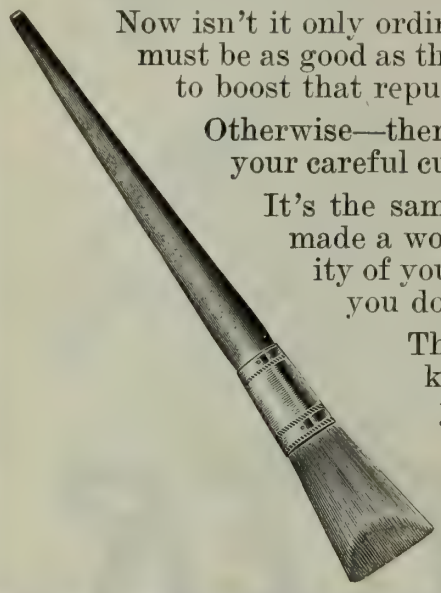
New York City
Toledo, Ohio
Minneapolis, Minn.

A Sales Disaster



Suppose you had made a satisfied customer; suppose some commodity that you sold had put you way-up in his estimation. And suppose that he'd been coming to you for years for that one thing, when he took it into his head to buy something else, from you, as well.

Now isn't it only ordinary horse-sense, that the second thing must be as good as the first; must help to maintain, must tend to boost that reputation you've so carefully gained?



Otherwise—there would be a sales-disaster; otherwise all your careful customer-nursing would go for nought.

It's the same way with paint and brushes. You may have made a wonderful name for yourself through the dependability of your paint sales, but it is liable to be spoiled any time if you don't sell brushes as dependable as the paint.

That's the reason you should stock and push the MEAKINS kind. They have never been known to let a paint man down yet.

Write and let us tell you how profitable it is—preventing sales-disasters—the Meakins way.

Meakins & Sons, Limited, Hamilton, Ont.



Let the McCaskey Stop the Leaks!

Forgotten charges are one of the most prolific causes of profit leaks.

Little insignificant sums, they may be — each, but when you come to total them at the end of a year, you get a shock—and not a pleasant one either.

Put in a McCaskey. It is the surest way, to stop those little leaks, that has ever been devised. It makes forgotten charges an impossibility, because, the mere filling out of the McCaskey sales-slip makes a proper record of the transaction.

Mark and mail the coupon and get in line for leakless profits, now!

THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—I'm willing to learn how I can increase my profits.

Name .....

City ..... State .....

Business ..... H. & M.

THE
Dominion Register Co.
Limited

TORONTO, ONTARIO

Trafford Park, Manchester, Eng. Melbourne, Australia



Reg. U.S. Pat. Off.

The Sun Never Sets on Disston Brand Goods

Once a similar phrase might have been applied to ancient Rome. Later it described the vastness of the widespreading dominions of the British Empire. To-day, it carries its full meaning as applied to Disston Products.

The mechanics and householders of the world know them. The great majority possess some Disston Saw or Tool. The fame of Disston Goods goes wherever civilization penetrates. Into the wilderness the explorer sometimes carries the handy Chain Saw. The lumberman clears the way for civilization with his Cross-cut Saw. The millman, with his Band and Circular Saws, converts the rough timber into commercial lumber. Then the carpenter arrives to use his Hand Saw in building habitations for the incoming settlers.

The various mechanical trades that follow, each find some Disston Saw, Tool or File to aid them. Even the surgeon who accompanies the settlers has his saws of delicate structure and special design from the Disston Works.

And so we find it—in new countries and old; in the United States, South America, or the far-away Chinese Republic. Wherever you go, you find that the name of Disston carries its message of quality and efficiency to all mechanical trades.



Reg. U.S. Pat. Off.

HENRY DISSTON & SONS, INC.

Established 1840

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA.

Unload Your Drill Troubles On Us



Adopt the Right Drill

Why not determine that you will get maximum efficiency from your drilling machines by using the right drills for each kind of metal being drilled?

Our efficiency experts will help you decide which one of our 67 styles of drills is best suited for your work.

You can thus unload your drill troubles on us and get them solved free of cost. If your work makes it necessary to design or temper a drill special, we'll do that, too. Get in touch with us by giving us the particulars now.

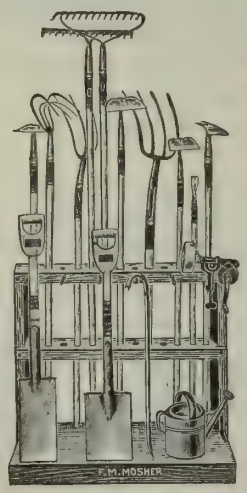
Write for Catalog No. 82G.

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

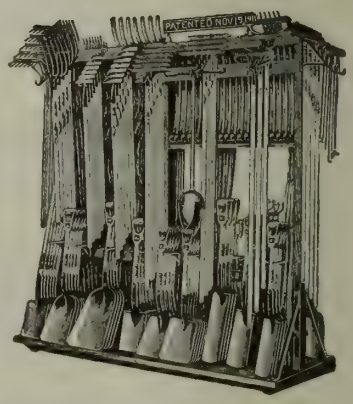
Stocks carried at Winnipeg and Montreal **Office and Factory, St. Catharines, Ont.**

The best silent Salesmen you can get.



Here they are—The Mosher Adjustable Tool Rack on the right—the Mosher Sell-More Rack on the left. They are brothers, and are like one another, inasmuch as they are both cracking good salesmen.

The "Adjustable" takes up his stand inside your store, collects, classifies, and displays to the best advantage, your handled tool stock. He can comfortably take care of from 300 to 500 pieces and has display capabilities equal to 20 ft. of wall space. The Sell-More is for outside—on the sidewalk. He will be there, snow or shine, will handle tools and any other small articles, requires no commission on the sales he makes.

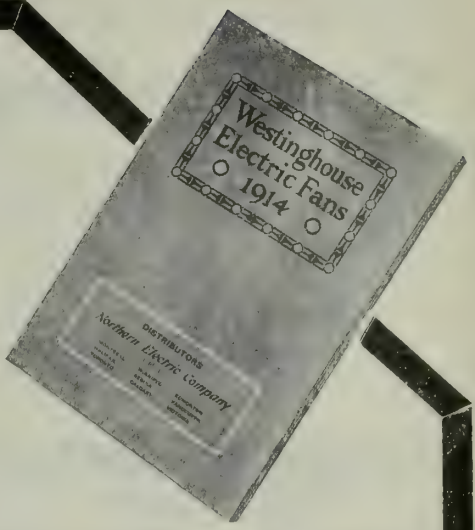


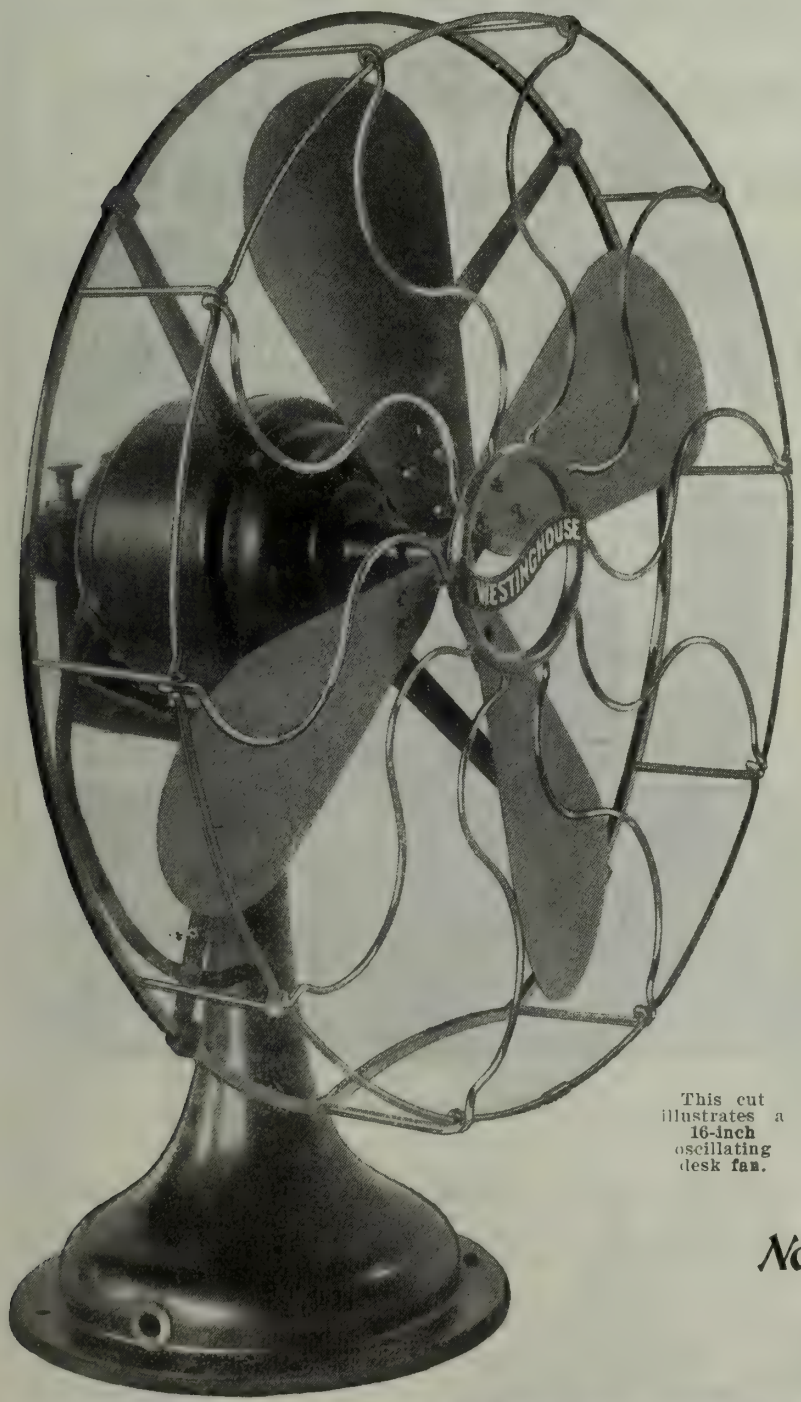
The "Adjustable" in rich carmine finish $25; in golden or mission oak $30; F.O.B. Canton. The Sell-More in rich carmine finish $4.50, F.O.B. Canton.

F. M. MOSHER, Canton, Illinois

Send for your Copy of this New Catalogue

Number H.M.





This cut illustrates a 16-inch oscillating desk fan.

Northern Electric
WESTINGHOUSE
FAN MOTORS

—will make your fan season the best ever.

In design and workmanship, Westinghouse fans surpass all others.

Your customers will appreciate their pleasing outlines, low current consumption and their beautiful finish and light weight. Made in desk and bracket types —oscillating if desired.

Complete stocks at each of our houses insures quick delivery to you.

Make a contract now for your season's supply. We will help you sell them. Literature, newspaper advertisements and window displays will be sent on request.

BE SURE TO ASK FOR CATALOGUE H.M.

Northern Electric Company
LIMITED

Montreal	Winnipeg	Edmonton
Halifax	Regina	Vancouver
Toronto	Calgary	Victoria

Copper-Bearing, Rust-Resisting Sheets

Black and Galvanized

Specially adapted for all exposed sheet metal work

Send for Descriptive Booklet, Samples and Prices

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices: Winnipeg and Vancouver

SELLING AGENTS FOR EASTERN CANADA

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building, MONTREAL Traders Bank Building, TORONTO

Spring is Here

Your Big Profit-Making Time in Shingles and Roofs

Right now is the time to push and push hard.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

It is not a hard matter to sell our goods. They are in a class by themselves. While your prospect knows this, yet you must get out and go after him.

Every customer is a repeater for you once you sell him an order for our goods. We are giving you the best that's going, and your trade will increase.



Will you get him and keep him? If you go after him now you will. We are brimful of helpful ideas to assist you get this business and help you to bigger and more profits.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY, Company, Limited

TORONTO and WINNIPEG

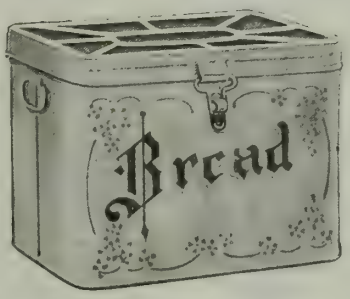
Wrico ANTI-RUST

Sanitary Round Corner Bread or Cake Boxes

Japanned Pure White by a new process of Pneumatic Spraying.

Hand-decorated in gold by expert artists.

White and Gold Ware is made in many kitchen lines. Get a price list from us.



Their Beauty and Utility are obvious.

Sold singly, or in nests of three—small, medium, large

White and Gold Ware is of heavier stock and better quality than the regular lines.

Wrico ANTI-RUST

Wrico ANTI-RUST

E. T. WRIGHT CO., Limited, Hamilton, Canada



THE LACHUTE SHUTTLE CO. LIMITED
LACHUTE HANDLE
LACHUTE MILLS, P.Q.

ALL KINDS OF

HANDLES

Lumbering Tools

Best Selected Material.

UNEQUALLED FINISH.

REPRESENTATIVES:

J. H. Roper Co., Coristine Bldg., Montreal.
C. D. Ten Eyck, 145 Victoria St., Toronto.
W. Reynolds & Co., Confederation Bldg., Winnipeg.
C. A. Godfrey, 1059 Hamilton St., Vancouver.

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



The First Choice of Canadian Dealers



IVER JOHNSON

The revolver that compels sales.

The only revolver that satisfies the majority of buyers.

Absolutely and automatically safe. Equipped throughout with unbreakable coil springs. Unexcelled in range, accuracy and penetration. A real man's gun, sold at a moderate price. Carried by all the large Canadian jobbers. Send for our handsome 82-page catalogue.

Iver Johnson's Arms & Cycle Works

350 River Street **FITCHBURG, MASS., U.S.A.**

The Lure of Skin Deep Quality

It is not what an article appears to be that finally determines its worth.

Its real value lies deeper than that.

It is not mere talking points that makes a commodity serviceable, but intrinsic merit — something real.

The Bissell sweeper is not made "to sell" in the common acceptance of the term; it is made to serve—and thereby has become the most saleable sweeper a merchant can handle.

Thirty-eight years' endorsement of thousands of merchants and millions of users throughout the world wherever carpets and rugs are used is sufficient evidence that the Bissell is pre-eminent and that its leadership is based upon something more tangible than mere claims.

The Bissell sweeper is clearly the most handy, inexpensive cleaning device for every-day use.

Our special Spring-Easter offer is now in effect. Full details with proof sheet of free co-operative newspaper electros will be supplied on request.

BISSELL CARPET SWEEPER CO.
Grand Rapids, Mich.

Largest Exclusive Carpet Sweeper Makers in the World.

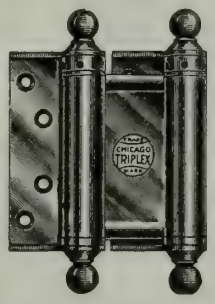
BRANCHES:

New York City (Sales and Stock Rooms and Export Department), 25 Warren St. Niagara Falls, Ont., (Factory). London, Paris, (Agency).

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE C.S.B. CO. MARK **NEW YORK**

Safety First

(OUR MOTTO)

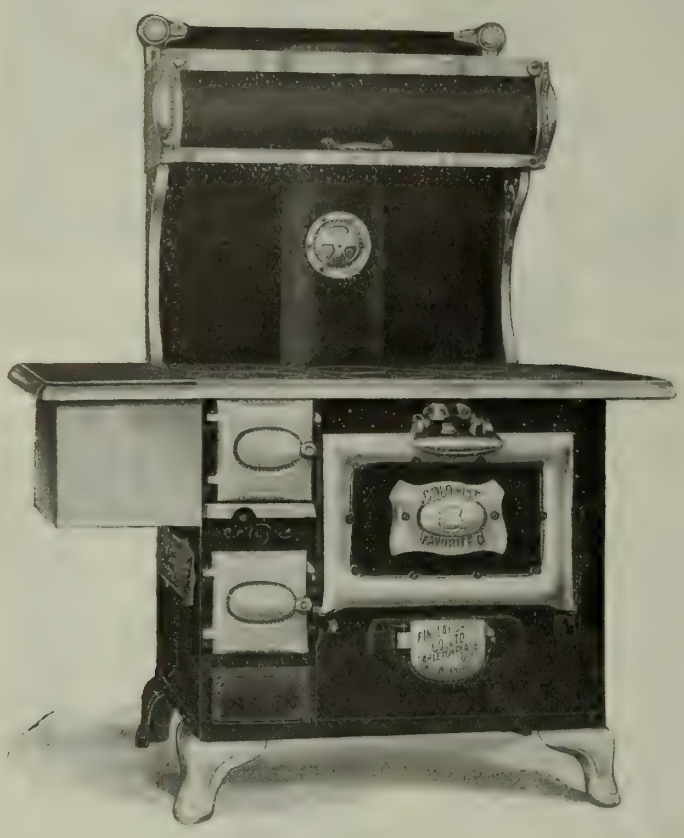


The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

McFarlane Ladder Works

158-160 River Street, TORONTO, ONT.



The Colonist Favorite

does not look it, but it is one of the cheapest SIX-HOLE STEEL RANGES on the market. The CLASS and STYLE does not cost anything, but goes a long way towards selling it.

More low-priced ranges will be sold this Spring than ever. The COLONIST is made to meet this demand.

Made in two sizes, 16 and 18-inch ovens, **SIX-HOLE TOPS, DUPLEX GRATES, CONTACT COPPER RESERVOIR.**

The SEMI-PLAIN DESIGN, PLAIN NICKEL, and SMOOTH CASTINGS, give it the appearance of a High-Priced Range. Look up the price if you have our list, if not send for one. The price will surprise you.

The quality will please you.

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS ST., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale, Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.

THE PREMIUMS WE OFFER

To the Purchasers of Trimo Tools Are

STRENGTH ECONOMY DURABILITY

One-Quarter of a Century of Wrench Production Is Behind Us.



Trimo Pipe Wrench.

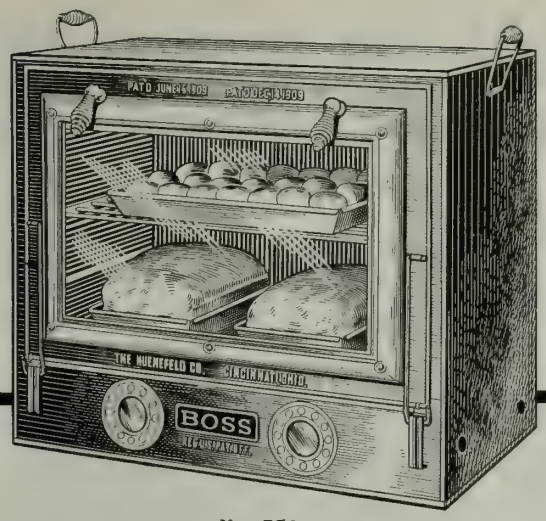
MANUFACTURED BY

THE TRIMONT MFG. CO., 55-71 Amory St., Roxbury (Boston), Mass.

SEND FOR CATALOG No. 150

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

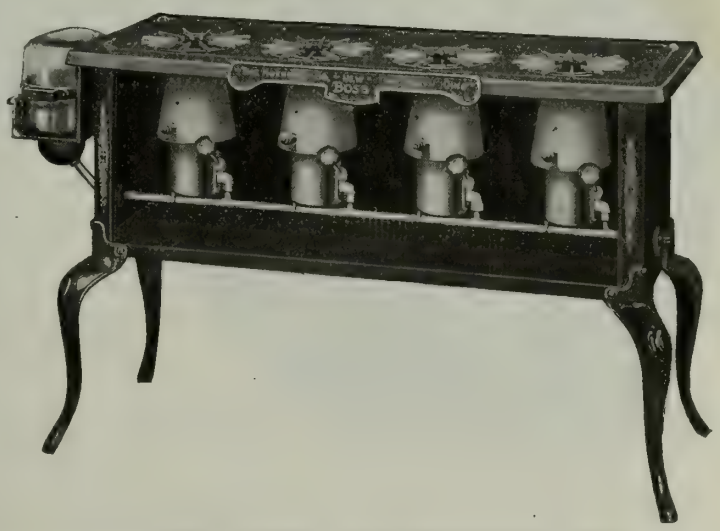
NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

A household necessity for changing weather conditions

Now that the days are becoming warmer, householders do not require to start their regular heating system. Just such a handy, light, portable heater as

McClary's
"NEW FAMOUS" OIL HEATER

is a boon to the housewife in the Spring and Fall. It saves trouble and expense, and its manipulating features are simple and easy.

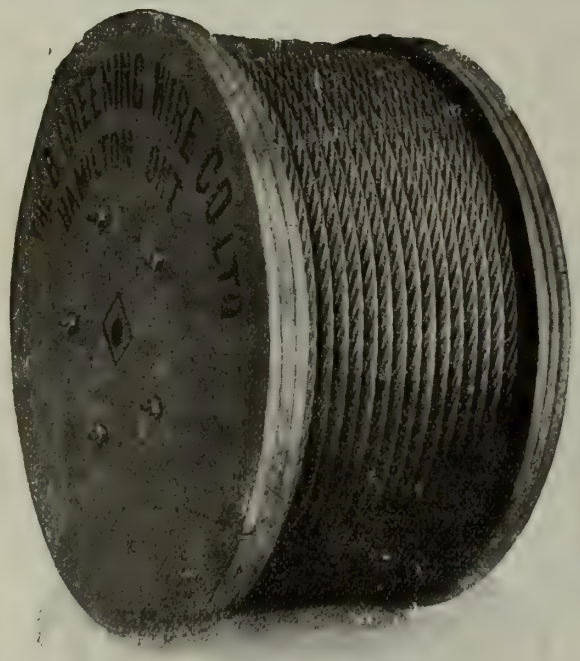


The one-piece Copper Oil Tank.
The simple method of replacing the wick.
The automatic locking device.
The oil indicator.

The demand is there, prospects good, and the possibilities of a live Spring business before you, Mr. Dealer—will you communicate with our nearest Branch for more particulars?

McClary's Ship Quick

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN EDMONTON SASKATOON



WIRE ROPE

for

HAY FORKS

Wire Rope for hauling Threshing Machines, House Moving, Etc.

We manufacture all kinds of Wire Rope for all purposes.

Wire Rope Fittings.
Wire Rope Grease.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

The Builders' Need the Dealers' Opportunity

This is the time of the year when new property is going up and old buildings are being renovated. Architects and Builders will be looking out for the best heating system. Medical men and engineers give the warm air system preference over all others, and all Sunshine Furnace users claim they have the best furnace for heating their homes.



The great new feature of the inclusion of American Ingot Iron (99.84% pure iron) gives Sunshine dealers a selling point of incalculable value. This iron has already made itself famous after years of severe tests. The fact that it is displacing a material of tremendous strength and durability in two vital parts of our Sunshine Furnace, viz., the Dome and Radiator, is sufficient proof, we think, of our faith in this remarkable iron.

The many outstanding features still remain and dealers should get acquainted with the 1914 Sunshine—it holds out a great selling future.

McClary's Ship Quick.

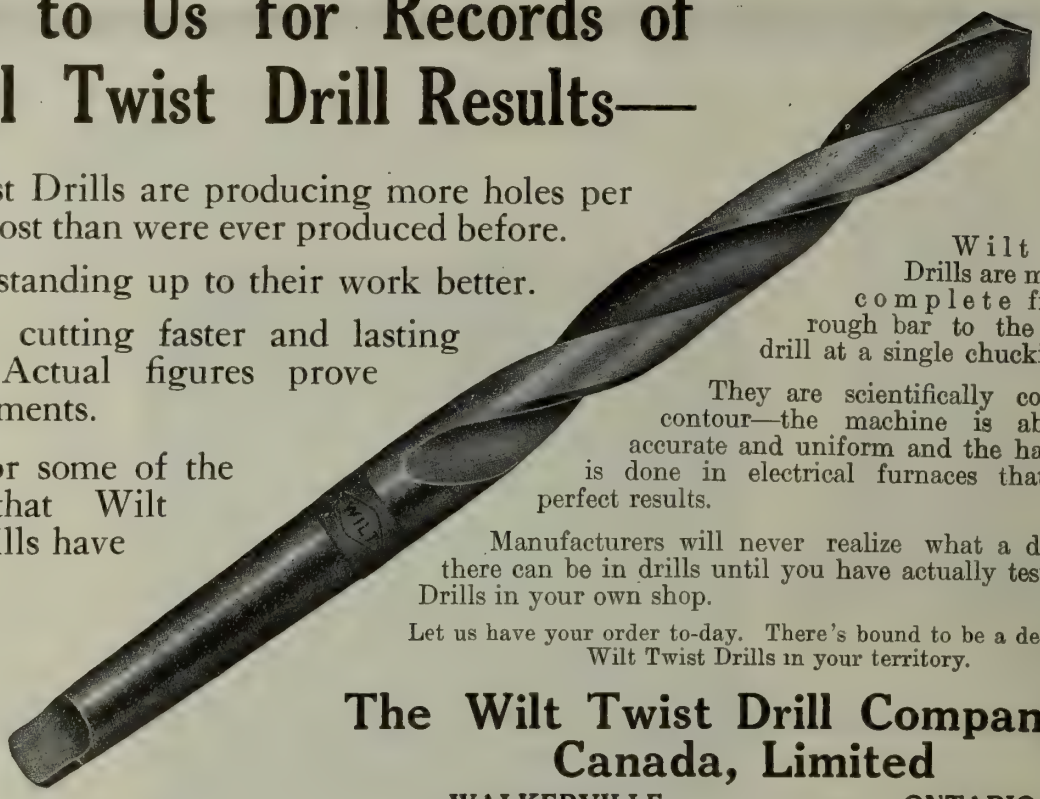
Write to Us for Records of Actual Twist Drill Results—

Wilt Twist Drills are producing more holes per dollar of cost than were ever produced before.

They are standing up to their work better.

They are cutting faster and lasting longer. Actual figures prove these statements.

Ask us for some of the records that Wilt Twist Drills have made.



Wilt Twist Drills are machined complete from the rough bar to the finished drill at a single chucking.

They are scientifically correct in contour—the machine is absolutely accurate and uniform and the hardening is done in electrical furnaces that insure perfect results.

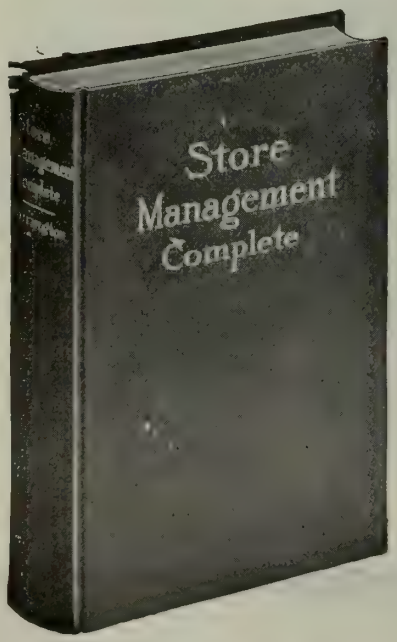
Manufacturers will never realize what a difference there can be in drills until you have actually tested Wilt Drills in your own shop.

Let us have your order to-day. There's bound to be a demand for Wilt Twist Drills in your territory.

The Wilt Twist Drill Company of Canada, Limited

WALKERVILLE **ONTARIO**

ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your busines. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.

143-149 University Avenue **TORONTO**

Get this into your stove talk, Mr. Dealer
It means business for you



THE GURNEY-OXFORD ECONOMIZER

The GURNEY-Oxford "Economizer" will save 20% of the fuel and will make it possible for the housekeeper to have the fire under perfect control; from a quick-baking heat to a slow fire which will last for 36 hours, is accomplished by simply moving the handle of the Economizer on the dial. This is a fact that will sell stoves better than anything else you can talk. Figure, too, how interested the good housekeeper will be when you point out that this same device will ventilate her kitchen, will draw the smells of the cooking up the chimney instead of sending them through the house. If you are interested, Mr. Dealer, ask us more about this. We will show you that these statements are facts, and, as a good business man, will realize that these facts will turn "**lookers**" into "**buyers.**" Remember, too, that this Economizer is backed by National Advertising. People will come to your store asking about it. Better get our new book covering our wholesale proposition from our nearest office.

GURNEY-OXFORD

The Gurney Foundry Co., Ltd.

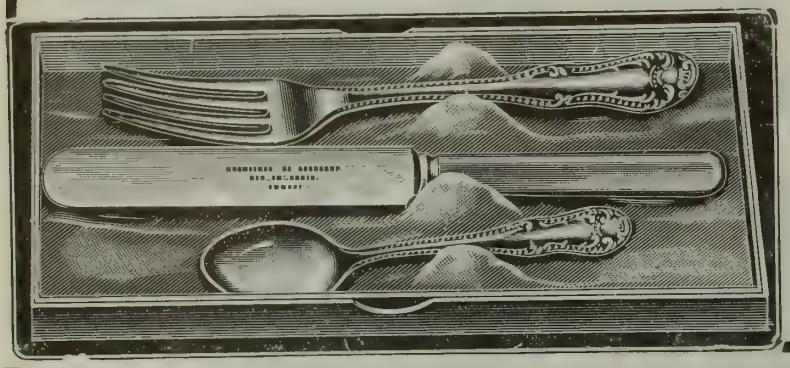
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GURNEY-OXFORD

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

High-Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



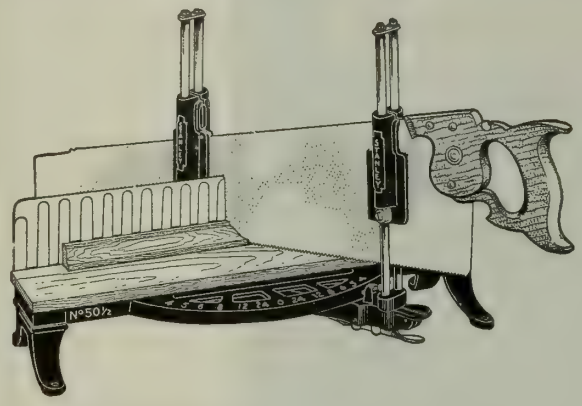
This Child's Set Will Make a Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit, and are guaranteed to give perfect satisfaction.

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This has a single piece Frame, both the base and the back of which are accurately machined.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

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Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



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It's a Pink anyway you take it, and it's the best Peavey made.

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P. O. Box 366, Montreal

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Brushed Brass or Rich Gilt.
AM 5606. Height 7 inches. AM 5607. Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. **They sell well and make satisfied customers everywhere.**



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AM 5623. With Wood Handle.

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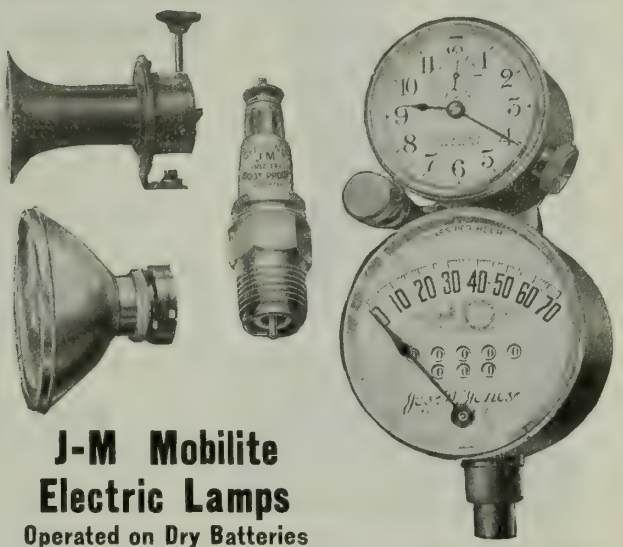
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Chadwick Brass Co., Limited
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Backed by the Guarantee of a $5,000,000 Concern



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Operated on Dry Batteries

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If Red Seal Dry Batteries do not prove satisfactory, we will supply new batteries without cost. This guarantee is the most convincing argument we can possibly offer to prove the high standard of Red Seal Dry Batteries for ignition work. Made in three capacities: 20, 30 and 35 amperes, 1½ volts per cell.

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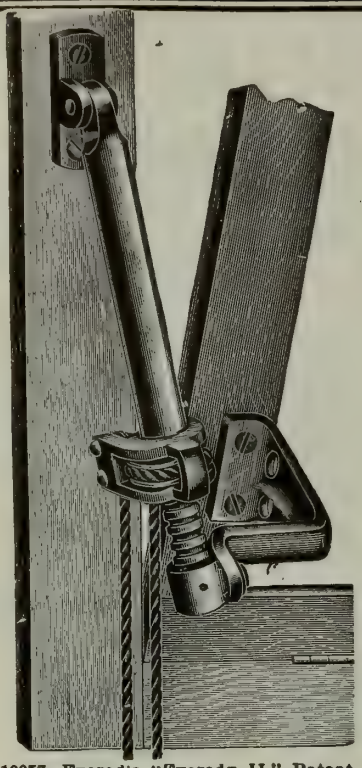
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RU-BER-OID Roofings — MASTER BUILDERS' COMPOUND

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Safety First

Nowadays "Safety First" is not only preached, but practised in all constructional work.

The exterior of a Home or Store may be "safe as the Bank of England," but ofttimes the safety of the whole building is jeopardized by inflammable or flimsy ceilings and walls.

The interior shown here is just an ordinary kitchen. "Metallic" interiors are all "useful patterns" and ranging upwards from the design shown they culminate in the acme of artistic decoration.

"METALLIC" CEILINGS AND WALLS

Are "Safety First" Materials—Safe as regards fire, decay, dirt, disease, insects—safe since they cannot fall and injure persons or furniture—easily and quickly applied over old ceilings and walls or over new boards or studding—economic—durable.

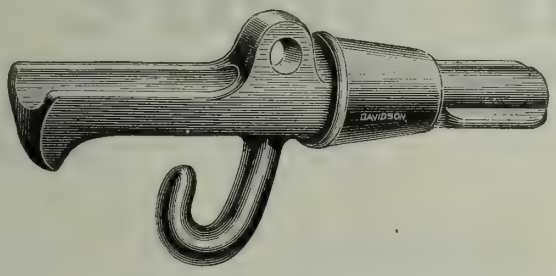
Use Metallic Ceilings instead of Lath, Plaster and Paper.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Mr. Dealer—Write for full information, catalogues and terms. "Metallic" Materials are safe for your business and safe for your customers—there's money for you in "Metallic!"

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7-16-INCH BIT WHEN TAPPING, and it will be found that with the **"EMPIRE" SPOUT** every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL **TORONTO** **WINNIPEG**

Just as
there are several grades of

Enameled ware

so also
there are several grades of

Aluminum ware

It pays to know why they are not "all the same"

"Wear-Ever"

The Reason Why

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case-hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Demand for **"Wear-Ever"** utensils exists—has been increased each year for eleven years by consumer confidence, by sample-demonstration work, and by magazine advertising.

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Write for printed matter. Address

Northern Aluminum Co., Limited

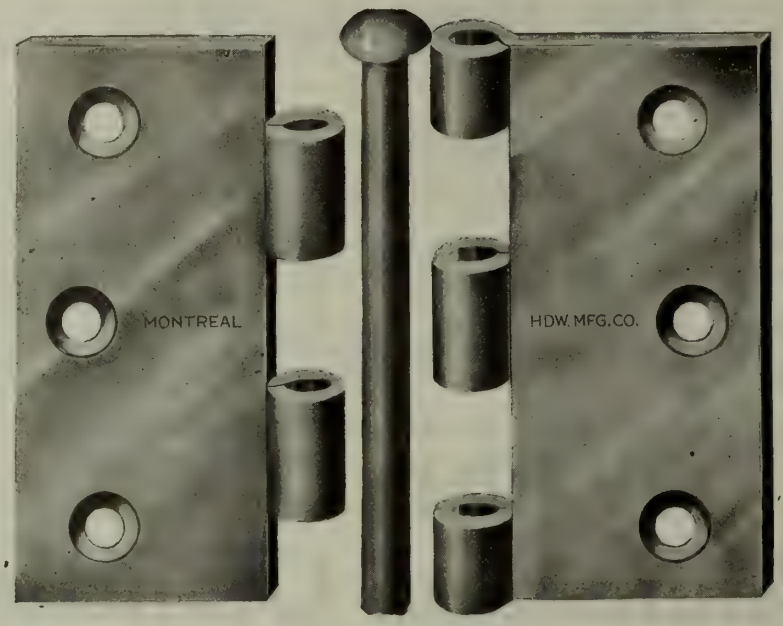
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"Wear-Ever"

Get M.H. Brand and You Get the Best

Made of the best materials and with a finish that makes them easy to sell.

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M.H. goods are always shipped promptly and prices are right.

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MONTREAL HARDWARE MFG. CO., Limited, Montreal

Sell Sanderson-Harold Refrigerators

—they please everybody

Insulated with MINERAL WOOL

the best known non-conductor of heat or cold.

This material saves much ice and does not decay or cause odors.

Materials are the best obtainable. Lumber is seasoned in our own yards, where we carry over a year's stock of Ash, Oak and other Hardwoods. All are thoroughly kiln dried before cut up.

The design and finish are exceedingly attractive. There is a perfect circulation of pure DRY AIR at all times. In fact, the air is drier in the Sanderson Harold than the external air.

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We guarantee to remit purchase price and take back the refrigerator if not exactly as represented by us.

Be sure to have a few of these refrigerators in stock when the warm weather comes.

They pay a very good profit.

Drop us a card for booklet illustrating **Refrigerators, Screen Doors, and Window Screens.**

Do it now, lest you forget.



Sanderson-Harold Company, Limited

Paris, Canada

Ask Your Jobber For This Brand

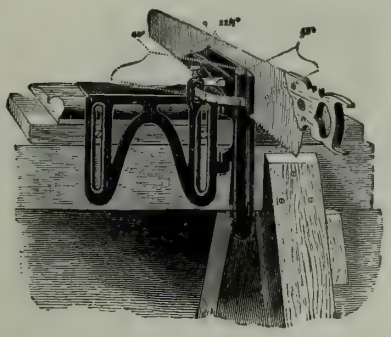
TRADE S.&H.CO. Red Devil N.Y. U.S.A. MARK



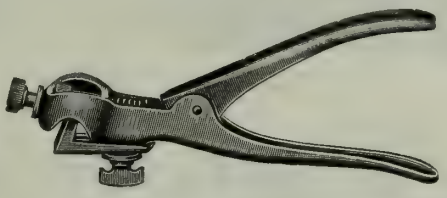
We manufacture more Glaziers' Tools than any other concern on the continent. You can't get any better.



8-10 inch N. P. Extension Hack Saw Frame —No. 092.



This genuine Seavey Mitre Box is the best yet—Every carpenter will buy one.—No. 159.



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SMITH & HEMENWAY CO., 150-152 Chambers St., New York

SUPPORT HOME INDUSTRIES

THE CANADA METAL CO., LIMITED, MANUFACTURE IN CANADA



Our **BABBITT** Sales for **1913** Have Beaten All Records

Year by year they increase by Leaps and Bounds.

The Reason:

What we make we guarantee.
Nothing is done by guesswork.

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This strict attention to details enables us to supply all requirements.

Ask for our booklet "Shakespeare and Babbitt Metals." Mailed free.

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HEAD OFFICE AND FACTORY **TORONTO**

BRANCH FACTORIES **Winnipeg, Montreal**



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Butchers' Saws

in coils, or cut to length

Don't carry a big stock of butcher saw blades of all sizes.

One or two different widths of our 25 or 50 ft. coils is all you need.

Have you our catalog?

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

ENGLISH MADE ALUMINIUMWARE

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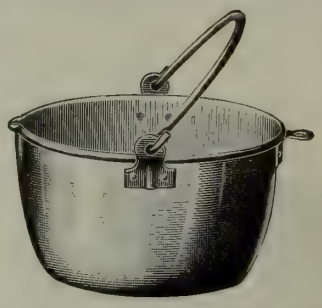
TRIOOD.

ASK FOR "TRIOOD" BRAND AND SEE THAT YOU GET IT. NONE ARE "QUITE SO GOOD."

SPECIAL DEEP PRESERVING KETTLE

Now is the time to book your orders.

Prompt delivery.



We pack and deliver F.O.B. Liverpool.

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0468

9	10	11	12	
—	—	—	—	
4	6	8	10	quarts approx.
$6.15	$7.00	$7.91	$9.74	per dozen

We make a full range of Aluminiumware and our prices are as good as quality A1.

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F.R.MURRAY CO.Ltd.,1118 Hamilton St., VANCOUVER

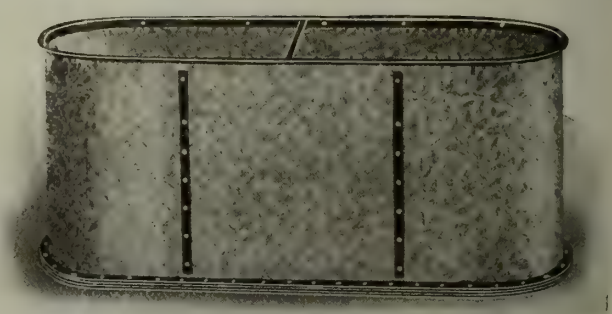
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GALVANIZED STEEL TANKS

WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



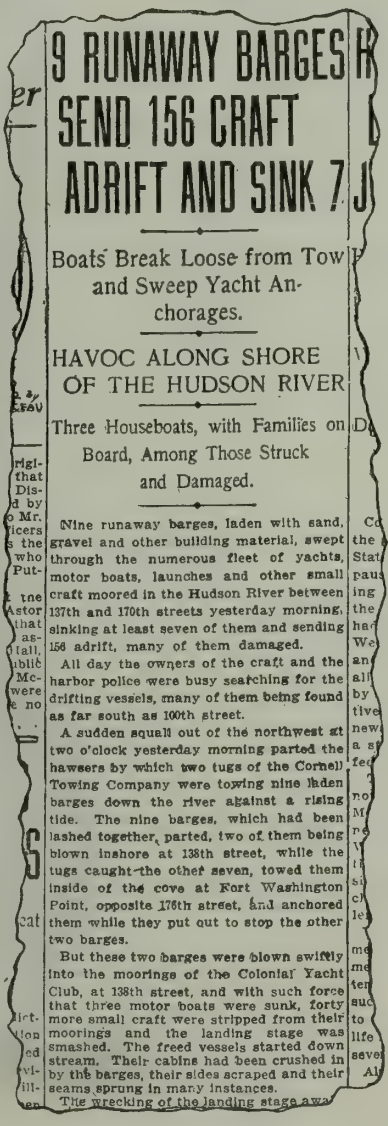
WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

Catalogue and prices furnished on application.

WAYNE OIL TANK & PUMP CO.
LIMITED
WOODSTOCK ONTARIO

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

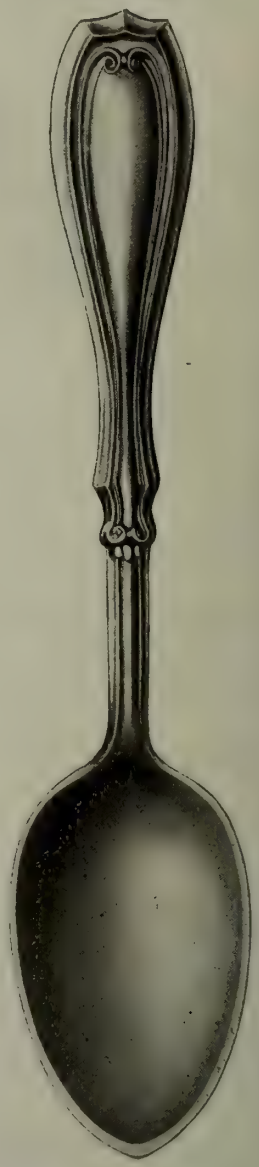
Write for catalogues of

The CANADIAN ROGERS CO.'S NEW LINES of SILVER-PLATED WARE

Showing everything for the Spring Trade in new and attractive designs in both Hollowware and Flatware.

Note.—The Wm. A. Rogers (R) S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price. — Why? — They are plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

The Biltmore



CANADIAN ROGERS CO., LIMITED

Toronto **Winnipeg** **Vancouver**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, APRIL 4, 1914. No. 14

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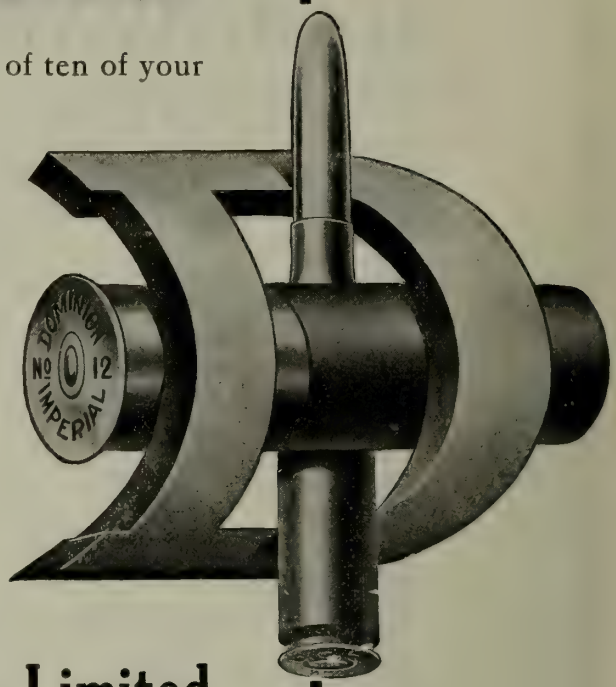
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When making up your specifications, nine out of ten of your customers ask for Dominion—get after the others by pointing out the many qualities that have made

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To do this means additional business, uniform stock and clean, attractive shelves. Dominion is the easiest stock to keep in shape. All jobbers carry the complete line.

Remember the Dominion quality—it is backed by a guarantee that insures satisfied customers.



Dominion Cartridge Company, Limited
Montreal



"A HOUSEHOLD INSTITUTION" is what we have created; a necessity in every home is what our advertising has made of the

O-Cedar Mop Polish
(Made in Canada)

We have educated thousands upon thousands of women to eschew the old-fashioned, back-breaking methods of cleaning house and to adopt the better "O-Cedar" way.

And that is why the "O-Cedar" is one of the best propositions you can handle.

John Wanamaker said: "Advertising doesn't jerk—it pulls." He was right, "O-Cedar" advertising is now pulling strong enough to make the "O-Cedar" take a whole lot of your other goods with it, when it leaves your store.

And the "O-Cedar" profit is by no means the worst part of the proposition either.

Write and let us tell you the figures.



Write Your Jobber

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. APRIL 4, 1914 No. 14

Credits and Banking the Chief Topics Discussed

Four Hundred Saskatchewan Merchants Assemble at Moose Jaw and Delve Into Problems of Vital Importance to the Trade—Stricter Watch on Credits Will be One Result—Many Resolutions Passed—To Saskatoon Next Year.

Special Staff Correspondence

MOOSE JAW, April 1.—Organized only last May, at an enthusiastic convention held in Regina, the Saskatchewan branch of the Retail Merchants' Association of Canada has made exceedingly rapid strides. This was well shown at the convention held in Moose Jaw this week, when not only did 400 hard-headed business men of the Province discuss the various subjects introduced, but when it was also shown that legislation to enable the better collection of small debts has already been effected, and when it was made very clear that further sane legislation is to be sought during 1914.

From the moment that Mayor Pascoe, on behalf of the city, H. H. Bamford, president of the Board of Trade, and G. A. Maybee, president of the Moose Jaw branch of the Retail Merchants' Association, welcomed the delegates, proceedings went with a swing. A careful programme had been arranged, and the convention was exceedingly fortunate in that the speakers realized that their main object should be to start discussion, thus bringing out the exact problems which the merchants have been facing during the past year. In every session of the convention, these discussions were carried on with the greatest enthusiasm, President Bole occasionally having to determine just who had the floor at the moment.

Sound Business Methods Discussed.

A wide field was covered. The important theme of costing came in for much attention, it being shown that a merchant who does not charge his own salary as manager, an expense on the business, and who does not charge himself rent for the premises, even though they are his own premises he is using is riding for a fall.

It was also pretty well established in this connection that when stock is taken, the stock should be put in on the value it has at the moment, irrespective of what price may have been paid. This it was felt enables every year to be judged on its own basis, and gives the retailer a correct idea of where he actually does stand. To take any other attitude, as one dealer expressed it, "is bluffing one's self." To get away from this self-deceit seems to be one of the great objects which the Saskatchewan men are anxious to achieve.

Discussion on Credits Bears Fruit.

It would be hard to go to a Western convention at the present time and not find credits one of the important questions of discussion. This subject was given a great deal of time at Moose Jaw, and the discussion was probably more productive of immediate results than is usu-



Pictures from Moose Jaw, the Convention City. on the left is a view down Main Street, while the upper photo shows Moose Jaw people awaiting a deputation at the C.P.R. station.

THE 1914-15 OFFICERS.

The officers elected for the coming year are as follows:—

President — George Maybee, Moose Jaw.

1st Vice-Pres.—W. W. Cooper, Swift Current.

2nd Vice-Pres.—J. W. McLean, Saskatoon.

Treasurer—J. L. S. Hutchinson, Saskatoon.

Secretary—T. E. Raymond.

Next year's convention will be held at Saskatoon.

ally the case. A cash business was felt by all to be the aim, but there were many who expressed the positive belief that this was a Utopia which cannot be achieved in a minute. All, however, agreed that greater care must be taken in the matter of giving credit. The impression seems to prevail that something in the nature of a preferred list should be established. In the past merchants have been acting as bankers for the farmers, with the single exception that they have not carefully inspected the risks they were taking before making a loan—a loan which has been none the less a loan because goods were given out instead of cash. "If we are going to be bankers," said Mr. Agnew, of Prince Albert, "let us use the discretion of bankers."

Growing out of this discussion on credits and banking, and based upon an exceedingly practical address given by Mr. Turnbull, of Regina, was a discussion upon the question of collateral security. Mr. Turnbull made the delegates see, as perhaps never before, that there is such a thing as collateral security which does not secure. He gave ideas as to how these securities should be taken, and in answering questions, told of a number of instances where carelessness and lack of knowledge had brought not only financial losses, but a great deal of worry.

Censure Credit Men's Association.

The retailers at the convention were very willing to dig into their own weaknesses and mistakes, but they evidently expected to have the same privilege with regard to others, and during the course of the meeting some severe criticism was meted out to the Credit Men's Association, and some legislation was urged which will put more responsibility upon the shoulders of certain manufacturers.

The quarrel which the retailers have with the Credit Men's Association is as to the methods of disposing of bankrupt stocks. These, it was felt, should not be sold at slaughtered prices in the community where the failure has taken place, this having a tendency not only to spoil the other retailers' trade for the moment, but to ruin the financial conditions in the neighborhood for some little time.

Put Onus On Manufacturer.

As far as the manufacturers were concerned, it was felt that they should be responsible for any adulterated goods which the retailer may sell. That a retailer is held responsible for marketing baking powder or some such product which has been so badly made that it does not comply with the pure food law, was held to be ridiculous. It was rather the manufacturer of this line who should be dealt with.

Along this same line a resolution from Mortlach was read urging that every manufacturer of butter should put his personal stamp upon it. The consensus of opinion was that such action, while desirable, is practically impossible, as almost every grocer and general store man in the West is taking butter from a great number of farmers in his neighborhood, and to get all to stamp would be not only difficult, but would require a great deal of registering.

During the convention the members had the opportunity of inspecting two of Moose Jaw's largest plants—the Robin Hood Milling Co. where all saw wheat turned into flour, and where was seen the porridge oats in all its stages from the raw product to the finished cartons. Also the house of Gordon, Ironside & Fares Co., where the various processes were explained and where the visitors were tendered as souvenirs, little pails of lard—pails which looked from the outside to be filled with ice-cream for dessert, rather than lard for kitchen use.

The Discussion on Credits.

"Retail merchants, as a whole, are not conversant with the real costs of doing business," stated W. F. L. Edwards, of Regina, in commencing his address upon the question of Credits, on Tuesday afternoon. He proceeded to show that cost of merchandising includes not only the actual cost of the goods, but also rents, taxes, light, fuel, insurance, remuneration for the proprietor, interest on the wholesalers' accounts and interest on capital.

"Even if you own your own store," declared the speaker, "You should allow rent for this. If you are buying the store, you should not only charge yourself some rent, but count interest upon mortgage and agreement as a charge.

"Then," declared Mr. Edwards, "you must, to secure a right system, charge the business for your services as manager. Were you not there it would be necessary to pay $100.00 or $200.00 a month. You must take this charge into consideration in establishing a selling price for your goods—you want a selling price which will yield a real profit."

From this question of Costing Mr. Edwards hurried on to the subject of giving credit. At once an even greater interest was evinced by those present. It was quite evident that Mr. Edwards was touching upon disputed points—how wide, the diversity of opinion was shown in the subsequent discussion. Many grounds were taken—from President Bole's belief in hard cash business, and hard cash business only, to the belief of others, that credit is absolutely necessary. There was, however, a general feeling, that credit must be limited—given only to what might be called a preferred list.

Merchant Should Not Be Banker.

Mr. Edwards did not believe it is really necessary for customers to seek credit. All, he thought, could find the money to pay for their necessities. Yet while practically all desired to do a cash business, many there are who regard the step as out of the question for a time at least.

"But," said Mr. Edwards, pursuing this point, "why should you carry a farmer along? If the man is a good risk why should he not get money from the banker and pay you? It seems to me the proper condition is now inverted. You go to the bank and raise money to carry the customer."

In cases where credit appears absolutely necessary the need of great care in giving this credit, and in making collections, was emphasized. Mr. Edwards gave it as his opinion that 10 per cent. of every dollar put on the books could be immediately struck off for bad debts. "I doubt," he concluded, "if there is one man here who would not now accept 65 cents on the dollar for the book accounts. If so, you are losing just 35 per cent. The need of a cash business, or of a very carefully regulated credit business, is therefore apparent."

RESOLUTION GOVERNING CREDITS.

The matter of credit brought out in a number of addresses was crystallized in a motion by Mr. Krass of Rouleau, and Mr. Healy of Bridgeford, as follows:—"That in the opinion of the members. it would be a wise course for retailers to adopt the principle of requiring a financial statement from persons seeking credit, and that such steps be taken as are necessary to secure the same recourse as banks possess in similar cases."

Careful Credit System Uheld.

"We would all like to conduct a cash business," said J. L. S. Hutchinson, of Saskatoon, in opening a very keen discussion, "but it simply can't be done. It is an impossibility in this country. Why do the manufacturers and wholesales give credit if the other system is so superior? They all give credit."

Mr. Arden of Saskatoon, was just a little skeptical of the results which would follow a hard stand for the proper margin of profit. "Most of us face competition," he stated. "Some of it is poor competition, and while we try to sell our goods on a basis which includes overhead expenses, our competitors do not, and they get away with the business. Mr. Edwards will say the actions of these men will effect their own cure, but somehow or other they keep on, and some of them do well.

"I wouldn't accept 65c on the dollar for my book accounts continued Mr. Arden with a smile, "I would want 75c at least. If we were universally agreed to establish a cash business, that might be possible, but to get that united front is impossible."

"I consider the cash system the only one," declared Mr. Healey of Bridgeford. "There's no use saying it is impossible. It is no such thing. We determined last November to establish a cash business. All the merchants in our district did. We have done a cash business since. I have not done as much business as the year before, but neither has anyone else. I do not think we have lost a thing because of our cash system, and we have the money for the goods sold. Moreover, while I had not a great amount on the books when we turned to a cash system, I would gladly have taken 65 cents on the dollar for these accounts."

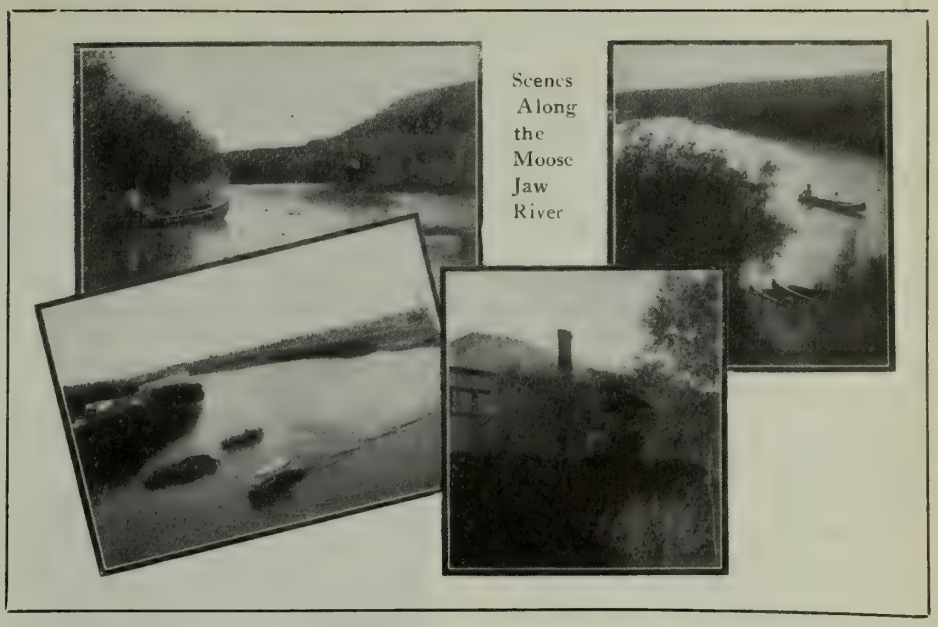
"You certainly have the right system, if it is feasible in your community," commented Mr. Hutchinson, "but I hope it is a real cash system. They think they are all doing cash business in North Battleford, but they are not. They are simply limiting their credit to a preferred list. It is a good step, but not what I call cash."

Slow Music and No Flowers.

Mr. Arden here introduced a new aspect: "Isn't indiscriminate buying," he asked "almost as disastrous as indiscriminate credit?"

The general opinion was that indiscriminate buying brings great trouble—but if it goes hand in hand with indiscriminate credit—well, then it is slow music and no flowers.

A couple of instances of the value rendered by the Retail Merchants' Association were here given. Mr. Hutchinson told of a man coming in for a rifle on Monday last. He found, from the Retail Merchants' Association, which now has pretty complete information as to the way people pay their bills, that this man's credit was E. Result—Well Mr. Hutchinson has that $35.00 rifle in stock, instead of a $35.00 debit entry on his books.



Scenes Along the Moose Jaw River

Striking Case of Co-operation.

Mr. Arden told of giving a rather high quotation for work to a doubtful buyer, and of warning the other dealer to whom this customer said he would go, that the customer was bad pay. "My fellow business man," said Mr. Arden, "quoted a price, but refused to sell except for cash. He got a check, therefore, got this marked, and then came in and gave me $5.00."

Do people turn from cash to credit? W. J. White, Eyebrow, thought yes. He stated that several people had told him they got no advantage from paying cash, and were going to take credit thereafter. "Should there not," asked Mr. White, "be a difference between the credit price and the cash price?"

Mr. Haywood stated, in reply, that he had offered 10 per cent. off for cash, but that even this did not bring out money. Mr. Hutchinson, on the other hand, has given this discount on all but a few lines for over a year now, and states he would not abandon the discount for anything. "We sent out our statements about the 15th," said Mr. Hutchinson, "and on each bill is marked the amount upon which 10 per cent. is to be allowed. This certainly brings in the money."

"Is it wise," asked A. E. Jones, "to give discount after 30 days. Haven't you assumed the risk by carrying the accounts that long?

Mr. Cummings of Truax, here got after the banks, declaring these have now refused to accept a good farmer's note, unless it endorsed by the merchant. "A farmer," said Mr. Cummings, "can't get money from the bank in our district. How can we possibly get cash from him?"

The president of the association, Mr. Bole, refused to speak on any length on this subject of credits—although many called for his opinion—some laughingly saying they wanted another scolding for doing a credit business, such as they got at Regina last year. "I will say this, though," remarked Mr. Bole, "I would go into any district in Saskatchewan, run a cash business, and I would shortly get my share of the trade. The cash system is the winning system. I think we all realize that, and more than ever I think we will all strive to attain this happy state."

The Expense of Leakages.

The Cost of Doing Business was the subject allotted to J. L. S. Hutchinson, who said that the Irishman's definition, that "the cost of a man's business is everything that it costs him," is the best explanation he could give. Cost cannot be arrived at in any haphazard way. It needs careful bookkeeping. He spoke of a number of ways in which accounts had been subdivided in his own store in Saskatoon. There is a section for taxes, for insurance, for lighting. "I have a complete tab on my business," said Mr. Hutchinson, "and know very readily when too much is being spent, and where it is being spent."

"There is one expense," continued the speaker, "often overlooked. I have overlooked it in the past. It is the expense of leakages. I would like to see every retailer have a daily statement of his gross profits, for this is of great assistance in enabling the detection of

leakages. The larger the city—the larger the business—usually the larger the leaks."

Continuing, Mr. Hutchinson told of a rude awakening he had received when he found recently that his profits were not nearly what he expected they would be. "Put a detective on," advised one of his friends. At first Mr. Hutchinson thought this seemed rather a cold-blooded step to take, but as it was very evident something was wrong, a detective was put in the store, and in less than a month, three of his supposedly best men were dismissed. "I would not like to say what they had taken," remarked Mr. Hutchinson, "but if I had not had figures tabulated under various heads, I would never have realized what was going on."

Continuing, Mr. Hutchinson spoke of the question of profit. Usually a hardwareman wants to get 10 per cent. His cost of doing business will be somewhere between 11 and 25 per cent., but to reach this 25% it is necessary to mark up full 33% on the cost price.

Weighing Incoming Goods.

In discussing this address, Mr. Edmunds brought up the need of weighing goods as they arrive. "If this weight is not checked," he said, "there is sure to be a loss. Moreover, goods are often pilfered in transit.

"I know," he continued, "that these are small losses, but often it is the great number of these small losses which eat into the profits."

"When you are taking stock," asked Mr. Sprole, "do you mark down the value of goods which are left over?"

"No," answered Mr. Hutchinson, "I put them in on the stock sheets at the purchase price. There are some which we will have to sell a little below cost, but the average is right."

"Well," remarked Mr. Williams of Moose Jaw, "I mark down the value of our goods at stock-taking. I do not think the depreciation of 1913 should be carried over to 1914."

It is very evident, as Mr. Hutchinson said, that such marking down for depreciation is necessary in perishable lines, but not so necessary in hardware. The general opinion, however, was that in taking stock, men should estimate the present value of goods and give them this value.

A. McGraw of Yellow Grass told of a car of cement which had become wet through a defective roof. "How would you deal with that?" he asked. "Well," said Mr. Hutchinson, "that would come among the leaks."

Another one of these leaks was brought out by S. D. McMicken of Moose Jaw. "In 1912," he said, "I was doing a great business, yet I had discovered I had made less by $2,000 than in 1913 when I had a much smaller business. On estimating I found hams going out, teas going out, almost everything going out. I determined to have all deliveries after that from one door."

Mr. Hutchinson suggested that it would be wise to check up the delivery man at irregular intervals, so that they would be very well aware that what they were doing was being watched. "C.O.D. orders," he said, "also required a great deal of attention, or there would be heavy losses in this department."

Canadian Banking System.

Banks, a subject in which all are interested just now, were dealt with Tuesday evening, when C. O. Hodgkins, manager of the Sterling Bank, Regina, told of the Canadian system.



W. W. COOPER,
of the W. W. Cooper Co., Swift Current, Sask., elected First Vice-President of the Association.

The government regulations, requiring at least $250,000, paid-up capital, Mr. Hodgkins considered very wise. He also spoke of other laws governing banks. "You may find some of these laws irksome," he said, but you must remember they are for your protection as well as for the protection of others."

Canadian banks are banks of issue, banks of deposit, and banks of discount. They issue bills, which are nothing more or less than promises to pay them. They take care of deposits. In this connection Mr. Hodgkins stated that in Western Canada, there are comparatively few savings accounts. Farmers when they have a few dollars are inclined to buy more land. Sometimes they buy too much land, and it would be better for them to have a savings account.

"Very few children have savings accounts. That is another strange thing about the West. Parents can help in remedying this. The spirit of thrift is necessary. There has not been much of it in the West, but there is going to be."

Proceeding, Mr. Hodgkins spoke of loans. "It is your money that banks loan," he stated, "and to protect your money, they loan on such terms as will enable them to call the loans speedily. Real estate has never been considered a liquid asset, and so it would be unwise to loan on this."

Reserves, Mr. Hodgkins pointed out, lead people sometimes to say that the bank is keeping its money in the vaults and won't loan. The money is kept to safeguard the depositors. "If banks were run as some people would run them, you would go over to the bank to-morrow and find no funds."

As regards borrowing he gave a general idea of how bankers size up a man before giving or rejecting a loan. Antecedents, character, means, ability, occupation—all these things are thought of. Then the way a man is running his business is considered too.

Here Mr. Hodgkins advised all thinking of branching out in business to consult their banker. The banker knows general conditions and can invariably be of assistance.

Dealing with another aspect of the retailers' financing, the speaker urged having a chartered accountant make a report once a year at least. The money expended is well expended.

Ability to pay back, competition which may be encountered—these, and the balance of a man, are of vital importance to the bank in determining whether or not they will loan the funds which have been placed with them.

Starting the discussion, Mr. Agnew of Prince Albert, stated that there are bankers of all kinds in Western Canada—perhaps the largest class being the retail merchant, who supplies the farmer loans in goods. Should not the bank loan to these farmers? he asked.

"Well," answered Mr. Hodgkins, "I think farmers are rarely refused—except quarter section men, and the exemption laws are such that here there is really no security."

Another question was as to the new law enabling banks to loan upon crops. This, Mr. Hodgkins thought good, except that banks might be a little hesitant in taking this security, owing to the difficulty in watching the grain.

Question of Collateral Securities.

"Collateral securities," were treated by Mr. Turnbull of Regina, who commenced his remarks by stating that this was the one thing the retailer should keep away from.

Mr. Turnbull agreed with remarks previously made to the effect that the retailers are the bankers of the farmer. "You shouldn't be," he said. "You

should educate your customers to pay, if not cash, at least promptly. In your banking you don't proceed with the care that Mr. Hodgkins has outlined. Many of you have given credit—really loans—to every Tom, Dick and Harry.

"Collateral security is security for the fulfillment of a contract, and the best way to make it unnecessary—and to make it unnecessary is the aim—is to keep close tab of credit

"Your best security," continued Mr. Turnbull, "is the man—his real characteristics. Then the dealer's personality counts. If you have a reputation for not taking advantage of farmers, they will give the collateral security when asked."

Proceeding, Mr. Turnbull took up one by one the classes of securities which dealers might meet. A formidable line-up it was,—yet the questions asked later indicated that even more varied have been the securities taken by some Saskatchewan dealers.

Promissory notes, Mr. Turnbull thought fairly satisfactory. It is easier to force payment with these, than with nothing but book debts—for their sale and delievery of every item has to be proven which in case of a large establishment is rather a difficult thing to do.

Moreover, as Mr. Turnbull pointed out, the promissory note makes the customer pay interest for what he owes. "Every one else exacts interest, and you might as well get it too."

But it was shown that this interest is not altogether simple—to get. If allowed to become overdue notes cease to bear the rate called for—but only the legal interest of five per cent., unless a clause providing for the continuance of the interest is inserted.

Promissory notes, too, are in a sense valuable because they are negotiable, and can be given as security for the dealer's accounts.

The best security, and as Mr. Turnbull also assured the delegates, the hardest to get is a mortgage on real estate. The mortgage, once secured, should, however be immediately filed, as priority is not according to the date on the mortgage, but according to the time it was registered in the land titles office.

Mortgages are also available for collateral, because they may be assigned.

Speaking of chattel mortgage, Mr. Turnbull urged getting a lawyer, and a good one to draw these up. There are many points to be remembered in order to make such a mortgage incontestable. Besides all the legal points, careful details must be given to facilitate the recognition of property.

An instance of what may result from lack of care in drawing chattel mortgages was given. A lumberman as collateral security recently drew a chattel mortgage on a farmer's grain. He drew this incorrectly. Subsequently a machine man, as security, drew a bill of sale on the same grain. He too prepared the paper incorrectly, but he did what the other man overlooked—he filed his bill. The lumberman, however, after the filing of the machine man's bill got possession of the crop and sold it. He is now being sued for recovery of moneys received.

One more bit of advice Mr. Turnbull gave before being called upon to answer a number of technical questions. "Don't, he said, "take a lien note except where you sell a man something. Only then is it good."

Parcel Post Should be Self-Sustaining.

Resolutions prepared by the committee appointed for that purpose on the opening day of the convention, resulted in discussion upon points of great interest to retailers at Wednesday morning's session. The advisability of establishing a Merchants' Mutual Fire Insurance Company was suggested, and the Canadian Credit Men's Asscoiation came in for some censure by reason of the methods this organization is said to follow in disposing of bankrupt stocks. It is interesting to note that in one of the resolution passed dealing with Parcel Post, the merchants placed themselves upon record as favoring the continuance of the recently adopted system, insisting only that this be self-sustained.

The question of fire insurance was brought up in motion moved by J. L. S. Hutchinson, of Saskatoon, and seconded by Mr. Evans, of Prince Albert. Mr. Hutchinson fairly belched forth figures, purporting to show that a co-operative company would result in a much better rate for the retailer. His idea is to have a certain premium guaranteed per year, but that later, when the cost of running the mutual company and the amount of the losses have been determined, a rebate could be given.

E. G. Agnew, of Prince Albert, thought that the banks might not favor policies taken by the mutual association. Mr. Frampton, of Biggar, held that the mutual company would be on the same footing as the other board companies when they once secured their charter. Mr. Arden, of Saskatoon, felt that the question could be definitely decided this year, and proposed the appointment of the committee to go thoroughly into the question and report to the convention of 1915.

More Privileges in Small Debt Court.

It was moved by Mr. Morrison, Moose Jaw, seconded by Mr. Evans, Outlook, that the executive board of the Saskatchewan Provincial Board of Retail Merchants' Association, Inc., be asked to take steps at the next session of the Legislature to see that the Small Debts Court Act is amended in the following four particulars:—

(a) That the limit should be raised from $50 to $100.

(b) That judgment when given may be executed against the lands of the defendant.

(c) That in each and every case where a defendant is summoned before a Justice of the Peace he shall be compelled to appear in person, or to give good reasons satisfactory to the J. P. as to his non-appearance; said appearance being required for the purpose of ascertaining said defendant's financial position.

(d) That it is expedient under this Act that any party to any action taken under this Act shall be obliged to furnish security for costs before an appeal is taken.

Mr. Evans, of Prince Albert, thought this resolution a splendid one, but felt that it did not go quite far enough, holding that the limit should be raised to $180 or $200. Even that was not high enough to suit Mr. Telford. He thought that the interests of the merchants would be best served by securing legislation enabling settlement of a debt up to $500 being effected before a justice of peace, providing both parties were willing.

J. M. Brayley, provincial organizer, felt that there would be little chance of securing such an amendment, owing to the fact that the lawyers of the legislature at Regina would oppose this.

Mr. Bole, himself a member of the legislature, took a different view. He says there are only three or four lawyers in the Regina legislature—not enough by any means. He was not certain that giving J. P.'s the right to decide on cases up to $500 would be wise.

W. T. Blythe, of Qu'Appelle, took a similar view, questioning the qualification of many J. P.s to give a proper interpretation of the law.

Mr. Morrison, of Moose Jaw, also urged the convention to go slowly. An amendment raising the limit capable of settlement before a justice of peace to $200 was however proposed, but defeated; the original motion raising the limit to $100 carrying.

Implement Dealers' Methods.

The implement dealers came in for some severe criticism in discussion growing out of the following motion moved by Mr. Evans, Outlook, seconded by Mr. Krass, Rouleau.

(a) That at the coming session of Parliament steps be taken to secure

from the Government prohibiting the taking of any security, other than a lien note, by implement dealers and others for the amount of their claim on any goods sold in excess of the value of the goods themselves.

Mr. Evans brought out the fact that in drafting this resolution, the committee had felt the farmers had suffered by reason of inability to meet honest debts, and that he felt much of this inability was the result of machinery men's actions. Such a law as was suggested in the resolution, he urged now in force in Alberta and would be a splendid thing for Saskatchewan.

Mr. Agnew, of Prince Albert, advanced the opinion that in dealing with an implement firm you are dealing with "a corporation without a soul."

Still other delegates felt that the retailer should come before the implement dealer in the matter of credits, and many were antagonistic to the system of canvassing adopted by the implement people. It was also brought out that the legislature has appointed a committee to deal especially with this question, and it was felt that the resolution, as sent forward would assist this committee materially.

In another motion by Mr. Evans, of Outlook, and Mr. Arden, of Saskatoon, it was stated:—

"That this committee place itself on record as being opposed to any but accredited members of the association being present at any future convention of this Association and that the executive take cognizance of the same."

The delegates apparently are of opinion that there will be greater freedom of speech upon many questions if the public press are excluded, and if other people, not properly accredited are forbidden an entrance to the hall.

Hot on Credit Men's Trail.

Resolutions moved by Mr. Arden and seconded by Mr. Evans, to the effect "that representations be made by the provincial executive to the executive of the Canadian Credit Men's Association, and to the wholesalers direct, in regard to the manner of handling bankrupt stocks," seemed mild enough till discussion began. It was evident that this was one of the points upon which the retailers feel most keenly. Mr. Hutchinson and other speakers, said that it is the habit of the Credit Men's Association to take over a bankrupt stock and immediately to start a sale in the district where the failure has taken place. The result is that not only are prices shattered, but customers in the district are led to buy more than they want by reason of what they consider attractive prices. They do not themselves get value, and the trade of other merchants in the town is not only ruined temporarily, but is given a set-back for months to come.

It was felt that this system could be easily changed. Some seemed to think that the Credit Men's Association might well turn over the stock for sale by the other merchants in the district. Spreading the goods around among a number of dealers the creditors of the defunct firm would be looked after. The merchants buying parts of the bankrupt stock would do very well, and trade would not be disorganized.

Other Resolutions.

It was moved by Mr. Evans, of Prince Albert, and Mr. Arden, of Saskatoon:—"That this committee favor the adoption of a uniform provincial outing code."

Moved by Mr. J. Evans, of Prince Albert, and Mr. Arden:—"That this convention request the Dominion Board to ask for an amendment to the Lords' Day Alliance Act authorizing municipalities to enforce the act without having to refer to the Attorney-General."

Moved by Mr. Evans, of Prince Abert, seconded by Mr. Schrader, of Aberdeen:—

"That the Provincial Executive Board be requested to ask the Provincial Government for their approval of an act making effective inter-provincial judgments being brought up in the Dominion House, and that the executive of the Dominion Board be requested to ask the other provinces to concur in the same."

The resolution relating to parcel post was as follows:—

"That it is the opinion of this meeting that no change should be made in the present parcel post system as recently adopted by the Government until it has been fully worked out and tested, and that we should insist as far as possible that it be self-sustaining and that the secretary be instructed to notify the various newspapers of the province that exception is being taken to several articles which have appeared lately in the press, which would seek to impress the public with the fact that the retailers themselves are opposed to the parcel post system, and to notify them that such is not the case."

Moved by Mr. Soupely, Aylesbury, seconded by Mr. Evans, Prince Albert:

"That the executive be requested to ask the government to change the time allowed for registration of co-partnerships and business of any nature, excepting joint stock companies, from six months, as at present constituted, to thirty (30) days."

Moved by Mr. Evans, Prince Albert, seconded by Mr. Healy, Bridgeford:

"That the executive be instructed to write to the provincial secretary at Regina inquiring what the powers are, if any, are possessed by the official trustee for the province, re the examinations and investment of trust funds."

More Daylight Scheme Discussed.

Before the important matter of electing officers for the ensuing ear was entered upon, Wednesday afternoon, a question by Mr. Evans, of Prince Albert, started a discussion upon the advisability of setting back the clock during the months from May until October, thus securing an hour more daylight.

The question is apparently now under discussion in Prince Albert, Moose Jaw, Regina, Saskatoon and several other places. G. F. Elder, of Wolseley, told of the experience there last year, when the system was tried. The farmers objected and because of this the old order had to be resumed.

It was felt, however, that if the railways would make the change all would go smooth, and a motion to submit the suggestion to the railways was made and carried.

Single Tax Question Next Year.

Mr. Agnew, of Prince Albert, raised the question of single tax, but this was felt to be a big subject for the closing hours of a convention, and it was laid over for next year.

As recommended earlier in the convention a committee was appointed to go thoroughly into the question of establishing a Mutual Fire Insurance Company and to prepare a report for consideration at the next convention.

To this committee were appointed Messrs. Hutchinson, Saskatoon; Arden, Saskatoon; Morgen, Delisle; Clair, Prince Albert; Melike, Saskatoon.

Another standing committee to look after securing new legislation was also appointed as follows: Messrs. Bole, Regina; Hutchinson, Saskatoon; Mark, Rosetown; Maybee, Moose Jaw, and Robinson, Canora.

The President's Valedictory.

Tracing the progress made in the past year, in his valedictory address, President Bole pointed to the Small Debt Act, as one of great value, as it is helping dealers collect small amounts. He did not think the members should expect to accomplish everything at once. Thorough organization is first necessary. Then only those laws should be sought which benefit all—which give the public a square deal. "Let us fight against illegitimate trade, like the dumping of bankrupt stock on one small market, that is of benefit to none. Let us not,

(Continued on page 66.)

Prices of Hardware Are Not High

Many Persons Have Wrong Impression Regarding the Prices of Various Hardware Lines—The General Advance Has Not Been Large—Iron and Steel Prices Said to be Low.

THE assertion has often been made in recent years that prices on nearly all lines have advanced at a marvelous rate. That in these days, when the high cost of living is being discussed in all quarters, the public is called upon to pay a great deal more for various lines of merchandise than it did ten or twenty years ago.

Hardware merchants frequently hear customers complaining about the high prices which the latter claim they are called upon to pay for certain lines of hardware. The customers appear to be under the impression, and some merchants feel the same way, that hardware lines have also advanced in price at a marvelous rate, and that the prices now charged are very high.

Very few attempts have been made to correct this impression which exists in many communities.

It is quite true that there has been a remarkable advance in the cost of living. Foodstuffs, rents, etc., have advanced in marked degree, but hradware and kindred lines have been less affected than almost any other line.

A striking instance was brought to the attention of Hardware and Metal a few days ago when H. H. Otton & Sons, of Barrie, produced the invoice for their first bill of goods purchased March 5, 1894, twenty years ago, from H. S. Howland Sons & Co., Toronto.

The invoice showed that a general sorting order had been placed, comprising an assortment of goods usually purchased for a town located in a farming community.

On making a comparison of the prices then charged, and the prices in effect to-day it was found that the advance in price, covering the whole assortment, was 6½ per cent. Some lines were then lower than they are to-day and other lines were higher.

It is, therefore interesting to note that the general advance in hardware quotations has not been as marked as many persons would have us believe.

In this connection, it is also interesting to note the remarks of the American Metal Market and Daily Iron and Steel Report regarding the low prices of iron and steel, and the cost of steel commodities compared with the prices in effect in the nineties, a period to which many persons refer, when making assertions regarding the low prices in effect in previous years.

"It has been said so often in recent years that all values are much higher now than they used to be, measured in currency, that the statement has secured very general acceptance.

"Like a great many other things that are accepted as obvious facts, this statement is not true. As a general proposition, it is absolutely wrong. We trust we may be permitted to look at the figures in the light of reason and therefore depart from two of the common practices of statisticians, first, to regard pig iron as a true index, second to regard the historic minimum price as the proper basing point.

"It is not pig iron that reaches ultimate consumption. Consumption is of castings, machinery, rolled and formed steel, etc. As a matter of fact, the margin between pig iron and many of its finished products has greatly decreased, hence a comparison of pig iron prices is not a true index to fluctuations in finished products in the form in which purchased and used.

"Furthermore, comparison of present prices with historic low prices are valueless from a practical standpoint. One might as well compare with historic prices. Who paid those prices? For how much tonnage were they paid? Take steel bars, for instance. For a period of less than 24 months the market price was under one cent a pound, by from $1 to $2 a ton, but we know we are right in saying that much less than a million tons was actually sold at less than a cent a pound, that prior to that period not more than about a million tons had been sold at any price, and that since the period of low prices more than 30 million tons have been sold. at various prices higher than a cent a pound.

"Would it not be absurd, therefore. to compare present prices of bars with a basis of $18, $19 or even $20 a net ton? It is a question of "the cost of living" to the consumers. How long, or to take a more precise view, how much, did they live under those low prices?

"Taking as a basis, for argument, the lowest average price that prevailed for any consecutive three months, we find that pig iron is 50 per cent. higher, billets 47 per cent. higher and bars, plates and shapes 20 per cent. higher. The nearer one gets to the actually consumed form the less is the advance. The low point was in 1897. If we were able to compare prices of fitted and erected structural work, or finished steel cars, we should undoubtedly find that prices to-day are very decidedly lower than at that time. Yet everybody refers at one time or another to the low prices that obtained in 1897 to 1898.

"If one were to average any number of years, say the five consecutive years of lowest prices, he would find that present prices of material as used are lower than then. With pig iron this would not be true at all; one would have to take a period of ten years, so as to include large parts of both sides of the trough in the curve of prices in order to find an average above the present level.

"Let us therefore look at things in a practical way. Iron and steel products as they are consumed are in reality lower to-day than they were in that historic low period of the nineties which is so often cited. A little knowledge is a dangerous thing, and a little statistics is still more dangerous, for a piece of knowledge can sometimes be used simply in its true bearing and application, but a piece of statistics, never. The latter can only be used to draw conclusions therefrom. The cost of steel commodities to-day is lower than the cost of any considerable tonnage has ever been in the past. The exceptions are only a period in 1897-8 when a relatively small quantity was sold, and a period some two or three months ago when a very limited tonnage was sold."

REMOVING IRON RUST.

One of the methods given is as follows:—Steep in a solution of chloride of tin; the time the pieces remain in the bath will be determined by the thickness of the coating of rust. Generally twelve to twenty-four hours suffices. The solution should not contain a great excess of acid. On taking the pieces from the bath, rinse first in water, then in ammonia, and dry quickly. The iron will have the appearance of dull silver, and on polishing will resume its normal appearance.

CHANGE NAME OF TRAP.

Oneida Community, Ltd., announce that the trap which used to be called "Star Brand" in Canada, is now known as the Oneida Jump Trap.

HARDWARE AND METAL

VOL. XXVI. No. 14 Toronto, Canada, April 4, 1914 Two Dollars per Year

The Business Situation

WITH the opening of Spring there has been a vast improvement in business as far as hardware jobbers are concerned. At the present time shipping departments are very busy rushing out Spring orders, many of which were booked for April 1 delivery. A large number of orders had been booked for March 1 and 15 delivery, and there was a tendency on the part of some retailers to have shipments deferred until later dates. Most of these orders have now been shipped, and there appears to be a general feeling of optimism percolating all ranks of the trade. In the metal markets business is showing improvement, although the volume passing is not large. The advent of Spring created optimism, and orders now being received are for larger quantities than for some months past. Paint manufacturers are very busy and appear to be well satisfied with the volume of business passing. The majority of merchants engaged in hardware and kindred lines report that March was a very satisfactory month as far as business was concerned. February was rather dull. From present indications, April business will reach a high level. The Financial Post, commenting on the business outlook, says:

Immigration continues to promise well. Sir Thomas Shaughnessy informed The Post that their first-class vessels were booked up to 90 per cent. of their capacity and their second-class to over fifty per cent. By the time the height of the immigration season is reached the volume will approximate normal. Meanwhile from the agricultural districts of the Dominion the outcry for agricultural labor is very strong.

During February the volume of foreign trade diminished very materially. Exports continue to hold their own very well, but the declines in imports is very marked. February exports showed some decline, but it was slight when it is remembered that so great a proportion of the Western crop was moved out before the close of the year. The crop of 1912 was moved to a very large extent in the early months of 1913.

It is quite obvious that February was exceptionally dull, and that the tendency to trade contraction is very marked. We are inclined to the opinion, however, that the dullest period we are likely to have is the present. March is usually the month during which the trend of business for the balance of the year may be outlined with clearness. The bank return just issued shows how rapidly money is accumulating. This does not denote business activity by any means, but an adequate supply of money will materially help to restore confidence. The latter may still be regarded as fugitive so long as we have the Ulster question in its present form. Assuming, however, that nothing untoward develops, it does not appear to The Post that any material circumstance stands in the way of Canada having a normal year.

Three outstanding factors have played during the past few years a very important part in our business health. They are: railroad construction, city building and industrial activity. For the first of these the outlook is now satisfactory. All the larger systems have finances in hand that will enable them to carry out extensive plans for the improvement of their main lines. City building will not progress to the same extent as in the year 1912, but it is quite probable that it will continue as actively as in the latter half of 1913. During the last twelve months the over-extended position of municipalities has been fully liquidated. Their position is now normal. Industrial activity such as experienced during 1912 and the earlier part of 1913 is not likely to be resumed until the turn of 1915. Accumulated stocks are being liquidated and outstanding is being reduced. This policy will be continued during the present year. There should be, however, greater activity in some trades, if the crop promises well, at an earlier date.

With these three factors dominated by conservative influences, general business will not be more than normal during the next few months. If the spring is unfavorable to crops the tendency will be towards further depression than is being experienced at the present moment.

Relief in Garnishee Act

RELIEF is in sight for the retail merchant who under the present garnishee law finds himself balked in the collection of a just debt. Under the present terms in Ontario the salary due a man cannot be attached unless it exceeds twenty-five dollars, and only that portion in excess of this amount. This relieves the debtor, of course, in the great majority of cases except where his salary is paid bi-weekly or monthly. At a conference of retail men with the Attorney-General the former suggested that the $25 amount be changed to $10. In reply to this a Government official suggested a provision whereby fifty per cent. of the salary due, of whatever amount, might be garnisheed in payment. This was favorably received on both sides and may form the basis of new legislation in Canada that will spread to all the Provinces. This would save expensive suits in the Division Court.

A Profitable Convention

THE presence of 400 hard-headed business men at Moose Jaw, attending the annual convention of the Retail Merchants' Association of Saskatchewan, indictates that the problems of the Western retailer are pressing and that the trade is striving strenuously to solve them. This was a large convention. It looks as if the West is more aggressive from the standpoint of organization than the East. Four hundred men is quite an army—from a business standpoint—and the deliberations set forth by our own correspondent in this issue are worth the careful perusal of every member of the trade.

One does not have to read far in this report to see that Credits is one of the biggest questions in the West. Apparently quite a lot of money has been lost by giving indiscriminate credit, and, as this has been common all over the country, the trade will find some valuable hints from the discussion.

Addresses and the subsequent discussion on Costing, Banking, Borrowing, etc., served admirably to develop the knowledge on these things, and they will surely tend to make better and more careful business men of all who heard them. Some merchants make the claim that there is nothing beneficial in organization. But surely a study of the questions considered and the points involved, as contained in the report, will convince the most skeptical that there is something more for us all to learn.

No Need to Worry

CANADIAN retail firms who buy in the British markets have not, in the past few years, found it so easy to get extensions as their accounts fell due as they did in the olden days. The new conditions have been more severely felt in the last few months when business and payments have been quieter in Canada. Because of the long credits easier terms and generally generous treatment many firms in this country got into the habit of leaning on British firms. They have felt that as money was more plentiful in Europe the houses here could afford to wait and Canadian houses were more promptly paid. In the past ten years many British firms have been changed from private to joint stock concerns. The personal and sentimental element has disappeared and in its place has come a strictly business credit and collection department.

On the whole this is much better for us. It is a discipline that will help to make us better business men, in that it will make us more careful buyers and more energetic collectors of accounts owing us. The final result will be that we will do perhaps somewhat smaller volume of business but make a greater net profit, which is what we are all after.

There has been more anxiety than usual among British shippers to Canada as to conditions in the Dominion. We can assure them that if they have been careful in the selection of their customers they can feel perfectly safe. The leading firms in Canada are to-day in a sounder financial condition than in many years. Business has been quieter, but merchants have been most cautious, have economized, and have been most careful in their purchases, their credits and their collections. Finally, we think there has been a marked improvement in the underlying conditions in the past ten days, but all business should go carefully, but aggressively, until the outcome of the 1914 crop is known.

Editorial Briefs

FLY SWATTING time will soon be here.

• • •

THE SLOGAN is now "Clean Up and Paint Up."

• • •

DO NOT lose sales by having Spring stock out of sight.

• • •

ARE YOU making use of the new Parcel Post System?

• • •

WATCH THE markets, many price changes are taking place.

• • •

THE LOCAL zone system gives the merchant a fighting chance.

• • •

THE ADVENT of Spring brings with it a brighter business outlook.

• • •

TOO MANY PEOPLE ARE ready to throw bricks and not enough to throw bouquets.

• • •

SELLING ONE ARTICLE at a loss and making it up on another, is simply robbing Peter to pay Paul.

SALESMANSHIP is making the other feel the same as you do about the thing you have to sell.

• • •

WITH THE advent of Spring, business has shown a marked stimulation. Spring invariably brings optimism in its wake

• • •

OPENING OF Spring means big profits in baseball supplies and all sporting goods generally. Feature the sporting goods department.

• • •

SASKATCHEWAN merchants, it can safely be said, will not lose as much money in the future as in the past. Dealers in other provinces will benefit from a study of their convention proceedings.

• • •

MANUFACTURERS cannot hope to get retailers interested in their products by compulsion. Efforts made to build up a demand from the consumer without appealing to the retailer direct, savors of compulsion.

Complete Canadian Parcels Post Regulations

The Canadian Parcels Post System Came Into Force Officially on the First Day of April Under the Regulations Here Given.

NOTICE is hereby given that the Parcel Post Act assented to 6th June, 1913, will come into force on the first day of April, 1914, under the following regulations:—

Parcel Post Regulations.

1.—Articles of mail matter acceptable at Parcel Post rates include farm and factory products, merchandise of all descriptions such as dry goods, groceries, hardware, confectionery, stationery (including blank books, etc.), seeds, cuttings, bulbs, roots bedding plants scions or grafts, and all other matter not included in the first class, and not excluded from the mails by the general prohibitory regulations with respect to objectionable matter.

Parcels consisting of third class matter may be mailed at parcel post rates, or third class matter rate at the option of the sender.

Parcels containing intoxicating liquors or explosives are expressly prohibited.

2.—The rates of postage on articles accepted for transmission by Parcel Post are as follows:—

(a) Five cents for the first pound and 1 cent for each additional pound or fraction thereof, up to four pounds, and 2 cents for each subsequent pound up to eleven pounds within a radius of twenty miles from the place of mailing, irrespective of Provincial boundaries.

(b) Ten cents for the first pound and 4 cents for each subsequent pound or fraction thereof, for all points in the Province in which a package is posted, outside of the twenty-mile radius.

(c) Ten cents for the first pound and 6 cents for each additional pound or fraction thereof, for all points outside the Province in which a parcel is posted, and beyond the twenty-mile radius, with an additional charge of 2 cents a pound for each Province that has to be crossed to the destination of the parcel, not including the Province in which it is to be delivered up to a maximum of 12 cents a pound.

The three Provinces, Nova Scotia, New Brunswick and Prince Edward Island, are to be considered as one zone.

An additional charge to meet the extra cost of transportation will be made on parcels addressed to or posted at offices in certain outlying districts when such parcels have to be conveyed more than 100 miles by a continuous stage service, such districts to be designated by the Postmaster-General.

The charge on any parcel should not be greater than 1 cent an ounce.

Tables of rates for the several Provinces as given in the rate cards printed for distribution, will be found on pages 9, 10, 11, 12, 13, 14, 15 of these regulations.

3.—The postage on Parcel Post packets must be prepaid by means of postage stamps, securely affixed to the parcels. An insufficiently prepaid Parcel Post packet is forwarded to destination subject on delivery to payment of double the deficiency provided at least one cent is prepaid. After the additional postage repuired on any short paid parcel has been colected from the addressee "postage due" stamps are to be affixed to the parcel and canceled by the Postmaster.

Parcel Post packets totally unpaid will be sent to the Branch Dead Letter Office.

Franking of Parcel Post packets is expressly prohibited.

4.—A Parcel Post packet may be insured within Canada up to an amount of $25 or the actual value of the contents, when less than that amount, upon prepayment of a fee of 5 cents in postage stamps and up to an amount of $50 or the actual value of the contents, when less than that sum upon prepayment of a fee of 10 cents in postage stamps. This fee must be prepaid, in addition to the ordinary postage, by means of postage stamps, which the sender must affix to the cover.

In the accompanying article a complete list of regulations governing the Canadian Parcel Post System is given, including rate cards for all the Provinces. We believe this is the first complete set of regulations published by a Canadian trade paper. A rate card for each Province is given, and Canadian hardwaremen who wish to make use of Parcel Post can find full information regarding the new system in the accompanying article.

A parcel intended for insurance should not be dropped into a box or receiver. It should be marked with the word "Insured," and with the amount of the insurance fee the sender is paying, thus "Insured 10 cents," and be handed into the post office or to the rural carrier and a certificate of posting obtained, bearing an acknowledgment that an insurance fee has been paid.

The onus of properly enclosing and packing a parcel for insurance rests with the sender, the Post Office assuming no liability for loss arising from defects which may not have been observed at the time of posting.

Indemnity will be paid to the addressee, or at the request of the addressee, the sender, provided claim is made to the department within one year of the date of posting upon receipt of sworn statements of the persons concerned:—

(a) That according to the best of their knowledge and belief the insured parcel has been lost or its contents damaged in the mails.

(b) As regards the value of the contents of the parcel or the damage sustained.

(c) As regards the ownership of the parcel.

It must appear that the loss or damage did not arise wholly or in part from the fault of the sender, as, for instance, from insufficient packing, inadequate fastening, loss of "tie-on" label, etc. The indemnity paid will not exceed the value of the contents of the parcel lost or the damage sustained. The right is reserved of reinstating the contents of a parcel instead of giving pecuniary indemnity.

In the case of damage the parcel must be retained for the purpose of enquiry, as nearly as possible in the state in which it was delivered. If complaint is made that the contents of a parcel have been lost or abstracted, the cover must be produced.

Indemnity for damage to articles of a fragile nature, will be given only in those cases in which the parcel is conspicuously marked with the words "Fragile with care."

Parcels containing eggs, fish, meat, fruit, vegetables, glass, crockery, greases, semi-liquids, liquids or any articles of an exceptionally fragile nature cannot be insured.

Indemnity will not be given for loss of coin or bank notes.

Indemnity will not be given for injury or damage consequential upon i.e. indirectly arising from the loss damage, delay, non-delivery or mis-delivery of any article sent by Parcel Post.

Indemnity will not be given in the case of a parcel on which the insurance fee has not been paid.

Indemnity may be refused for loss or damage, on any ground on which exemption from legal liability may be claimed by a common carrier.

An insured parcel that cannot be delivered within Canada will be sent to the Branch Dead Letter Office.

Parcel Post Packets Must Not Be Registered.

5.—Parcels must be prepared for mailing in such manner that the contents can be easily examined.

6.—It is desirable that the sender's address should appear either inside the parcel or on the cover. This must be kept distinct from the address proper.

7.—Parcels are, when redirected, chargeable with additional postage at the rate which would have been chargeable had they been originally mailed from the office of re-direction to the new address except in cases where the original and the re-directed addresses are both within the delivery of the same Post Office.

8.—The limit of weight for a Parcel Post packet is eleven pounds, and the general limit of size is thirty inches in length by one foot in width or depth, but parcels will be accepted up to 3 ft. 6 in. in length, provided that the combined length and girth do not exceed six feet. For example—a parcel measuring 3 ft. 6 in. in its longest dimensions may measure as much as 2 ft. 6 in. in girth (i.e. round its thickest part); or a short parcel may be thicker; thus if the length is not more than 3 ft. the girth of the parcel may be 3 feet.

9.—When practicable Parcel Post parcels must be sent in covers open at the ends, and in such manner as to be easy of examination. But flour, drugs and such like articles, which cannot be sent in covers of this kind—but such articles only—may be posted enclosed in boxes, or in bags of linen or other strong material, fastened in such a manner that they may be easily opened, so as to enable the officers of the post office readily to satisfy themselves as to the nature of the contents. If paper bags or covers are used for enclosing flour or other similar matter, they must be of extra quality and strength to resist friction and pressure in the mails, and prevent the escape of the contents.

10.—Any staple article of use or consumption, properly transmissible by post, contained in the original unbroken package and with proper descriptive label, may be forwarded by Parcel Post, though the tin or case in which it is enclosed may not admit of being opened in course of post, if posted by parties known to be engaged in the manufacture or sale of the articles in question and who vouch that the contents are precisely as described on the label.

11.—A parcel may contain invoices and accounts provided they relate exclusively to the contents of such parcel; it is also permitted to enclose a card or slip of paper giving in a brief manner necessary directions for the identification or treatment of the article or articles contained in the parcel. Care must be taken not to abuse this privilege by converting such notes or marks, designed solely for the facilitation of business between the sender and addressee, into what might properly be called correspondence. A parcel containing a letter or any writing intended to serve the purpose of a letter in the ordinary sense will become liable to letter postage.

12.—When several separate articles are enclosed in a Parcel Post packet there is no objection to each bearing a distinguishing number, so as to enable the sender to give directions by letter (sent of course separately and duly prepaid) respecting the several articles which the parcel contains.

13.—Any person who wishes to mail a large number of parcels, whether on a particular day or at regular or irregular intervals, will facilitate the work of despatch if he will give the office where they will be posted early information of the number of the parcels, their average weight and the dates and times at which he proposes to send them. He will also consult the convenience of the Post Office by sending the parcels to the post in batches, beginning as early in the day as possible.

14.—Parcel Post packets are subject to the general prohibitory regulations excluding from the mails everything liable to destroy, deface or otherwise damage, the other contents of the mail bags or injure the person of any officer or servant of the Post Office, as well as all obscene or immoral matter.

15.—Liquids, oils and fatty substances, put up in accordance with the following regulations, are not excluded. When in glass bottles or vials, such bottles or vials must be strong enough to stand the shock of handling in the mails, and must be enclosed in a wooden, heavy cardboard or papier mache block or tube not less than three-sixteenths of an inch thick in the thinnest part, strong enough to support the weight of mails piled in bags and resist rough handling; and there must be provided between the bottle and its outer case, a cushion of cotton or sponge material sufficient to absorb the liquid, etc., in case the bottle should be broken, the block or tube to be impervious to liquid (including oils) and to be closed by a tightly-fitting screw-lid of wood or metal with a rubber or pad so adjusted as to make the block or tube water-tight and to prevent the leakage of the contents in case of breaking of the glass. When enclosed in a tin cylinder, metal case or tube, such cylinder, case or tube, should have a screw-lid with a rubber or cork cushion inside in order to make the same water-tight, and should be securely fastened in a wooden or papier mache block (open only at one end) and not less in thickness and strength than above described. Manufacturers or dealers intending to transmit such articles by Parcel Post or as samples, in considerable quantities, should submit a specimen package showing their mode of packing to the postmaster at the mailing office, who will see that the conditions of this section are carefully observed.

16.—Specimens of diseased tissues, when carefully enclosed in specially constructed double tin cases, closely packed with absorbent matter, and with closely fitting screw caps, may pass at Parcel Post rates, addressed to Provincial Boards of Health and Public Laboratories.

17.—The following articles in glass, viz.: Eye-glasses, spectacles and microscopic slides, may be forwarded by Parcel Post if put up in such a manner as to admit at once of easy inspection and to guard against injury to persons handling the mails.

18.—Parcels Post packets containing anything of a fragile nature should be marked "Fragile with care" and parcels containing articles of a perishable nature such as fish, fruit, meat, etc., should be marked "Perishable." Parcels sent by mail should in all cases be substantially and securely packed so as to preserve the contents from loss or damage and prevent injury to the mails. The department desires to co-operate with the public in seeing that special attention is paid to the important matter of packing, particularly with regard to parcels containing matter of a fragile or perishable character or of a nature to destroy or injure the other contents of the bags or sacks in which they are sent forward. In order that proper precaution may be exercised in this particular persons desirous of transmitting articles by Parcel Post are advised to consult the postmaster as to the proper method of packing in all cases.

As the safe transit of eggs is a matter of some difficulty shippers are advised to adopt the following method of packing: Use a wooden, papier mache, or other box of a rigid material with a well-fitting tightly adjusted lid, wrap each egg separately in newspaper or other protecting material, place the eggs on end and fill up the vacant spaces in the box with newspaper or other packing material, so as to prevent the eggs from striking together or against the sides, top or bottom of the box; mark the parcel "Eggs."

Parcels containing goods likely to spoil within the time reasonably required for transportation and delivery must not be accepted for mailing.

19.—Postmasters must exercise the greatest possible care to see that all parcels accepted for transmission by Parcel Post conform in every particular to the requirements of these regulations. This applies with special force to parcels containing perishable goods or fragile articles.

20.—Requests for direct return are

(Continued on page 53.)

Canadian Parcel Post Rate Cards

Parcel Post Rate Card A.

Rates on Postage on Parcels Mailed in the Maritime Provinces.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Maritime Provinces	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Quebec	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Ontario	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in Manitoba	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14
Any post office in Saskatchewan, Alberta or British Columbia	0.12	0.24	0.36	0.48	0.60	0.72	0.84	0.96	1.08	1.20	1.32

The maximum charge on any parcel shall not exceed 1 cent an ounce.

*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

Parcel Post Rate Card B.

Rates of Postage on Parcels Mailed in the Province of Quebec.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Province of Quebec	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Ontario or Maritime Provinces	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Manitoba	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in Saskatchewan	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14
Any post office in Alberta or British Columbia	0.12	0.24	0.36	0.48	0.60	0.72	0.84	0.96	1.08	1.20	1.32

The maximum charge on any parcel shall not exceed 1 cent an ounce.

*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

Parcel Post Rate Card C.

Rates of Postage on Parcels Mailed in the Province of Ontario.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Province of Ontario	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Quebec or Manitoba	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Saskatchewan or Maritime Provinces	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in Alberta	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14
Any post office in British Columbia	0.12	0.24	0.36	0.48	0.60	0.72	0.84	0.96	1.08	1.20	1.32

The maximum charge on any parcel shall not exceed 1 cent an ounce.

*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

Parcel Post Rate Card D.

Rates of Postage on Parcels Mailed in the Province of Manitoba.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Province of Manitoba	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Ontario or Saskatchewan	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Quebec or Alberta	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in the Maritime Provinces or British Columbia	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14

The maximum charge on any parcel shall not exceed 1 cent an ounce.

*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

Parcel Post Rate Card E.

Rates of Postage on Parcels Mailed in the Province of Saskatchewan.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Province of Saskatchewan	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Manitoba or Alberta	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Ontario or British Columbia	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in Quebec	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14
Any post office in the Maritime Provinces	0.12	0.24	0.36	0.48	0.60	0.72	0.84	0.96	1.08	1.20	1.32

The maximum charge on any parcel shall not exceed 1 cent an ounce.
*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

Parcel Post Rate Card F.

Rates of Postage on Parcels Mailed in the Province of Alberta.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs.
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Province of Alberta	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Saskatchewan or British Columbia	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Manitoba	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in Ontario	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14
Any post office in Quebec or Maritime Provinces	0.12	0.24	0.36	0.48	0.60	0.72	0.84	0.96	1.08	1.20	1.32

The maximum charge on any parcel shall not exceed 1 cent an ounce.
*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

Parcel Post Rate Card G.

Rates of Postage on Parcels Mailed in the Province of British Columbia.

Addressed to	1 lb.	2 lbs.	3 lbs.	4 lbs.	5 lbs.	6 lbs.	7 lbs.	8 lbs.	9 lbs.	10 lbs.	11 lbs
Any post office within 20 miles* including place of mailing	$0.05	$0.06	$0.07	$0.08	$0.10	$0.12	$0.14	$0.16	$0.18	$0.20	$0.22
Any post office beyond 20 miles but within the Province of British Columbia	0.10	0.14	0.18	0.22	0.26	0.30	0.34	0.38	0.42	0.46	0.50
Any post office in Alberta	0.10	0.16	0.22	0.28	0.34	0.40	0.46	0.52	0.58	0.64	0.70
Any post office in Saskatchewan	0.12	0.20	0.28	0.36	0.44	0.52	0.60	0.68	0.76	0.84	0.92
Any post office in Manitoba	0.12	0.24	0.34	0.44	0.54	0.64	0.74	0.84	0.94	1.04	1.14
Any post office in Ontario, Quebec or Maritime Provinces	0.12	0.24	0.36	0.48	0.60	0.72	0.84	0.96	1.08	1.20	1.32

The maximum charge on any parcel shall not exceed 1 cent an ounce.
*This rate also obtains in cases where the 20 mile area extends into an adjacent Province.

PARCEL POST REGULATIONS.

(Continued from page 51.)

recognized on Parcel Post packets addressed to a place in Canada, and parcels bearing the address of the sender may also be returned direct after being held fifteen days Parcel Post packets so returned are subject to a charge equal to the original postage charge. This charge is to be markod by the office returning the parcel and collected from the sender before delivery by the office to which it has been returned, "postage due" stamps for the amount collected being affixed to the parcel and canceled by the postmaster.

21.—After a parcel has been delivered to the person to whom it is addressed it cannot be returned to the sender, **unless the person returning it pays the necessary return postage.**

22.—The Postmaster-General reserves the right to refuse to accept for transmission by mail, grain or any other commodity shipped in excessive quantities which might interfere with the transportation of first-class matter, or other articles such as those enumerated in paragraph 1.

The ability to imagine has, above all other influences, determined the progress and station of men. It is the root of all love, ambition, effort and achievement, and is the first of the creative faculties.

A Thousand Miles of Wealth

An Empire Will Grow Up in Canada in the Peace River District

By H. G. BURY

Editor's Note. — Although the population of Canada is not large, she boasts of an area where distance almost overpowers one's sense of imagination. Canada, which formerly covered only Ontario and Quebec, each in themselves much greater than many continental countries with a wonderful history, at the end of 1913 is finding an active life all the way from its North-west dip into the Arctic Circle to the awakening valleys of the St. John. This article will open the eyes of foreigners and Canadians themselves to some of the immense possibilities in the Peace River district. On the Mackenzie River a line of steamships now does a thriving business.

THERE are very few Canadians today who have been able to form any definite idea, either by personal observation or by the perusal of authentic literature, of the vast country north and west of Edmonton.

One is apt to dismiss the consideration of this subject with the observation that the area referred to, comprises a large and barren wilderness of treeless wastes and unproductive soil, but such an opinion is very far from the actual truth.

It is quite correct to assume that the districts contiguous to the shores of the Arctic Ocean are largely of this character, but there is an almost limitless area of country between Great Slave Lake and Edmonton which offers many opportunities for settlement.

In order to grasp an idea of the size of this area it is only necessary to say, that the distance from Edmonton to Fort Providence, which may be termed the most northerly limit of land suitable for settlement, is 1,007 miles, and that the area stretches westward to the Rocky Mountains and eastward to the boundary of the Province of Alberta.



Encampment of the Yellow Knife Tribe at Fort Resolution, on the Great Slave Lake.

A great part of this area consists of excellent stock raising country, especially around the valleys of the Peace and the Slave Rivers, one area in particular, i.e., between Hay River and Slave River being exceptionally well suited for this purpose, while the country between Edmonton and Athabasca Lake offers good prospects for mixed farming.

The Peace River country and also that district lying between Edmonton and Athabasca Landing has already been occupied by numbers of good settlers, who find no difficulty whatever in growing crops of cereals and roots, which, owing to the fertile soil and longer duration of sunlight during the summer, are equal to those produced further south.

The summer is appreciably shorter, but this handicap is offset by the quicker growth owing to the longer hours of sunlight.

In proof of the extraordinary fast growth that takes place in the north during the short summer, it might be well to mention the success of the Government Experimental farm at Fort Simpson situated 1,170 miles north of the city of Edmonton.

Here, wheat, oats, barley, rye, potatoes and vegetables have been very successfully grown and matured. A sample of wheat sent to Edmonton in 1911 graded No. 1 hard, and in 1913 a sample of oats was sent out which weighed 38 lbs. to the bushel. Even at Fort Good Hope only 12 miles from the Arctic Circle and at Fort Wrigley, 1,300 miles north of Edmonton, the luxuriant growth of grass is phenomenal.

It is not, however, in agricultural possibilities alone that this vast country holds such rich prospects.

Rich in Minerals.

Already oil has been located in several places along the valley of the Athabasca River, in the neighborhood of Fort Murray and Fort McKay, and it is not unlikely, judging from reports of the experts who have visited the district, and from the geological indications, that there will soon be discovered one of the greatest oil fields or reservoirs in the world.



Crops of oats growing at Fort Simpson, Government Experimental Farm.



Mission Garden at Fort Providence.



An Eskimo camp at Fort McPherson, where human nature shows itself under an exceedingly difficult environment.

The oil pockets now being opened comprise merely the small supplies stored in the limestone domes, that are outcroppings of the anticlines, and when the main reservoir is tapped, an inexhaustible supply of crude oil will be available, which will be one of the most valuable assets of Northern Canada.



An Eskimo family at Fort McPherson.

But the mineral wealth of this far northern country is not restricted to oil.

The famous Coppermine Valley, situated east of Great Bear Lake, includes a district rich in native copper and ore. Travelers in this area bring back with them numbers of native copper implements such as knives, etc., which are used by the native Indians and the Eskimo, and there is not the least doubt, but that as soon as the Hudson Bay sea route becomes an accomplished fact, so soon will be found capitalists prepared to exploit the riches in copper which this district possesses.

Other mineral districts, such as the coal reefs near Fort Norman, gold around the shores of Lake Athabasca, sulphur near Hay River on Great Slave Lake, and salt in the neighborhood of Fort Smith, have not been examined sufficiently well to reveal either their value or extent, but serve to indicate that the country possesses a range and variety of minerals comparable with any other section of the Domion.

Timber Near Arctic Circle.

The timber wealth of the North is also of considerable value. Vast forests of spruce cover the areas between Slave Lake and Edmonton, and the pulpwood from this source will be almost impossible to estimate.

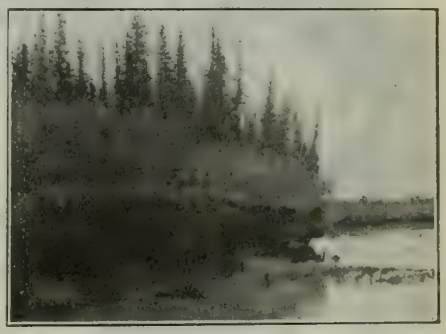
Spruce timber of good size is to be found 250 miles within the Arctic Circle, especially along the Peel River, the most northerly tributary of the Mackenzie River, for although there are great areas of treeless country, notably the Barren Lands, lying south and east of Great Bear Lake and along the shores of the Arctic Ocean, yet it is totally incorrect to assume that the North country is entirely of this character.

At the present time and for the past 300 years, this country has been the great source of supply of the most valuable furs caught in the Dominion probably in point of both quantity and quality, and this class of wealth alone is practically inexhaustible.

The great problem connected with the north is the same old question that all new countries have to face, i.e., that of transportation facilities. At present the only route of entry into this country is by boat via the Athabasca, Slave and Mackenzie Rivers, and although there is uninterrupted navigation from Fort Smith to the Arctic Ocean, a distance of 1,454 miles, yet before Fort Smith is reached there are 92 miles of rapids on the Athabasca River between Athabasca Landing and Fort McMurray, and 16 miles of cascades on the Slave above Fort Smith. Once these obstructions are overcome, all the vast resources of the north become available.

The large inland lakes of Athabasca, Great Slave and Great Bear teem with the best varieties of food fishes, and the transportation problem when solved will realize the value of this source of wealth.

The railroad is already built to Peace River crossing on the west, and is surveyed to Fort McMurray, so that it is only a question of time before transportation into the north will no longer be attended with the difficulties that are attached to it at the present time.



Spruce timber, Peel River, 300 miles within the Arctic Circle.

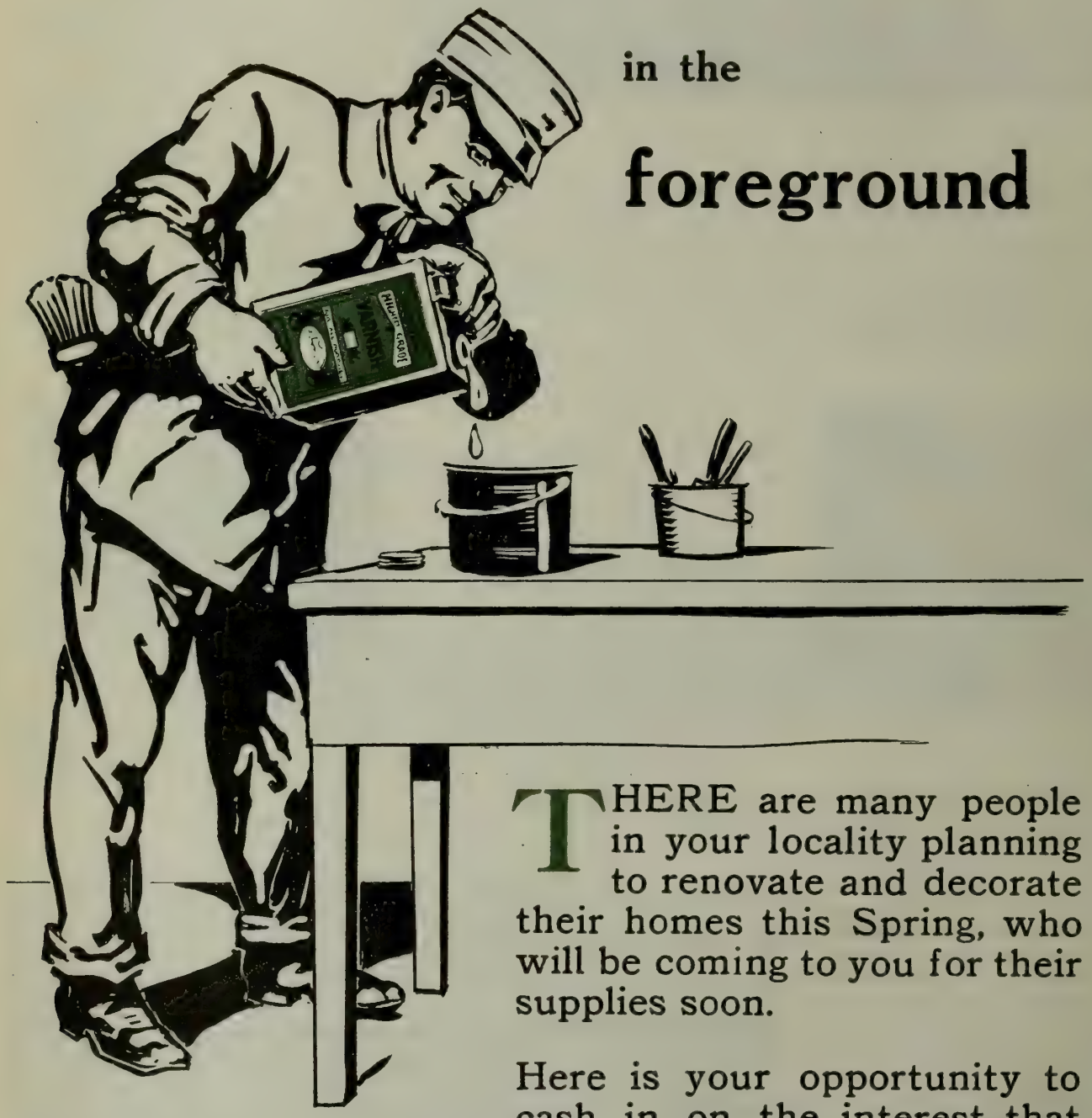
The only means of getting into the country in the summer is by Hudson Bay Company's steamer, and in the winter by dog train.

(Continued on page 63.)



Eskimo whale boats on the Peel River.

Now is the time to put GLIDDEN'S GREEN LABEL VARNISHES in the foreground



THERE are many people in your locality planning to renovate and decorate their homes this Spring, who will be coming to you for their supplies soon.

Here is your opportunity to cash in on the interest that has been aroused in Glidden "Green Label" Varnishes and JAP-A-LAC. No need to go to a great deal of trouble in order

to bring them to the favorable attention of your customers; that has already been done.



Simply let people know that you carry Glidden products, that's all that's necessary. Display Glidden's "Green Label" Varnishes in the window and on the counter, along with a good showing of JAP-A-LAC (be sure to have some booklets handy). Arrange a few brushes neatly. Then watch and see how quickly the sales come in It's just a question of doing the right thing at the right time.

Glidden's "Green Label" Varnishes make fast friends for stores that sell them. They dry with a hard smooth surface like glass; never brittle; tough as rubber but never gummy.

Write for details of our special co-operative selling plan. It will interest you because it's designed to benefit you, your business and your pocket.

THE GLIDDEN VARNISH CO.,

Limited

TORONTO, CANADA

Factories:
Toronto, Can.; Cleveland, O.

Branches:
London, New York, Chicago

Here are the names of some of our Distributors:—British Columbia—Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Manitoba, Alberta and Saskatchewan—Marshall-Wells Co., Limited, Winnipeg, Man.; Marshall-Wells Alberta Co., Limited, Edmonton, Alta.; Province of Quebec, McArthur, Irwin, Limited, Montreal, Que.

Problems in Sheet Metal Work

SOME time ago we showed how to develop pattern for a register box, or a round to square. In this issue we are about to show a pattern which is in many ways a similar kind of a pattern except that the base is not straight, but rather at an angle as shown in perspective drawing, Fig. 1. Such are known as tapering roof flanges for inclined roof.

The first thing to do is to determine the pitch of the roof. If the roof is an old one, or already built, and there is no plan showing the pitch, a very easy way is shown how to get the proper pitch as seen in Fig. 2.

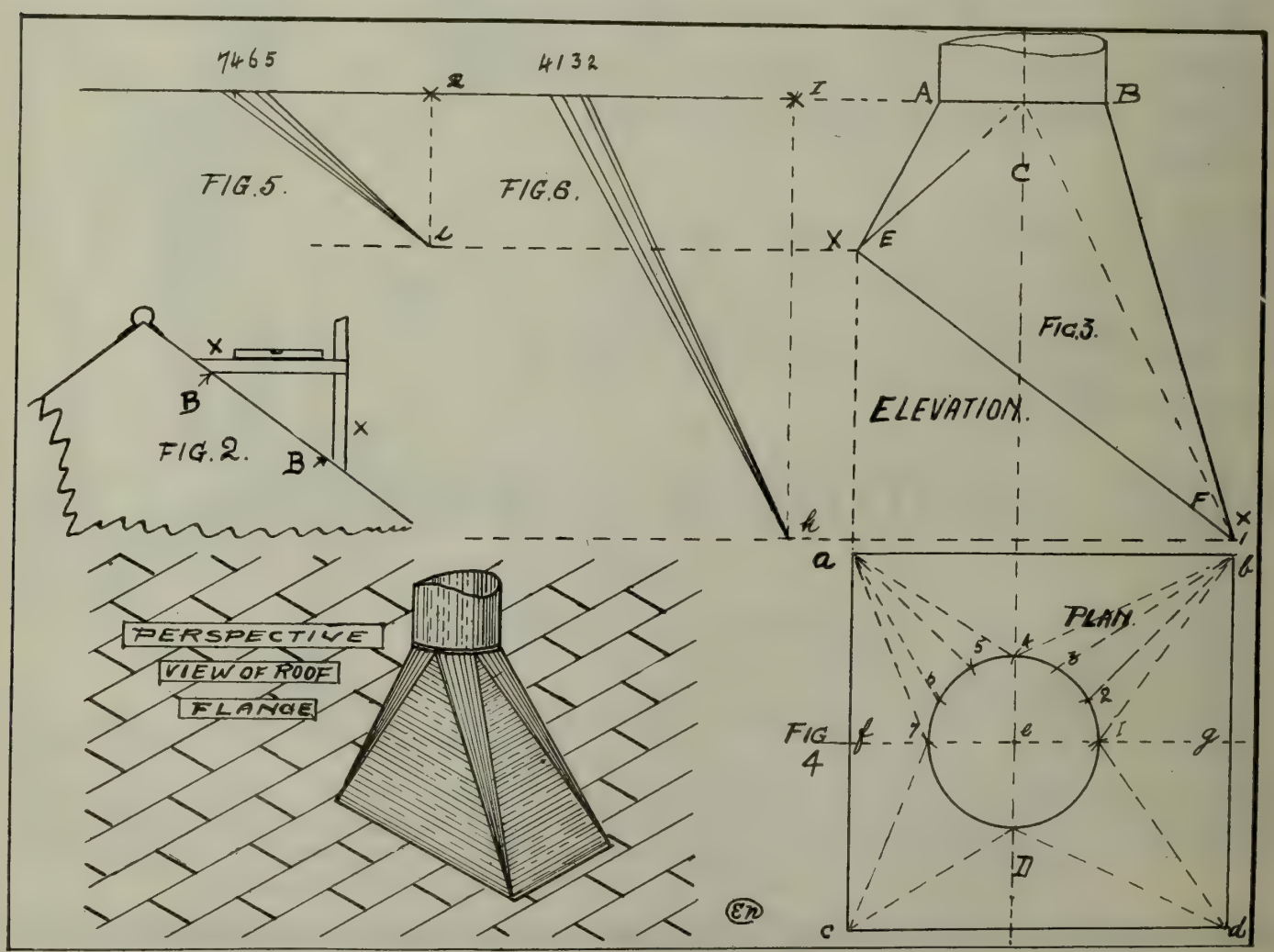
Place two pieces of lumber 1 in x 2 and long enough to manipulate as shown X.X. Then by using the square and level in the way described, the pitch is determined at B.B., placing the level on horizontal piece, then B.B. will give the correct bevel required.

Now to proceed with the development of pattern, assuming line X. & XI. in Fig. 3 to be the slant which the flange is to have so as to fit the roof, and A. B. the diameter and position of pipe, erect a vertical line C.D., which must be centre of pipe. Next draw the two line down from A. B. to X. & XI. Having done so erect vertical slanted dotted lines from XI. and X. to centre of solid line A. B. We have now got a true elevation plan of the whole flange. We will now proceed to develop Fig. 4, by forming a square a.b.c.d. being formed by extending downward from E.F. in Fig. 3, and squaring the results as shown in Fig. 4, then intersect this square in centre horizontally as shown at f.g. resulting in getting the centre shown at e., from this centre draw a circle which will be the exact diameter of the pipe, and at the same time establishing the position of pipe in the flange.

Next space off as shown in 1, 2, 3, 4, 5, 6, 7, all of which must be perfectly equal, having done so, draw the dotted lines as shown a4. a5. a6. a7., also b4. b3. b2. b1., thus ending development of Fig. 4.

We will now turn to Figs. 5 and 6. First extend the horizontal lines A.B. and another line from XE. and XI., Fig. 3, as shown, the top line solid, the rest dotted, then draw vertical dotted lines downward from line at top as shown at XI. to h. and Fig. 6, X2 to i., Fig. 5, we will now proceed to determine the true lengths of slant lines by placing compass point at bI., Fig. 4 and transferring this to horizontal line Fig. 6. Next b2, b3, and b4, as shown 4, 1, 3, 2, then and repeat the operation in developing Fig. 5, by using a7, a6, a5, a4, from X2, giving 7, 4, 6, 5, as results, and erecting slant lines from i to the latter numbers.

NOTE.—This problem will be concluded in our next issue.—Editor.



Letters to the Editor

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld if desired, but name of writer must accompany correspondence as an evidence of good faith.

POULTRY NETTING AND M. O. HOUSES.

Tillsonburg, Ont.,
March 30th, 1914.

Hardware and Metal,
Toronto,

Dear Sirs:—

In your issue of Feb. 28, you published a letter "Brick Bats from an Association Member" written by me and read at the Ottawa Convention, and to prove one of the statements made in that letter I would like to call the attention of every retail hardwareman and especially the heads of the Retail Hardware and Stove Dealers' Association; to the poultry netting situation as it is to-day in Canada. Below I give you the new Canadian "Supposed" cost less the 60% discount f.o.b. London, or Hamilton, and the selling price as appears in a Toronto mail order spring catalogue:

Size.	Canadian Price less 60%.	Catalogue House Price.
2 x 19 x 12	.72	.75
2 x 19 x 18	1.06	1.05
2 x 19 x 24	1.36	1.45
2 x 19 x 36	1.90	2.15
2 x 19 x 48	2.48	2.90
2 x 19 x 60	3.08	3.35
2 x 19 x 72	3.68	3.95

Add the freight to the Canadian cost and you will see that if this catalogue house buys netting in the regular way they are selling some sizes at less than cost. If they are selling same at a profit they are buying same at less than 60% discount, and some Canadian manufacturer or jobber is not doing the fair thing with the retail trade.

Why should we protect Canadian manufacturers who allow their goods to be marketed in this way. The writer was the direct means of the new lower prices on netting and by importing several hundred rolls for some of our retail friends we have put them in a position to meet this catalogue competition. It is now up to the manufacturers to right this evil or up to the heads of the Retail Hardware Association to investigate so we can all buy Canadian netting on the level for another year or all get together and import netting so we can meet any competition.

Mr. E. C. Simmons, the veteran hardwareman once said: "A jobber's first duty is to help his customer to prosper." If the above schedule shows the profits the Canadian manufacturers and jobbers want us to prosper on, I can see where a lot of us will have our application for acceptance to some House of Refuge.

Yours very truly,
W. G. POW.

A LETTER FROM THE PRESIDENT.

The following letter from W. F. Macpherson, Prescott, Ont., President Ontario Retail Hardware and Stove Dealers' Association expresses his opinion of the Annual Spring Number of Hardware and Metal.

Editor,
Hardware and Metal,
Toronto, Can.

Dear Sir:—

I was very much pleased to note in your Annual Spring Number the regulations governing the sale of arms and ammunition in Canada. This is certainly of great value to every hardware dealer, and I thank you for following out my suggestion. I might say that your special number is indeed a great credit to your firm, and contains a great many items of interest.

I wish you continued success.

Yours truly,
W. F. Macpherson,
Pres. O.R.H. & S.D.A.

FROM A MANITOBA MERCHANT.

Hardware and Metal,

Dear Sir:—

A Western merchant writes in a recent issue of your publication, pointing out that the T. Eaton Co. are selling certain articles retail at the wholesale price. He asks what merchants think of it.

Well, from my standpoint the question is: what are merchants going to do about it? The Eaton people have been doing that sort of thing for years and there is no use denying it and they will continue to do it whether we like it or not. Only two ways have ever been suggested to meet the case. One is that the smaller dealers combine to boycott the manufacturer who sells Eaton at a lower price than he does to us. That has never been seriously considered because the manufacturer in many cases sells Eaton his whole output, and therefore does not care a snap for any other merchants on the map. The other is, I think, more practical; let the smaller dealers join hands to form a co-operative buying association. Then meet Eaton on his own ground—and beat him out at his own game. Why such action has not been taken long ago I fail to understand. The details of a buying association should not be hard to work out. To my mind this is the only possible way to deal with the question. Every man knows that the big buyer gets the low price and every man will admit that probably he should.

Yours truly,
Manitoba Subscriber.

* * *

TWO OF THE MANY.

St. Catharines, Ont., Mar. 27.

Hardware and Metal,
Toronto, Can.

Gentlemen:—

We write to congratulate you on your excellent Spring Number just received.

The articles are all good, and contain many valuable suggestions for the up-to-date merchant. The classified list of advertisers is very complete and will be very useful.

We find your market reports quite reliable and frequently make use of them. Wishing you continued success.

Yours truly,
Watts & Bates,
A. M. Watts, Pres.

* * *

London, Ont. Mar. 25.

Hardware and Metal,
Toronto, Ont.

Gentlemen:—

We have pleasure in extending to you our compliments on the excellent make-up of your Spring Number. It certainly does you infinite credit.

Yours truly,
The McClary Mfg. Co.

Hardware and Metal's Plan for a "Clean-Up, Paint-Up," Campaign

Object of "Clean Up and Paint Up" Movement

The idea is to have Canadian cities and towns each year set aside a week—between May 1 and May 15—for a general public and private "Clean Up" in their section; to engender a spirit of enthusiasm in the public mind by advertising extensively the five-word slogan, "Clean Up and Paint Up." Everybody, old and young, to be asked to lend a hand for a few hours at least, to help put every street, alley, yard, cellar, passage-way, back lot, and corner in good trim, and to make conditions such that we will have a brighter, cleaner and more wholesome place to live in. The "Clean Up and Paint Up" Movement promotes cleanliness, thrift and civic pride.

THE public needs rousing on the question of spring cleaning up.

When the march of the seasons brings another spring along with its attendant release from the fetters of ice and snow, ushering in days of bright sunshine, the need for a general cleaning up of the home becomes very marked. Not only is house-cleaning necessary inside, but even more so is it necessary outside. The snow covers a multitude of sins against eyesight and sanitation. When the winter's covering has shriveled up in the rays of the spring sun, the sight that greets the eye is appalling. Here are last fall's cigar "butts," the remnants of countless newspapers, the odds and ends of five months' accumulation. Until rake and spade have been brought out and used in earnest, the average yard looks like a civic dump on a small scale.

And there is another phase of spring which cannot help but appeal to everyone. The house that needs paint never seems to need it so badly as during early spring days. It may stand up gaunt and weather-beaten and badly blistered during the winter without its dilapidation being conspicuously noticeable but just as soon as the buds begin to appear and nature takes on the garish garb of spring, lack of paint becomes the most glaring and noticeable of faults. The dingy house is out of tune with nature. It is the one marring feature.

This was perhaps the primary reason why spring became the recognized time for painting. More houses are painted at this season of the year than at any other time. There are, of course, other reasons of a more practical nature—the desirability of putting property into good shape after the wear and tear of winter being a prime consideration.

But the practice of "painting up" in spring is not nearly as general as it should be. For one house which is given a fresh coating of paint, a dozen which need it just as badly, are left to suffer depreciation through the influences of sun, rain and wind. To those who know, paint is a preservative of particular potency. It is a sure form of insurance against decay. The house which is kept well painted will continue in good repair and attractive long after the neglected house has fallen into a condition of dilapidation. A dollar spent in house paint saves many in repairs as well as lengthening the life of the property.

The wise householder will devote a full week each spring to the work of cleaning up his premises and to painting wherever possible. The advantages that accrue to him as an individual are not entirely from the standpoint of improved appearance. Health demands that the home premises be kept in the most sanitary condition. Disease germs breed in garbage piles and in accumulations of refuse. Nothing is more conducive to sickness than yards which are not kept neat and clean.

There is another side of it which should appeal to the householder as well. The welfare of the community demands that each individual should contribute towards keeping the city or town attractive. What better advertisement can a place have than neat homes, well trimmed lawns and orderly yards? A town that presents a freshly-painted front to the visitor creates the best possible impression. "Here is a place where I would like to live," is the mental commentary of the visitor. On the other hand the worst possible "knock" that can be administered to a town is when the householders fail, through lack of personal and civic pride, to keep their homes in good condition. There are dozens of towns that everyone knows in this category. You can picture one of them in a moment—rows of dilapidated houses, with rickety fences and unkempt lawns, paint blistering from the woodwork and giving that dismal air of shabbiness that so offends the eye, muddy streets, ragged rows of trees and so on. Would you ever think of going to live in a place of that kind? Would you ever refer to it in terms other than of indifference or even contempt?

And so the need for a thorough spring "clean up and paint up," is not purely personal or individual. The welfare of the community is concerned. Consequently the question should be treated by the community as a whole.

Despite the importance of the matter, it is exceedingly hard to get the average individual stirred up. Man is sometimes a lazy animal. Spring arouses in him the desire to get up at 4 o'clock in the morning and go fishing, but it does not create any very keen desire to clean out the ash pile or rake the back yard. His intentions are always good. He is going to do it to-morrow or next Saturday afternoon. And sometimes it runs on from one postponement to another until finally the weather gets too hot for manual labor. For every industrious soul who takes an interest in his garden to the extent of putting in many laborious evenings straightening up, there are a dozen who take no active interest at all.

And so it has become quite a problem in every community to get the citizens as a body stirred up to taking an interest each spring in the problem of cleaning up.

A solution has been found in many cities in the United States. By dint of much newspaper publicity the interest of the public is aroused in the subject of spring cleaning. The council sets aside a certain week, generally late in April or early in May, as a special "clean up and paint up" week. It is impressed upon all and sundry that their duty to the municipality enjoins upon them the task of straightening up things during that week. Every means is taken of "boosting" the idea. Not only do the papers talk spring cleaning but the merchants feature the idea in their advertisements and in the store windows. The pulpits sometimes help along the good work.

Wherever it has been attempted the idea has worked out with conspicuous success. The citizens as a whole have entered into it with surprising vim. The week set aside is marked by a general tendency toward the improvement of homes. The rake, the spade and the paint brush are brought into requisition. The smoke of bon-fires rises from every back yard. The garbage wagons are loaded to the brim with the refuse of the long winter's accumulation, and at the end of the week the difference that has been wrought is little short of amazing.

Why cannot the same idea be worked out in Canada?

Hardware and Metal suggests it as a duty incumbent upon each retail merchant and newspaper to start an agitation at once for a clean-up and paint-up campaign.

If the newspapers in each community were to talk up the idea, starting at once, and continuing to talk spring cleaning, it would not take long to arouse public interest. If the press could be interested, the first week of May would find the majority of householders in Canadian cities and towns actively engaged in the work. To go back a step, if each retail merchant were to go to the trouble of calling on the newspaper editors, to point out why the press should take up the idea, it would not be long before the interest of the press was aroused.

Therefore, the initial step rests with the retail merchant, particularly the hardwareman, who has a deeper interest in the subject, perhaps, than other merchants. Mr. Hardwareman, this is a direct message to YOU. It will be to YOUR interest to take a copy of this article to the editor of your local newspaper and show him why his paper should begin at once an active clean-up and paint-up campaign.

The plan of action, briefly, would be as follows: Get the newspapers interested and arrange to have them run something about the subject every day. Then get some members of the local council interested, and through the medium of their influence have an ordinance passed setting aside one week, either the first or second in May, as **Clean-up and Paint-up week**. If the papers do their part, the rest will be comparatively easy. The public will become interested, civic loyalty will be fanned into a blaze, and when the week specified comes around every worthy citizen will be ready with spade, rake and paint brush to do his share of the work.

The idea is not a new one in Canada by any manner of means. It has been worked in a number of cities in a **limited** degree, but with **unlimited** success. Hardware and Metal believes, however, that the time has now come when the idea should be worked out in an **unlimited** degree in every city, town and village of Canada. If public interest can be aroused to this extent, the sum total of resultant benefit will be incalculable.

In order to help along the cause, Hardware and Metal proposes to supply the ammunition of war, in the shape of publicity material. Each issue during the present month will contain several pages of matter devoted to the **Clean-up and Paint-up** idea — matter which the newspapers could use in their campaign to arouse the interest of the public. The articles will include all phases of the subject—the necessity for Spring cleaning, the best way of doing the work, the preservative qualities of paint, and so forth. These articles will be written with a view to republication through the daily press, and their use will be gladly welcomed.

Why not try the plan out NOW, Mr. Hardwareman?

Take this issue, before your resolution cools, to your local editor. Point out to him the advantages of the scheme from his own standpoint—the local interest that would attach to the campaign, and consequently to his paper. Show him what the welfare of the community demands. Finally assure him that he will not have to write all the matter himself, that Hardware and Metal will supply suitable matter for the purpose.

And, when you have been convinced and ready to start the campaign, let us know about it.

Why not do this now, **to-day?**

Using Show Windows in the Spring Campaign

The Show Window is an Effective Sales-Creator in Small Town Stores as Well as in the Large Cities—Improvements During Recent Years—Displays by Retail Hardwaremen.

THE spring campaigns are now in full swing. The time of the year has arrived when retail hardwaremen put forth their best efforts to make sales. The public is in a buying mood and the merchant has laid in a good stock of merchandise in anticipation of a large volume of spring business. The problem confronting the retailer at this season is that of disposing of the goods he has to sell. Many methods of publicity will be employed by retailers in all sections of the country. The methods will vary in many ways. Advertising methods which prove effective in one community may prove inadequate in another. Methods employed by the city dealer may be of no use to the small town dealer. The methods of the small town dealer, while effective in his community may be of little use in the city.

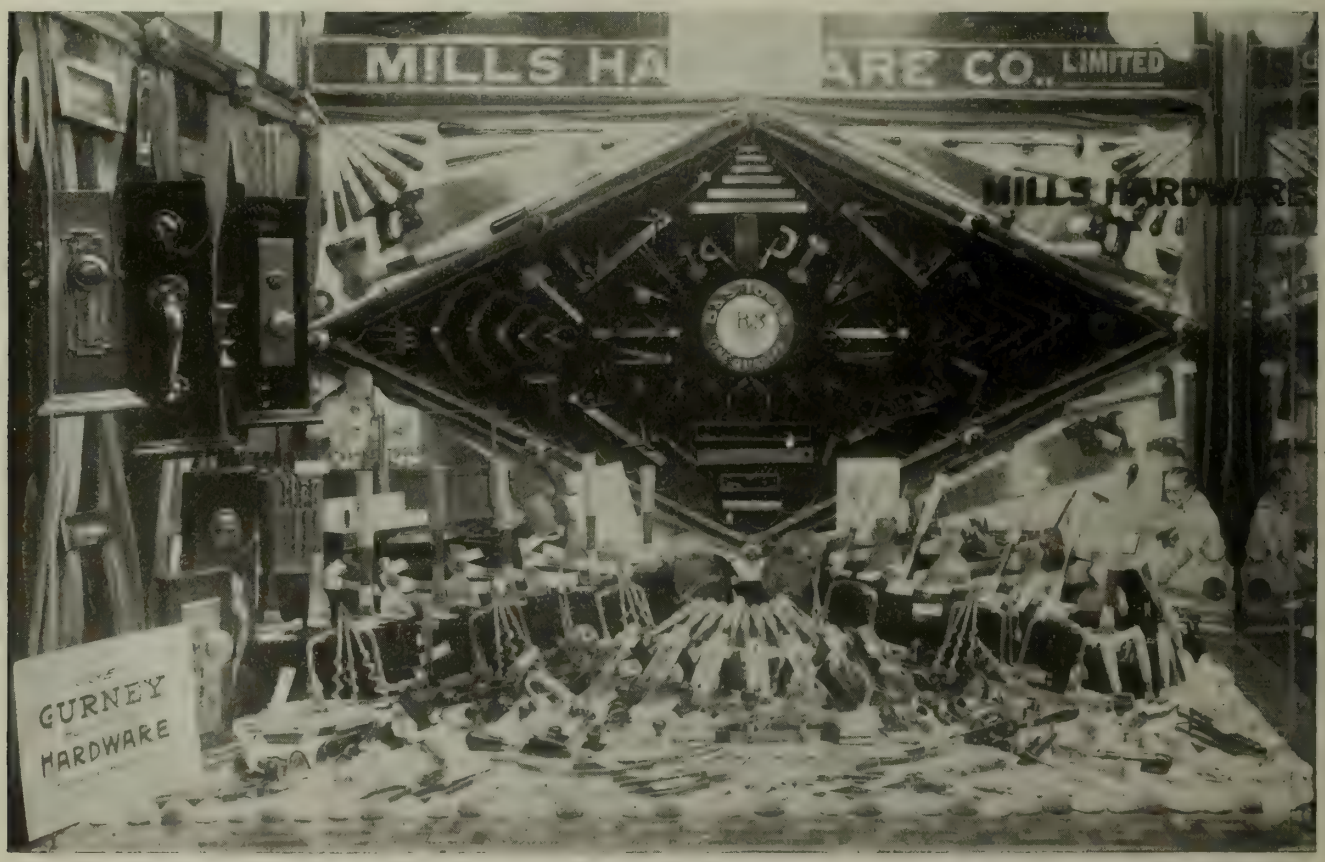
There is one form of publicity, however, that is generally looked upon, by all merchants whether located in the largest city or the small hamlet, as an effective sale creator and that is the show window.

For a number of years Hardware and Metal has been advocating that hardwaremen pay more attention to their window displays. There has been an improvement in the quality of displays, in fact there has been a vast improvement during recent years. A prominent Montreal wholesale hardware merchant recently stated that there had been more progress made in hardware window trimming during recent years than in almost any other line of business. He is, no doubt, correct in his assertion, for the window displays of the retail hardwaremen are now on a high plane and are constantly improving. Many of the most modern store fronts are found in hardware stores. There are, of course, a few merchants who have not yet taken full advantage of the opportunities for sales, afforded through the medium of the show window. These merchants are in the minority and the number is rapidly growing smaller.

In the present spring campaign the show windows should perform an important mission in placing before the public the many lines of spring goods which the retail hardware merchants have to offer. There are so many lines to be shown. The merchant could change his window displays every week during this season of the year without repeating displays of similar kinds of goods. Just think of the splendid displays that can be made with such lines as paint, garden tools, building materials, fencing, housecleaning supplies, household mops and dusters, builders' hardware, tools, paperhangers' tools, paint brushes, dairy supplies, garbage cans, roofing and building paper, and hundreds of other lines of goods sold during the spring season. Just think of the many sales you can make during the spring by simply placing your wares before the eyes of the public. Do not forget to use show cards and price cards, they are the lubricant of a store and they cause the goods to glide easily away and at the same time put profits in the pockets of the merchant.

An Excellent Tool Display.

One of the accompanying illustrations shows an excellent display of tools arranged by Fred Mills for the Mills Hardware Co., Hamilton. This display will create sales during all seasons of the year, and is always seasonable. Great



Excellent Display of Tools and Builders' Hardw are by Fred J. Mills, with Mills Hardware Co., Hamilton, Ont.

care has been taken in arranging the tools, and a neat price ticket on each article adds greatly to the value of the display. The background has been carefully arranged, the incandescent lights shown are used for lighting-up the display at night.

The end background is used for featuring builders' hardware, door bells, letter box plates, escutcheons, etc., being shown. A number of mounted lock sets including store door, front and inside sets are featured. The border of red, white and blue carpenters' chalk is also a novel feature.

The other illustrations shows a sectional view of a store display arranged by Edwin Keyes for the Soo Hardware Co., Ltd., Sault Ste. Marie. In the display was shown a number of stoves of various styles. The novel feature was an automobile constructed principally of stove parts. The wheels were made of stove pipe elbows, with spokes represented by spoons. A warming closet was used to form the seat. Other articles used, and shown in the illustration are bake pans, stove board, oven, cake tin, blanc mange moulds, cross-cut saw, wash boilers, vacuum washer, pot cover, stove shaker, fire shovel, etc.

The figure representing a person driving the auto added greatly to the novelty of the display.

A THOUSAND MILES OF WEALTH.

(Continued from page 55.)

The experiment initiated by Mr. Oliver of bringing reindeer from Labrador into the Mackenzie district has not been attended with success, as it has in Alaska, due to the fact that it has been found to be impossible to herd these animals in the summer time, owing to their habit of stampeding before the pest of flies.

Horses, however, are being employed at Fort Smith, and there is no reason to doubt but that this question of winter transport will be solved, without much difficulty, by improving the breed of transport dog, and by establishing a class of horses inured to the northern country.

In conclusion it may be stated that the far North holds within its limits untold resources of wealth which in due time will help to swell the already vast riches of the Dominion, and that this great area, instead of being regarded as being unproductive, will rank with the older parts of the Dominion in natural resources and produce.

TRADE WITH PORTUGAL.

Hardware and Metal is in receipt of the following letter from the Consul for Portugal:—

March 10, 1914.

I am in receipt of a letter from the Commercial Association of Lisbon, Portugal, which reads as follows:—

"Being desirous of enlarging our commercial business, especially the foreign one, the directors of the association have approved of the installation of a room for catalogues of the most important commercial houses in the world, in order to have our business men acquainted with prices of all articles in the world's market, and for the above reason we ask you to be kind enough to invite by the most practical means the commercial houses of your district that export their products to present their catalogues to the association.

"Any such catalogues should be addressed to the Associacao Commercial de Lisboa, Lisbon, Portugal."

Perhaps you will be good enough to acquaint the readers of your various technical papers with the desire of the Lisbon Commercial Association to receive catalogues, the receipt of which may result in export trade for Canadian manufacturers.

Yours truly,
Consul for Portugal.

MEETING EASTER MONDAY.

A meeting of the Executives of the Ontario Retail Hardware and Stove Dealers' Association and of the Canadian Hardware Manufacturers' Exhibitors' Association will be held at the Queen's Hotel, Toronto, on Easter Monday, April 13.

Benjamin Moore & Co.

Benjamin Moore & Co., Ltd., Toronto, have issued price list "D" for dealers. The list, consisting of 40 pages, is attractively gotten up, and illustrations in colors are shown of many of the firm's products. Copies will be mailed on request.



Auto constructed of stove parts, by Edwin Keep, with Soo Hardware Co., Sault Ste. Marie, Ont.

Current News of the Hardware Trade

Western Canada Notes.

R. E. Moore, of Cudworth, Sask., has been in Winnipeg buying for the spring.

Wright & Jickling, East End, Sask., west of Shaunavon, Sask., are a new concern just opening up.

F. C. Hesketh has started business at Cupar, Sask. Mr. Hesketh for some time has been employed by Meldrum, Ellis, & Shepherd, Cupar.

C. H. Trelford, who has been traveling for McClary's, Ltd., of Yorkton, Sask., for the past two years, is going into business for himself at Toronto.

Harry Pringle, the G. F. Stephens & Co.'s Saskatoon representative, is spending a vacation at Toronto and at Cobourg, Ont., where his home is.

N. D. Storey, of Empress, Sask., late of Indian Head, was in Winnipeg last week. Mr. Storey's old friends will be glad to hear that he is doing well in Empress.

C. E. Morris, Southern Alberta representative of Wood, Vallance, Ltd., Winnipeg, was married on March 19 to Miss Bessie Maguire, of Calgary, Alta. His headquarters are at Lethbridge.

Norman McGrattan, who until recently had a hardware store at Kandahar, Sask., has joined the traveling staff of the Miller-Morse Hardware Co., Winnipeg, and will represent them in Southeastern Saskatchewan.

Among new hardware firms in the West is A. W. Shaw & Co., Riverside, Sask. Mr. Shaw was formerly manager of the Rogers Lumber Co., Morse, Sask., where he won a gold watch last year for the best line yard.

Another new firm is Scott & Saunderson, Dormeny, Sask. Mr. Saunderson is a young man who for a number of years has been head clerk for A. Kennemann, Kindersley, Sask. He is an experienced hardwareman in every way, and was formerly with A. S. Worthen, Zealandia, Sask.

W. A. Wood, president of the Wood, Vallance, Ltd., Hamilton, has been visiting all the branch houses in the West, including Winnipeg, Calgary, Nelson and Vancouver. He was in Winnipeg on Monday on his way back. On the trip out West he was accompanied by David Wood, secretary of Wood, Vallance, Ltd., Winnipeg.

Fire Losses.

Halifax, N.S.—Fire did damage to the office of the Sherwin-Williams Co., of Canada, Ltd., 133 Upper Water Street.

New Firms.

Zelma, Sask.—F. D. Kettles has opened a hardware store.

Cadillac, Sask. — The McGillvary Hardware Co. has started business.

Drumkeller, Alta.—The Lougheed Hardware Co. has commenced business.

Melfort, Sask.—S. Smart will open a new hardware store in the Smart block.

East End, Sask. — McPherson & Youngher have started a hardware business.

Humboldt, Sask.—The Geo. P. Kenney Hardware Co. will open a store here shortly.

Humboldt, Sask.—It is reported that the Pioneer Plumbing and Heating Co. will open a store here shortly.

St. Thomas, Ont.—The St. Thomas Electric Mfg. Co., makers of instantaneous electrical water heaters and electrical appliances have commenced operations.

Personal Notes.

F. W. Moore has been appointed manager of the Garlock Packing Co., Montreal branch.

L. Privat, hardware merchant, Williamsford, Ont., was a business visitor in Toronto last week.

W. C. Anthony, hardware merchant, Georgetown, Ont., was a business visitor in Toronto last week.

F. M. Osborne, of Samuel Osborne & Co., Ltd., Clyde Steel Works, Sheffield, Eng., has just completed a trip through Eastern Canada.

J. M. Gunn, purchasing agent, McClary Manufacturing Co., London, Ont., is at present on an eight weeks' trip to England and Germany.

J. B. Gilmour, of the Winnipeg staff of McClary Manufacturing Co., has returned to London, where he will be associated with the home office.

H. D. Johnson, late with the Canadian British Insulated Cable Co., has joined the staff of the Eugene F. Phillips Electrical Works, Ltd., Montreal, as assistant contracting manager.

Business Changes.

Woodstock, Ont.—J. F. Smiley has sold his Ayr business to Roy Lashbrook.

Ontario Incorporations.

The Brantford Computing Scale Co. capitalized at $150,000, head office, Brantford, Ont., to manufacture and deal in scales, hardware, brass, iron, steel and wood specialties, etc. Incorporators: A. L. McPherson, J. L. Howard, F. H. Gott, H. B. Hawkins, F. E. Hicks.

Dominion Lock Co., Ltd., capitalized at $100,000, head office, Toronto, to manufacture and deal in locks, keys and receptacles and structures to which the same may be applied. Incorporators: A. C. Collins, J. J. Williams, J. King, C. R. Morrison, W. M. Gale, E. A. Christolph.

Industrial Notes.

Kerrobert, Sask.—The Grand View Iron Works of Vancouver, is contemplating erecting a plant here.

Kingsville, Ont.—The Dominion Stove Co. will erect a new factory. J. C. Pennington, architect, Windsor, Ont., is preparing plans.

Kenora, Ont.—The Vapo Stove Co. has commenced the manufacture of Vapo oil-gas burners for use in ordinary kitchen stoves. R. J. Cox is the inventor.

Miller-Morse Convention.

The spring convention of the Miller-Morse Hardware Co., Winnipeg, begins on Monday, April 6, in the head office. Opening addresses will be delivered by L. A. Blackwood, general manager, followed by J. J. Corbett, credit manager; J. M. Lynch, buyer, and L. C. Marr, sales manager. Following that, the company, which will include 35 to 40 members of the sales staff, will adjourn to the front steps, where a photograph will be taken. The general meeting will commence in the afternoon, followed by a theatre party at night. Tuesday will be devoted to business, and on Wednesday night there will be a banquet in one of the city hotels.

British Columbia Incorporations.

The Kitsilano Hardware Co., Ltd., capitalized at $15,000, head office, Vancouver, B.C.

Murrin Hardware Co., Ltd., capitalized at $15,000, chief place of business Enderby, B.C.

Orr Bros., steamfitters, sanitary engineers, etc., capitalized at $50,000, head office, Vancouver, B.C.

The Sani-Strainer Co., Ltd., capitalized at $9,000, head office, Vancouver, to manufacture and deal in sinks, sink strainers, etc.

Canadian Distributors Co., Ltd., capitalized at $50,000, head office Vancouver, B.C., to manufacture and deal in a mixture used for plugging punctures in pneumatic tires, etc.

British Columbia Items.

J. D. Williams has opened a hardware and grocery store in Vancouver at 2321 Broadway East.

The Kirrisdale Hardware Company shows progressivenes in the starting of a little house organ, entitled "The Live Wire."

Thomas G. Lee and A. McCullough, have opened a general store at Alexia Creek under the firm name of Lee & McCullough.

Mr. Lloyd, of the logging and lumbering department of McLennan, McFeely & Co., was recently operated on for appendicitis.

It looks as if business was fairly good in New Westminster, as James & McClughan have added another auto delivery to their equipment.

The business owned by G. E. McBride & Company, corner 16th avenue and Main street, Vancouver, has been purchased by T. R. Morrison.

Roy Wheeler and J. Worwick, old employees of the Enderby Trading Company, have been taken into partnership, and the firm is now known as the Enderby Supply Company.

A fine assortment of hardware has been installed by J. L. Ruttan in his new store at Fort Fraser. Mr. Ruttan operates a sawmill in that new town in the northern interior.

The Kitsilano Hardware Company, 4th avenue, Vancouver, are enlarging their premises by taking in the adjoining store. This will give them a frontage of fifty feet, which will be advantageous for display purposes.

One of the most up-to-date hardware stores is that maintained by the Britannia Mining & Smelting Company at Britannia Beach. Their large general store there is the best of its kind in the province.

The business of the Fulton Hardware Company, Enderby, has been taken over by G. H. Murrin, formerly manager of the hardware department for W. R. Megaw, Vernon. A. Fulton, who was president of the purchased concern, is retiring from the hardware business and will devote his time to his already established plumbing and heating business at Salmon Arm.

With artificial ice rinks at Vancouver and New Westminster, hockey is extensively played, and the hardware boys have had teams in the arenas in both cities. Trapp & Co.'s Tigers won the honors in the New Westminster Hardware Hockey League and forthwith challenged the Mc. & Mc. team of Vancouver. The latter journeyed to the Royal City and pulled down a victory, the score being 8 to 2.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of April 7, 1894:—

"A four-wheeled wagon, with motive power, supplied by a benzine engine, has been satisfactorily tested in Germany. It is intended to carry passengers through city streets or country roads, and can be run at the rate of ½ cent a mile. The wagon and engine can be made for $500. The speed is as high as fifteen miles per hour."

Editor's Note.—This was no doubt one of the forerunners of the modern auto. The benzine buggy of twenty years ago was not capable of exceeding the speed limit.

* * *

"The hardware firm of White & Fisher, Tweed, has been dissolved. Chas. J. White and Wilson Gordon have formed a partnership."

By the courtesy of Wm. P. Walter's Sons, dealers in hardware, etc., 1233 Market street, Philadelphia; we are permitted to reproduce a circular dated April 9, 1849, of cut nails manufactured by Reeves Buck & Co., now the Cumberland Nail & Iron Co. It will certainly be of special interest in these days of low prices.

Philadelphia, April 9, 1849.

From this date the price of our nails will be as follows:

Edge Grip.

Cumberland extra quality, per lb...4¼c.
Cohansey, per lb.....4c.

Flat Grip.

Bridgeton, per lb.. .....4c.
3d. nails, one cent per lb. additional.
Fine 3d. per lb... .....6¾c.

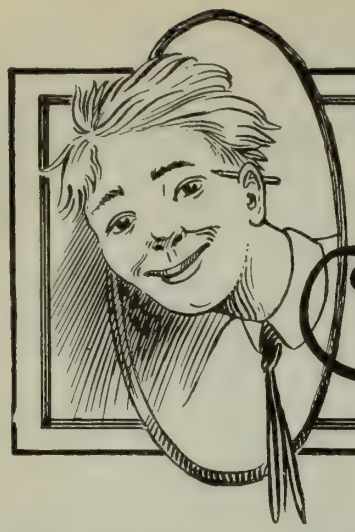
Six months' credit or 10 per cent. off for cash to the hardware trade. Payable every week on demand.

New Industry for London.

The latest manufacturing company to locate in London is the Eureka Specialty Co., that has been formed for the manufacture of Klenzo-O mops. R. H. Cullis and A. E. Davis are the principals in the new concern.



Miller-Morse Hardware Co., Ltd., Bonspiel. Winning Rink:—Back, H. Kellett, J. J. Corbett; Front, Edmund Wildgoose, W. M. Irwin, skip.



THE JUNIOR CLERK'S PAGE

THE OPINIONS OF A CLERK.

AN observant hardware clerk was discussing trade conditions with a representative of Hardware and Metal the other day, and drew attention to the unwise policy of some dealers in having several prices for goods. He argued that it would be better to have the lowest cash price fixed, and insist on the clerks standing by it. The other system tended to make the public think they were being deceived, and to send their money elsewhere. Enlarging on this, he cited a case of an axe, which with overhead expenses cost in the neighborhood of $1.35, and would be retailed at $1.50. In some stores a clerk, being offered $1.30 for such an axe would accept it, not understanding the meaning of overhead expenses. To avoid this, the article should be figured, and one price asked.

The same clerk told of a certain store where a group of customers might be seen any day waiting for one of the clerks to finish serving a customer, while other clerks were standing around doing nothing. He averred that they were simply waiting for this one clerk because they knew they could make a better bargain with him than with other clerks.

He deprecated the system of giving prizes to clerks, saying that a clerk who was not good enough to do his best without a bait was not fit to be behind the counter. It was a good idea, he said, to give each clerk a certain department, to give one stoves to look after, another carpenters' tools, another washing machines, and yet not to be confined to that one line. With such an arrangement, the proprietor when buying could confer with the man in charge of that department, and know in a minute how it stood.

"MISTER CUSTOMER."

By J. R. Vallillee.

Poor fellow! He foots the bill. The new oil storage plant, the salary raises, the new stove trucks, even the boss's new car for spring—they're all ON HIM. He never kicks about it. His money rolls in to the cash register day in and day out. Perhaps you don't know much about him—many clerks and some proprietors haven't met him yet.

He's an interesting study just the same, and his intimate acquaintance is worth while. He keeps a cow and some hens, and his little yard requires the usual hardware equipment. His sister's going to be married next spring, and he'll be on the warpath for a set of carvers at five dollars or so. His only sister. Yes, he shaves himself, but he's tired of it. His brother's persuaded him to buy a safety razor from A. Wideawake, Hardware Merchant, who often sells them to people he knows. The city is putting down sidewalks along his street, and the old fence has to go. Mrs. Customer has her eye on one. It's made of wire, painted white, with scallops at the top. She's a catalogue fiend, and you know how a book full of pictures and prices appeal to a woman. Of course a personal letter with a drawstring to it from a home firm would get the order. Either the letter itself or the personal touch is lacking, however, or perhaps the draw string is too weak to pull a hundred and forty-pounds of bargain-seeking femininty to the home counter.

Mister and Mrs. Customer are in our midst. Meet them. Next time he drops in at the quiet hour to wait for someone or to toast his shins over the hot air register, don't go back to the desk at once. Put the "Sporting Page" aside till another time. Mister Customer will thaw out gradually. Lead him gently on to discuss town affairs and eventually his own. Tell him about your spring campaign and its benefits to your friends. Include him in that list in a quiet way, and the thing is done.

Keep off that chair behind the back counter if you have to sow it with twelve-ounce carpet tacks, business end up. Armchair hardwaremen are all in the cemetery or the discard. Modern merchandising is hard on sole leather, and easy on—chairs.

MOOSE JAW CONVENTION REPORT

(Continued from page 46.)

however, try to do anything which will militate against the best interest of the customer. I do not believe in arranging prices. I will not cut prices, but I will not arrange them."

Mr. Bole, before sitting down, spoke enthusiastically of the help rendered by the past executive. Especially he wanted to thank Mr. Hutchinson, of Saskatoon. The practical assistance Mr. Hutchinson had rendered was later shown when it was told that he had guaranteed the account of the young and then struggling organization.

In his report as secretary F. E. Raymond told of the advance made already. There are now in Saskatchewan 70 branches of the association, and 1,500 members.

Equally gratifying was the report of Treasurer Hutchinson, who announced that the organization has come through its first year with a creditable balance of nearly three hundred dollars to its credit.

Little time was occupied with the election of officers, George Maybee, president of the Moose Jaw branch of the association being the unanimous choice of the delegates for the post of president of the provincial organization. W. W. Cooper, of Swift Current, whose attendance this year was prevented through bereavement in the family was chosen first vice-president. J. W. McLean, of Kamsack, was appointed second vice-president, and J. L. S. Hutchinson, Saskatoon, re-elected treasurer.

Saskatoon was decided upon as the place for next year's meeting. Swift Current, too, had invited the convention, but it was felt the gathering should in 1915 be somewhat further north.

New Goods Offered Canadian Hardwaremen

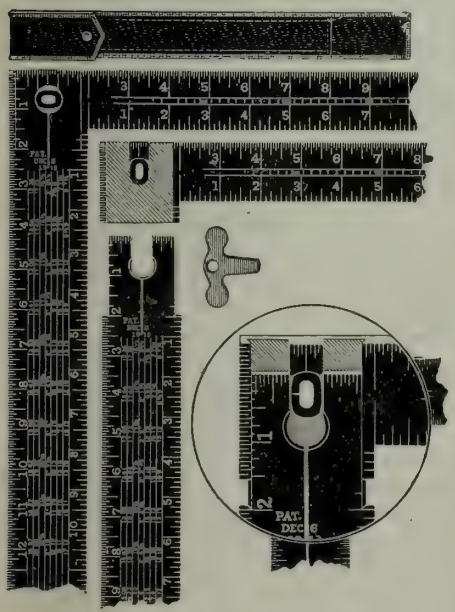
NICHOLLS EXPANSION FIT TAKE DOWN SQUARE.

Nicholls Mfg. Co., Ottumwa, Iowa, are offering the trade their new expansion fit take down square. The manufacturers claim that the new squares are so constructed as to assure accuracy, and at the same time take up the wear which comes in taking squares apart and putting them together again. They are constructed with bearings accurately machined, so as to bring the square absolutely true when cam is turned so as to expand the end of body in milled portion of tongue.

These squares are hand fit, thus making a perfect joint, and taking this in connection with the expansion which comes when cam is turned.

It is claimed that it has been tested out, and that the joint could wear one-thirty-second in taking the square apart and putting together, and still the cam would expand the end of body, and take up the wear, and square would still be rigid and solid at joint.

The manufacturer has inserted an oblong hole in cam; this enables the square to be taken apart or put together by using screw-driver, nail, end of file or any blunt instrument usually carried by the carpenter.



Nicholls' Take Down Square.

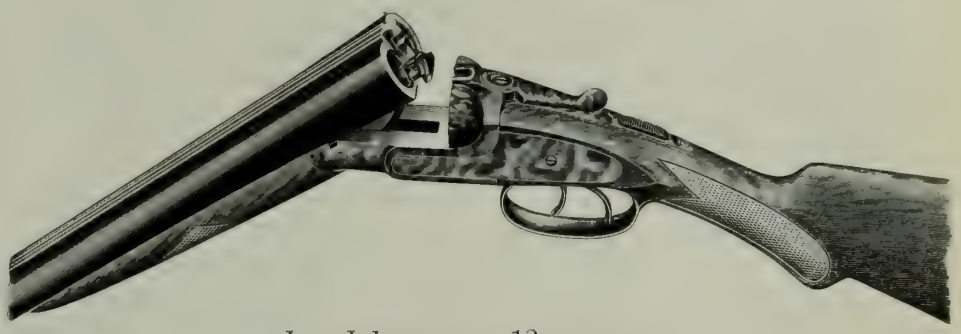
The cam is constructed with beveled head so as to hold end of body down when square is locked.

The squares are manufactured with the Nicholls' framing rule, giving lengths and cuts of all rafters for sixteen different pitches of roof. This is the No. 500-R. It has the same markings as the No. 100-R. The No. 500-A has the octagon roof framing rule on one side, and the regular roof framing rule on the other.

NEW IVER JOHNSON GUN.

Iver Johnson's Arms and Cycle Works of Fitchburg, Mass., announce to the trade the completion of a new 12-gauge hammerless double-barrel shotgun.

The breech sleeve and lug are one solid drop-forged piece, into which the barrels are tin brazed. This construction is said to preserve the alignment of the barrels, overcoming any tendency to "spread."



Iver Johnson new 12-gauge guns.

The side plates are easily detachable, giving immediate access to the mechanism when it becomes necessary to clean and oil the gun. Among the features is a safety attachment it is claimed automatically assumes a position of safety every time the breech opens. The single-locking bolt is controlled by a top lever, and is claimed to be unusually efficient.

Stock and fore end are of the best American walnut, finely checkered. The gun is claimed to be highly finished throughout.

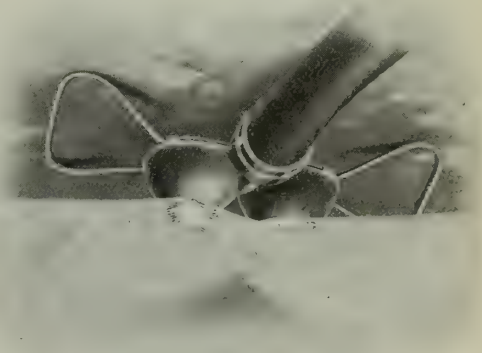
HOOK FOR MEASURING TAPES.

This hook, when attached to the first end of a steel measuring tape enables one person to take long as well as short measurements readily, while ordinarily two people are required; one at each end of the tape.

This is a new article just put out by the Lufkin Rule Co. of Canada, Ltd. It is a substantial nickel-plated hook with serrated face as per cut, and is designed so that it can be instantly attached to the first end of ¼ in. or ⅜ in. wide steel tapes. The hook grips the end of the article to be measured, and is so constructed that when attached to the first end of any regular tape measuring from the end of the ring, the zero point falls exactly at the inside of the hook so that measurements obtained are accurate. The hook can be as readily detached from as attached to tapes, in no way interfering with the use of the tape in the regular manner.

JEWEL DUPLEX SPRINKLER.

The Jewel-Duplex brass sprinkler here illustrated is being offered to the Canadian trade by Henderson & Richardson, Montreal. The sprinkler is made of brass and is claimed to give a low down, cactus-like spray, 20 feet in diameter. It is said to be economical in the use of water and not affected by wind. The pressure of water causes it to hug the ground.



No. 3—Jewel Duplex Sprinkler.

Obituary.

The death is reported of W. J. S. Stinson, of W. J. Stinson & Son, general store and hardware, Austin, Man.

The death has been announced of Louis Levy, of the Imperial Waste & Metal Co.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Hardware jobbers are very busy shipping orders booked for April 1 delivery. Paint manufacturers and jobbers are also busy, and optimistic. The metal markets are still quiet, although a feeling of optimism prevails, and there is a slight improvement in the size of orders. Business during March was good and will, no doubt, compare favorably with the corresponding month of last year. Collections are improving, and the business situation appears to be improving. Toronto reports declines in quotations on nails, tin, lead, benzine, gasoline, and cheap inside lock sets. Advances have taken place in Toronto in linseed oil and copper. The "Clean-up and Paint-up" campaign is going to help stimulate Spring business to a great extent.

MONTREAL.

MONTREAL, April 1.—Business during the past week has picked up a bit and there is a very good feeling in all lines. The month of March which has just come to a close has been a profitable one in the trade here. All concerns report that their business for the month of March will show an increase over the same period of one year ago. This speaks well for the trade all through, as there is not the same amount of business going on at present in this city as there was during the corresponding period of last year.

Building will be carried on this year on a fairly large scale, but all contracts will be small. The number of office and warehouse buidings which have been erected during the past two years in Montreal will more than take care of the wants of this city for some time to come. At present there is quite a lot of space available in the towntown districts because this particular branch of the building trade has been overdone. There will, however, be quite a lot of houses erected this season and no doubt these will take care of the usual amount of builders' hardware. It must be said that there has been quite a demand for this hardware during the past week and the amount of business passing at present is showing an increase over previous weeks.

Maple Tools.

The maple industry is practically in full sway at the present time although the weather is not yet what people desire. The demand for all goods used in this industry is at its best just now and this last week has seen some pretty fair shipments going forward.

Driving Tools.

The demand keeps up for driving tools of all descriptions. Cant hooks, coil chain, boot calks, etc., are in great demand and shipments are going forward daily to all sections of the country. The rivers and lakes will soon be ready for the driving and lumbermen seem to be preparing for this now in order to get busy as soon as possible. It is claimed that the amount of lumber cut this year exceeds all previous records. This market ought to be kept busy for some time to come.

Housecleaning Goods.

There has been a terrific movement during the past week in all goods used in housecleaning. The dustless mop is playing quite an important part in this year's business.

Brushes.

Although the demand for brushes has not dropped to any great extent there is not the same amount of business passing this week as last; there is, however, a great volume of business still passing in this line. The market remains quite firm and indications would lead one to believe that an increase would not be greeted with any great surprise by the jobbing trade. The price of rice root is still quite firm and as the supply has been affected by the Mexican situation there is little hope for any immediate relief.

Summer Goods.

There is quite a lot of shipping going on at present in summer goods, such as hose, lawn mowers, lawn tools, refrigerators, ice cream freezers, etc. There is a better feeling all through the country at the present time than was anticipated by the local trade at such an early date.

Enamelware.

This market is still quiet and not much business is passing at present, although there are some shipments being made.

Roofing.

There still is considerable business passing in this market and apparently the dealers throughout the country are expecting a heavy demand from all centres. The business passing at present would lead one to believe that the demand in the country has already started as there is considerable roofing being shipped.

Metal Markets.

In the metal market this week there is very little to report. The amount of business passing at the present time has been such that the market remains quite weak in all lines. There is little or no improvement in the demand and the business passing at present is only considered fair.

Tin.

Locally, quotations are unchanged from one week ago when we quoted 44 to 44½ cents per pound with open prices for quantity lots. Business is quiet and the market is dull.

Spelter.

There is no change in the situation here and last week's quotation of $6.00 to $6.25 still holds. The market is considered to be easy at these figures.

Lead.

The situation here is unchanged from one week ago and the quotation of $5.25 to $5.50 which we gave then is still in effect. The London market has been quite erratic lately and some are of the opinion that it would affect the local market, but as the U.S. markets have been quite steady there has been no change. The feeling here is unchanged from last week. Business passing at present does not show any increase over last week and is limited.

Copper.

Nothing has happened during the week in this market and the quotations given of $16.50 still remain. There is, of

course, always a certain amount of copper passing at all times of the year, but apart from this, there is nothing else doing and business is said to be quiet.

Antimony.

This market is quite the same as last week, when we reported it as being easy with $9.00 still quoted. The amount of business passing at present is no more than seasonable.

Iron.

This market, too, is very quiet, and there is practically nothing doing outside a few small orders regularly. The quotation of $19.00 per 100 pounds still remains in an easy market.

TORONTO.

TORONTO, April 2.—The advent of April 1, has caused considerable activity in the shipping departments of many of the local jobbing houses and in all probability there will be a general rush for the next ten days. Large numbers of booked orders which were dated for Apr. 1. delivery are now being sent out and booking has been very good.

While business is brisk at present and prospects are bright for a large volume of spring trade, it is hard to predict whether or not the briskness will continue throughout the month. In the metal markets a better feeling exists, although the amount of business passing is not large. An improvement in the size of orders is noticeable and no doubt conditions will continue to improve.

Quite a number of price changes have taken place, the majority being declines.

The Metal Market.

The general situation is unchanged, although orders now being received are for larger quantities than for some time past. Lead and tin have declined in price, copper has advanced slightly and other metals remain unchanged. The advent of spring gave rise to a slight feeling of optimism, and although the general situation is not altered much, it is expected that there will be a steady improvement in conditions.

Tin Declines ½c. lb.

The tin market has been showing weakness during the past week and local quotations have declined ½ cent. per pound, making ruling prices range from 41c. to 43c. per lb. The local demand is fair.

Decline in Lead.

Quotations in pig lead are down ¼ cent per pound, and the market is easy at present. Local quotations range from $5.10 to $5.50 according to quantity purchased. Commenting on the lead situation in the American Metal Market says:

The Trust announced another reduction in the price of lead of $2 a ton to the basis of $3.80 delivered New York, with the usual differentials for deliveries at other cities.

Again the reduction is attributed to the decline in the price abroad and the endeavor of the Trust to keep our market low enough to permit exports. But if London is declining because America is selling lead in Europe, and if we are declining because London is declining, the markets would seem to have entered on a sort of endless chain, and there is no telling where the prices will go.

NEW GAME REGULATIONS

Ontario Retail Hardware Merchants will be particularly interested in the notice which has just been given of the following amendments of the Ontario Game and Fisheries Act:

His Majesty, by and with the advice and consent of the Legislative Assembly of the Province of Ontario, enacts as follows:—

1. Section 14 of The Ontario Game and Fisheries Act is amended by adding thereto the following subsection:—

(4) No person shall take or kill more than one hundred wild ducks in any one year.

2. The Ontario Game and Fisheries Act is amended by adding thereto the following section:—

40a. No person shall sell or offer for sale, or purchase, or enter into any agreement to sell or purchase any wild duck at any time, and no person shall ship or cause to be shipped by any means of transportation any wild duck to be sold either within or without this Province.

The reports from the lead consuming industries are no more unsatisfactory than those received from other metal industries, in fact we are informed that the white lead trade is quite active and more than 40 per cent. of the total consumption is used for white lead purposes. We would be surprised if the consumption of lead shows any greater falling off than copper, spelter or aluminum. The Trust, however, seem to have made up their minds not to accumulate stocks and if they cannot sell their output either here or abroad they will eventually force a substantial curtailment of the output by making the price unprofitable to the ore producers.

Copper Firmer.

The copper market is showing firmness although business is dull. Local quotations have advanced 10 cents per 100 lbs. Pig iron remains unchanged although a much better feeling exists. Spelter remains quiet and unchanged. Following prices are being quoted on other metals, ingot aluminum 99 per cent. pure; wire solder, 25c to 27c per lb.; ingot brass red, 14c to 16c lb; ingot brass yellow, 13c to 15c lb.; electrotypers solder, 30c lb.; wiping solder, 25c to 27c lb.; pattern aluminum, 23c to 24c lb.; brazing metal, 26c lb.

Decline in Nails.

Wire nail quotations have dropped 5 cents per keg, and the ruling price in Toronto is now 2.10 base. Competition is keen at present and price-cutting is still much in evidence. It is reported that within the last few weeks some quotations have been as low as 2.00 base. It is hard to say what will happen in the nail market but developments are expected shortly.

Decline in Lock Sets.

Inside lock sets composed of mortise lock, with metal knobs and escutcheons which have for some time past been selling from $4.35 to $4.50 per dozen sets, are now offered at $3.75 per dozen sets which is considered a very low price. This is the set which retails at 45c and 50 cents.

Stoves, Furnaces, etc.

Conditions in Ontario appear to be fairly good. The demand for gas ranges, plates, etc., is increasing. With the approach of warmer weather the demand for summer stoves, including oil, gasoline and gas stoves, will become more pronounced. Collections are improving at a very satisfactory rate.

Plumbing Goods.

Business in plumbing goods is rather quiet at the present time, and buying appears to be only for immediate needs. Some large contracts are under way, and this helps to stimulate the demand in some localities. Collections are reported fair.

Washing Machines, Wringers, etc.

With the approach of the spring cleaning season there appears to be a slightly better demand for washing machines, wringers, etc.

Wringers are quoted at 20 per cent. off the list prices now in effect. Washing machines are still quoted at 20 per cent. off. Mangles, with three rolls 5 in. x 24 in., hinged table board, stand with caster wheels attached, are quoted at

$14.25 each. Table mangles, with iron frame and two rollers, are quoted at $6.60 each.

WINNIPEG.

WINNIPEG, March 30. — The amount of business being done by wholesale houses here varies considerably. Some houses report twenty-five per cent. less business than last year. Others report this March as good a month as last year. The Miller-Morse Hardware Co. report that March this year is the best March they have ever known. They have a hopeful feeling, and say their collections are fully as good as they were a year ago. Orders, too, are coming in fair. The demand is still heavy for spring hardware lines, especially for wire products, such as poultry netting, barbed wire, nails, etc.

The general feeling is that there will be no boom this year, but that business will just improve gradually. One firm reports collections rather slow, and gives as the reason that many hardware firms in the country are doing their best to adopt cash systems, which is rather hard on them for the time, but will be best in the long run. They were bothered by the recent slack period, and had trouble with their own collections from the farmers last fall.

There is a demand this spring for cheaper lines of ranges. Good or bad times seems to have an effect on the price of goods in demand in these lines. Stove dealers report business fair, and prospects good.

CANADA'S TOTAL TRADE EXCEEDS A BILLION.

Ottawa, April 1.—Although final figures giving the trade of Canada for the fiscal year just ended will not be available for some two or three weeks yet, the indications are, from the returns now in, that the total trade for the twelve months will be in the neighborhood of $1,145,000,000, an increase of about $60,000,000 as compared with the preceding and fiscal year. Imports will show a decrease of something over $30,000,000, while exports will, it is expected, show an increase of nearly $90,000,000. Although the total trade for the year will show a substantial increase, this increase is almost entirely due to the first half of the year, and does not compare favorably with an increase in trade amounting to over $210,000,000 during 1912-1913, as compared with 1911-1912.

Falling-off in Latter Part.

During the last few months of the present fiscal year there has been a very marked falling-off both in imports and exports. Figures for February showed a decrease of $14,401,754, or over 25 per cent., in imports, as compared with February of last year, while exports decreased $2,304,080, or about 10 per cent. The March figures are not expected to show much improvement, and the total trade for the month will probably be some $15,000,000 behind the trade of the preceding March.

The Customs revenue for the year will show a decrease of approximately $6,000,000, as compared with the preceding fiscal year.

CANADIAN PIG IRON PRODUCTION.

The production of pig iron in Canada in 1913, including ferro-silicon, ferro-titanium, and ferro-phosphorus, amounted to 1,015,118 gross tons, against 912,878 tons in 1912, an increase of 102,240 tons, or nearly 11.2 per cent. The production in 1913 was much the largest in the history of the Dominion. For the first time the output exceeded 1,000,000 tons. Of the total, 986,848 tons were made with coke and 28,270 tons with charcoal, coke and electricity, etc., against 886,506 tons made with coke and 26,372 tons made with charcoal, coke and electricity, etc., in 1912.

HARDWARE LETTER BOX



Nickel Plating Machines.

Claxton Bros., Grenfell, Sask.—"Will you kindly let us have names of firms handling or manufacturing nickel plating machines?" Canadian Hanson & Van Winkle Co., Toronto, Ont.—Ed.

* * *

Cadillac Toaster and Stove.

Manufacturer, Toronto.—"Please advise us what firm makes the Cadillac Combination Electric Toaster and Stove?" Cadillac Electric Company, Cadillac, Mich.—Ed.

* * *

Cabinet Makers' Supplies.

H. R. Seager, Radisson, Sask.—"Kindly let me have names of firms in Canada handling Cabinet Makers' and Upholsterers' supplies?" Geo. H. Hees & Sons, Toronto, handle part of this line. Jas. Walker, Montreal; Vokes Hardware Co., Toronto, also handle.—Ed.

* * *

Pease Patent Pulley.

E. H. C., Clarence St., Amherst, N.S. "Can you advise me who manufactures the Pease Patent Pulley?" Can any of our readers give this information?—Ed.

Spark Guards.

F. R. Murray Co., Ltd., Vancouver, B.C. "Please give address of firm making square spark guards?" Canada Wire & Iron Goods Co., Hamilton, Ont. —Ed.

Catalogues and Booklets

Fernald Quick Sellers.

Fernald Mfg. Co., North East, Pa., have just issued a very attractive 64-page catalogue featuring their line of Fernald Quick Sellers including anti-rattlers, safety couplings, quick shifts, clip ties, trace holders, whip sockets, pole ends, wagon jacks, folding seats, chairs and other small belongings of a buggy. A line of builders' hardware specialties is also shown. Copies will be mailed to the trade on request.

Stamped and Enameled Ware.

Stamped and Enameled Ware, Ltd., Hespeler, Ont., have issued an illustrated price list featuring the lines of white, Austria blue and crystal enameled ware now being manufactured by the company. The price list is intended to give a general idea of the designs, finishes, etc., of the company's products until a regular catalogue is ready for distribution.

Chemico 1914 Catalogue.

The County Chemical Co., Ltd., Checico Works, Bradford St., Birmingham, have issued their 1914 catalogue of Chemico specialties for cyclists, motorists, and motor cyclists. The catalogue consists of 72 pages and is well illustrated.

Banner Stoves and Furnaces.

The Galt Stove and Furnace Co., Ltd., Galt, Ont., have just issued catalogue and price list No. 5, featuring Banner stoves, ranges and furnaces. The catalogue consists of 72 pages and is gotten up in an exceedingly attractive manner. Many splendid half-tone illustrations of the company's products are shown. Complete descriptions and list prices are also given.

Cleveland Grindstones.

The Cleveland Stone Co., Cleveland, Ohio, have issued catalogue No. 11, featuring their line of Cleveland stones, including grindstones, scythe stones, grindstone fixtures, truing devices, etc. The catalogue is attractively gotten up, many of the half-tone illustrations being in colors. Much valuable information is given regarding the manufacture and use of various kinds of stones. Copies of the new catalogue will be mailed on request.

Trade Insurance

The safest policy for the Retail Merchant to adopt is to insure his trade and a continuation of their patronage by selling them goods with a known reputation for quality.

Full value goods, backed by forceful advertising, means successful selling. It's the cumulative effect of satisfied customers that builds business—cumulative in sales and profits.

The effectiveness of Martin-Senour advertising insures a steady demand for Martin- Senour Paints and Varnishes. The quality service of every product insures satisfaction to every customer, and widens the way for continuous profit for you, compounding year by year.

Have us show you why Martin-Senour Paints and Varnishes will satisfy more people more of the time than any other make. Have us explain our policy of trade insurance and the sales co-operation rendered to each Dealer-agent.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

The Seal of Approval

For over half a century dealers who handle the best have been selling Berry Brothers' architectural finishes. With various ends in view—lasting service, greatest beauty, the customer's approval, or the certainty of satisfaction—they choose Berry Brothers' varnishes.

Our records show that Berry Brothers' Varnishes have been used in many of the finest buildings of the country. City "skyscrapers," government and municipal buildings, the most pretentious clubs and residences as well as small buildings and modest homes of all sorts—have been beautified and made more attractive and lasting by the use of Berry Brothers' finishes. Among the best known are these varnishes:

Liquid Granite—a floor varnish whose name suggests its wonderful durability.

Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.

Luxeberry Spar—(It's Waterproof)—for marine uses and for all kinds of outdoor finishing exposed to the weather. Will not turn white, crack nor check.

To specify Berry Brothers' Varnishes is to insure absolute satisfaction to your customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

MONTREAL, April 1.—The business passing in this market still keeps up to former reports and local manufacturers are all claiming best business in their career. One firm states that they have shown a fair increase over last year each week in the present year. This fact alone only goes to show the amount of business actually passing. The buildings this year will consist of house work locally as there is ample office space for a couple of years to come. No large contracts are under way, and the attention of the local trade is turned to the smaller work.

Collections could be bettered, though they are in a pretty fair shape at the present time. There is a much better feeling in the smaller centres than that which is experienced in the larger cities and the merchants of the former places are right up to the mark, while the latter are behind a little. On the whole, though, there are not many complaints heard.

White Lead.

The market still remains at last week's figures which have been quoted now for some time. There is a firm feeling in existence, too, and no immediate change is looked for. Ton lots are quoted at $8.05, while less than a ton are quoted at $8.25, with open prices for orders of larger quantities.

Linseed Oil.

There has been no change in the local quotations and the market remains quite firm at present figures. The demand is much the same as in former weeks.

1 to 4 barrels	60c per gal.
5 to 9 barrels	59c per gal.
10 to 25 barrels	58c per gal.

Boiled Oil—

1 to 4 barrels	63c per gal.
5 to 9 barrels	62c per gal.
10 to 25 barrels	61c per gal.

With open prices for carload lots.

Prepared Paints.

Immediate shipments are going forward daily while there are quite a number of orders being held for shipment about the middle of this month. All manufacturers are claiming the best year in their history.

Glass and Putty.

The demand for glass at the present time is limited and there is not much movement expected before the first of next month.

Putty remains the same as the quotations given last week.

Bulk, in casks...$2.30 per 100 pounds
Bulk, in drums... 2.50 per 100 pounds
Bladders in barrels 2.80 per 100 pounds
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine.

The market is still quite firm and although there has not been any change in quotations, conditions are much stronger. Prices are given as follows:

5 gallons	72½
Half barrels	70½
1 barrel	67½
2-4 barrels	66½
5-10	62½

TORONTO.

TORONTO, April 2.—Business in paint circles continues brisk, and the demand is daily growing more pronounced. Retailers are now pushing the sale of ready mixed paints and many very attractive window displays are in evidence in various parts of Canada.

"Clean Up and Paint Up."

The "Clean Up and Paint Up" campaign is now under way. Commencing with this issue, Hardware and Metal is boosting the "Clean Up, Paint Up" movement. The assistance of daily and weekly newspapers, is being secured and if the retailers co-operate, and they should, there is every reason to expect that there will be a record-breaking sale of ready mixed paints during the next few months. Particulars regarding the campaign are given elsewhere in this issue.

Linseed Oil.

Linseed oil quotations have been advanced 1 cents per gallon in Toronto, and the prices now quoted for the best grades are:—

Raw Linseed Oil—

Single barrels	65c gallon.
3 to 5 barrels	63c gallon.
6 to 9 barrels	61c gallon.

Boiled Linseed Oil—

Single barrels	68c gallon.
3 to 5 barrels	66c gallon.
6 to 9 barrels	64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5 gal. cans, 50 cents each; 10 gal., 75c. each.

Turpentine.

No change has taken place in Current Market Quotations and Toronto dealers are quoting as follows:

Single barrels	69c Imp. Gal.
2 to 4 barrels	68c Imp. Gal.
5 gallon lots	76c Imp. Gal.

White Lead.

White lead quotations remain unchanged, although pig lead appears easier. Toronto quotations are:

Less than ton lots ...$8.40 per 100 lbs.
Ton lots ..... 8.20 per 100 lbs.
5 ton lots ..... 7.90 per 100 lbs.

Decline in Benzine and Gasoline.

Gasoline has declined ½ cent per gallon, and is now quoted at 22c. gallon in single barrels; benzine has also declined ½ cent. per pound and is now quoted 21½ cents per gallon in single barrels.

Paris Green.

Quotations in paris green are shown in Current Market Quotations.

Prepared Paints.

Repeat orders are beginning to come in and prospects are that there will be a large volume of spring trade in this line.

MADE TOO MUCH WORK.

"Why don't you advertise?" asked the editor of the home paper. "Don't you believe in advertising?"

"I'm agin advertising," replied the proprietor of the Hayville Racket store.

"But why are you against it?" asked the editor.

"It keeps a feller too durn busy," replied the proprietor. "I advertised in a newspaper one time about ten years ago and I never even got time to go fishing."

WAGES IN THE CUTLERY TRADES.

The penknife grinders and cutlers in Sheffield recently demanded from their employers the abolition of the custom which largely prevails in the trade of paying for work on the basis of fourteen knives to the dozen. Snch a change would represent an advance of 15 per cent. on the men's remuneration, and the demand was refused on that ground, and also because it would prove inconvenient and expensive in other ways. The men then amended their request to an all-round advance of 10 per cent., but this met with a similar fate. In view of the absence of uniform rates of remuneration paid at different works, the employers decline to consider the question of an all-round increase. Some of them are already paying from 5 to 10 per cent. more than their competitors. They admit that as regards a number of items on the grinders' and cutlers' lists the remuneration is inadequate, and they are prepared to consider the items individually and remedy any which do not yield the operative a fair wage. Negotiations are still proceeding.—Ironmonger.

ANCHOR PURE RED LEAD

GROUND IN PURE LINSEED OIL

Will not harden in the package. Remains in suspension when prepared for use. Put up in paste form also mixed ready for use.

REPORT OF

MILTON HERSEY CO., LIMITED

Chemists, Engineers and Inspectors, 171 St. James Street, Montreal, March 12th, 1914

Certificate No. 28832. RED LEAD PAINT marked "Anchor Pure Red Lead. Ground in pure linseed oil. Made by our special process. Will not harden in the package. Ready mixed for use."

Brandram-Henderson, Limited,
Montreal.

Gentlemen,

We have made a careful investigation of the sample of Red Lead received with your letter of February 5th, and submit the following:—

The paint was of consistency ready for use and was of **excellent appearance, smooth and free from lumps or grit.**

When brushed out upon a panel of sand-blasted steel the coating appeared uniform and even, and dried ready for second coating, at ordinary temperature, overnight.

In order to determine the comparison which existed between this sample and ordinary freshly mixed red lead paint, we prepared a batch from red lead of good quality, using the same percentage of linseed oil which was present in your sample. The batch so prepared **appeared very thin,** and when spread upon sand-blasted steel it **did not hide the surface satisfactorily; the pigment separated from the oil, whereas your sample had excellent covering properties and showed no tendency to "sag."**

We next prepared a batch of red lead paint as nearly as possible of the same consistency as your material. To get this required about 8 per cent. of dry red lead in the mixture, and on painting a sand-blasted steel panel with each lot, we found that **more than twice as much of the freshly prepared paint was required to cover a given surface as was used with your material.**

To give an indication as to the relative condition of the coatings containing the same percentage of oil, we prepared a photomicrograph of each at fifty diameters, and these are here reproduced.

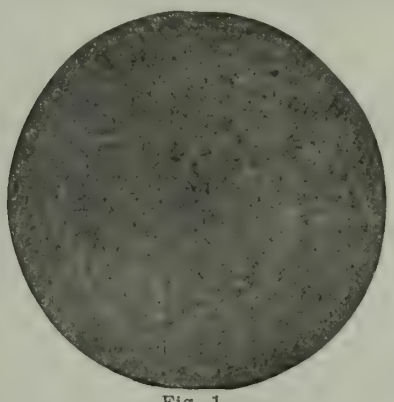


Fig. 1.

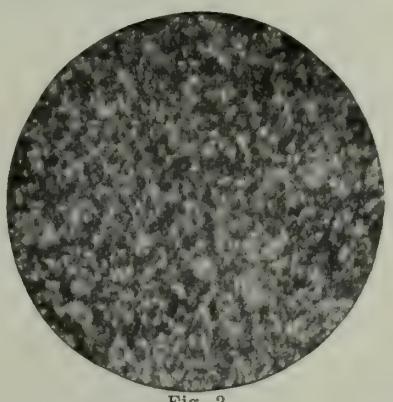


Fig. 2.

Fig. 1 represents your material, and is **exceedingly fine with very small oil spaces between the particles of pigment.** Fig. 2 represents the condition of the freshly mixed red lead paint with the same percentage of oil and similarly applied. The paint is **not so smooth and uniform,** and it will be seen that **relatively large oil spaces are present, as shown by the white areas upon the photomicrograph.** This means that the latter coating would be **less resistant to weathering than your material** since it would be **much more readily penetrated by moisture** than the film of your paint in the same proportions, and **an immersion test in water proved this to be the case.**

A practical painting test was made upon a sand-blasted locomotive tank, under Mr. Job's supervision,—painting one-half of the tank with your sample and the other half with freshly prepared red lead paint of about the same consistency. The temperature at the time of the application was very low, but **your sample showed no tendency to sag, while in order to avoid this condition in the ordinary red lead paint under the same conditions it was necessary to add japan drier to the mixture. Your material spread much smoother than the other, and considerably less of your paint was required to cover a given surface.**

A settling test was made by letting your paint and freshly prepared red lead paint with the same proportion of oil stand side by side **without stirring for three weeks.** In that time **no noticeable settling had occurred in your paint** and there was no feeling of hardness of the paint at the bottom of the can. The ordinary **red lead sample had settled very considerably** and also had stiffened **and was hard at the bottom of the can,** as is usual under such conditions with ordinary red lead paint. This test means that **your paint is practically unaffected by standing,** and does not require constant stirring in order to keep in good condition for spreading.

from the above investigation of your paint, we would expect excellent results in service.

Yours very truly
MILTON HERSEY CO., LTD.
(Signed) Robert Job, Vice-President.

BRANDRAM-HENDERSON LIMITED
Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 50-10-2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 00 $10 50

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz..... 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz... 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50

Bench Axes, Samson.

No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 21½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.
Ingot, Red, lb. 0 14 0 16
Ingot, Yellow, lb. 0 13 0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz. 6 60
With rim, 18x28, doz. 7 20
With rim, 20x30, doz. 7 80
Without rim, 18x24, doz. .. 4 00
Without rim, 18x28, doz. .. 4 50
Without rim, 20x30, doz. .. 5 00

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 12x60 ins., doz. .. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50

BOARDS (Wash). Per doz.

Glass, doz. 3 50
Enameled, doz., net 3 50
Pony $1 10
Crown 1 95
Dandy 2 15
Improved Globe 2 25
Standard Globe 2 35
Neptune 2 35
Original Globe 2 60
Newmarket King 2 60
Jubilee 2 60
Victor (Glass) 3 25
Diamond King (Glass) .. 3 50
Western King (Enamel) .. 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb. 14 70
Weighted, 20 lb. 19 90

BURLAP (JUTE).

Per yard.

40 inches, 7 oz. 0 05¼
40 inches, 8 oz. 0 05½
40 inches, 10 oz. 0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz.... 2 70
2 gal. jacketted, per doz.... 3 60
3 gal. jacketted, per doz.... 4 20
5 gal. jacketted, per doz.... 4 80
10 gal. jacketted, per doz... 8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered 1 63
Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 .....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, American, low 23 00 25 00
Fire brick, American, high 27 50 31 00
Fire clay (Scotch), net ton 5 50
Fire clay (American), net ton 5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters Colored, per gross 0 65 0 80
Carpenters lead pencils, per gross.... 2 40 2 75
Crayons, per gross.. .... 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs..... 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in. 2 50
Malleable adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

CLEANERS (VACUUM).

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combina'n Cleaner 6 50
Cadillac Electric, Model C.. 18 00
Cadillac Electric, Model D.. 20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case 4 50
8 lb. size, 2 doz. in case, cs. 7 20
17 lb. size, 1 doz. in case, cs. 6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot $16 50		$16 00
Cut lengths, round bars, ½ to 2 in....		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb..... 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets. 2 75 2 85
All bright, 52 sheets 3 90 4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

Per box

I C, 14x20 base.... .... $7 00
I X, 14x20 base.... .... 8 25
I X X, 14x20 base 9 50

Raven and Murex Grades—

I C, 14x20 base.... .... 5 00
I X 14x20 base.... .... 6 00
I X X, 14x20 base. 7 00
I X X X, 14x20 b. 9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.... 7 00 7 00
I X, 14x20 base.... 8 25 8 25
I X X, 14x20 base. 9 50 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base.... .... 4 65
I X, 14x20 base.... .... 5 65
I X X, 14x20 base. 6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base.... .... 4 50
20x28, double box. 9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

Why not be in line this spring with the brand of paints that makes every paint customer enthusiastic about results?

JAMIESON'S PURE PREPARED PAINTS

are this kind and are made to bring repeat orders—the only kind that puts real profits in the dealer's pocket. Once a can is sold, the subsequent orders come unsolicited.

We want you to be our agent.

R. C. JAMIESON & CO., Limited

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

You Can Look Your Customers Square in the Eye



You need have no "soreheads"—no grouches to smooth over—no complaints—if you sell Lowe Bros.' High Standard Paint. The skill born of 50 years' experience of high-grade paint-making guarantees that "High Standard Paints" give absolute satisfaction to users—no matter how paint-wise they are.

You Can Look Your Clerks Square in the Eye

They can know with you the satisfaction that comes from pushing High Standard paints—honest paints worth their price—no "come-backs" on the clerks from personal customers either. It's a square, honest, above-board deal all along the line.

You Can Look Your Bank Account Square in the Eye

and not see it shrink every time you approach—if you handle High Standard Paints. There are advertising reasons you ought to know about.

To-day is the day to write us.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.

29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½

Standard Single Filled.

29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¼
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 22c. gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horseshide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 & p.c.
Corrugated, ½ in., ft.	0 [illegible]
Corrugated, ¾ in., ft.	0 [illegible]

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	[illegible]
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 90
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles	base	2 50 2 50
Common bar, per 100 lbs.		2 15 2 05
Forged iron, per 100 lbs.		2 30 2 35
Refined iron, per 100 lbs.		2 40 2 40
Horseshoe iron, per 100 lbs.		2 40 2 40
Mild steel		2 25 2 20
Sleigh shoe steel		2 25 2 25
Domestic		2 30 2 25
Iron finish steel (foreign)		2 50 2 50
Reeled machinery steel		2 75 3 00
Tire steel		2 35 ....
Sheet cast steel		0 15 0 15
Shoe calk steel		3 10 3 15
Mining cast steel		0 07½ 0 08
High speed		0 65 0 65
Capital tool steel		0 50 ....
Cammell Laird		.... 0 15
Black Diamond tool steel		0 06 0 08
Corona tool steel		0 06½ ....
Silver tool steel		0 12½ ....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 17-16 inch	....	0 05½
17-16 to 3 inch	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad Irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft.	3 90
28 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 25	5 15
100 lbs.	....	....
Imported pig, per 100 lbs.	....	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	161 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

ALEX. McARTHUR & CO.
LIMITED
MONTREAL.
REGISTERED TRADE MARK
BLACK DIAMOND

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS

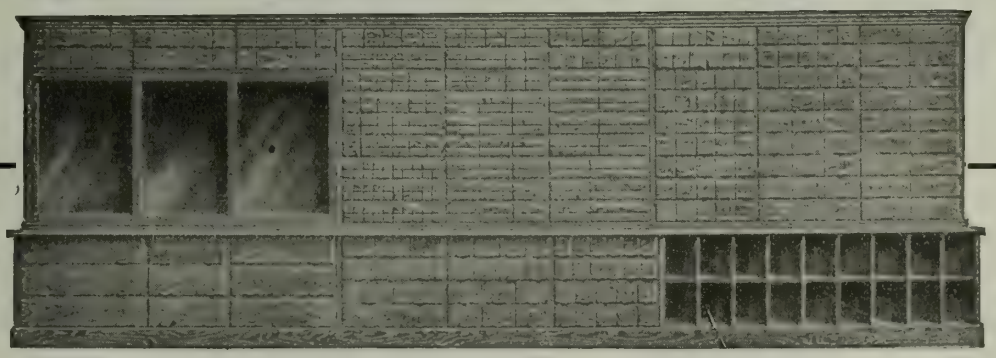


GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24. doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11 30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10.	2⅝	2 50
No. 11.	3 1-16	2 45
No 12.	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.	0 09
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll.	0 95
O.K. Paper, No. 2, per roll.	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 00
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney.. 100 lbs.	0 85
Pitch, Scotch, per 100 lbs..	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll.	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Size.	Buttwelded. Black	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths.	3 45
3 inch, in 10 foot lengths.	4 20
4 inch, in 10 foot lengths.	5 53
5 inch, in 10 foot lengths.	7 60
6 inch, in 10 foot lengths.	9 25

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000.	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll.	$ 1 45
Samson 2-ply, roll.	1 90
Samson 3-ply, roll.	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope.	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10% 10% off list.	

Wood F.H., brass	75 10	7½	10
Wood R.H., brass.	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10

Set, case hardened 60 10
Square cap 50 and 05
Hexagon cap 45

Bench, wood, per doz.	$5 00
Bench, iron, per doz.	4 25

MURESCO

"For Twenty Years the Leading Wall Finish"

ACCEPTS CHALLENGE .:. .:. .:. $100.00 FORFEIT

We understand that certain Kalsomine manufacturers are making the statement that their Kalsomine will cover more surface, pound for pound, and cover it better than MURESCO. If by buying a quantity of their goods and MURESCO on the open market and having two master painters—who may be selected by both parties—test them out, they can prove above statement, we will pay $100.00 to Sick Children's Hospital.

TORONTO, NEW YORK **Benjamin Moore & Co., Ltd.** CHICAGO, CLEVELAND

F. R. Murray & Co., Ltd.
Vancouver, B.C.
Distributers for British Columbia

Emerson & Fisher, Limited
St. John, N.B.
Distributers for Maritime Provinces

The Great Paint Up, Clean Up, Campaign

Organization, determination to put it over, and harmony amongst Retailers will make this a success.

Let each man play his part. Let each man get his business on his own merit, and to do this he must take advantage of every possible opportunity offered.

Your windows are an almost priceless asset. These should be changed often. Your advertising matter sent you by your various Wholesalers and Manufacturers should be used to the best advantage.

Your newspaper advertising should be as attractive as possible. Let us help you make it so. A card will bring full information.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG Branch at Calgary

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High-Grade Razors and Safety Razors





"DWARF" Brand RAZORS



Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand-forged and hand-ground—very carefully tempered by special secret process, ensuring highest results.

Write for our Catalogue.

SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb.	0 27½	
Electrotypers solder, lb	0 30	
Tinkers' brass	0 28	
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 6 25

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 35 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIN.

Tin, 41 to 43c lb.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.$1 50 14 ft., each.$4 20
8 ft., each. 2 00 16 ft., each. 4 80
10 ft., each. 2 50 18 ft., each. 5 40
12 ft., each. 3 00 20 ft., each. 6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply.. 0 24¼
Wrapping cotton, 4-ply.. 0 26¾
Mattress, No. 64 ..... 0 45
Mattress, No. 73 ..... 0 55
Mattress, No. 84 ..... 0 60
Upholsterers' twine, No. 64 0 30

TUBES.

Boiler Tubes.		
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80
Common Galvanized.	
No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1.000....$5 00
Painted wall ties, per 1.000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.

Can. wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1.000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $[illegible]; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45	25
Eze, 11 in., per doz.....	51	75
Bicycle, 11 inch	59	25
Trojan, 12 inch	100	00
Favorite 511E	57	75
Unexcelled 1041E	72	00
Challenge 311E	54	00
Gem 141	51	75
Sunlight 111	44	50
20 per cent.		
Ottawa, 341E	56	25
Empire, 11 in.	50	50
Superior, 11 in.	45	25
Majestic, 11 in.	47	25
Perfect, 11 in.	52	75

MOP WRINGERS.

White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

WHEELBARROWS.

Navvy, steel wheel, doz... 21 20
Garden, steel wheel, doz.. 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 in. 0 95
Tubular steel lumbermans, 44 inches 0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.
Apollo brand— Montreal Toronto
24 gauge, American 3 75 3 70
26 gauge, American 3 95 3 90
28 gauge (26 Eng. lish) 4 30 4 20
10¾ oz., equal to 28 English 4 50 4 40

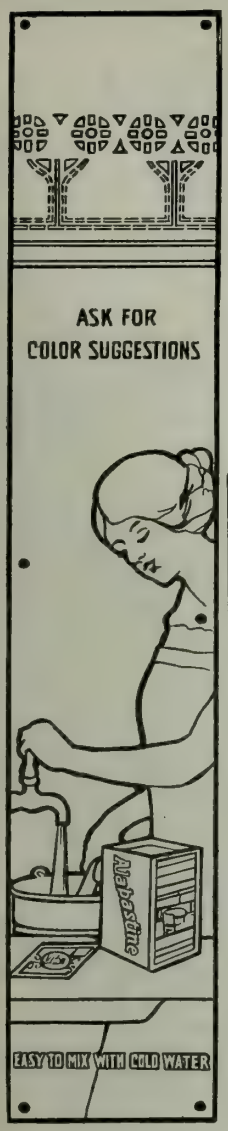
SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

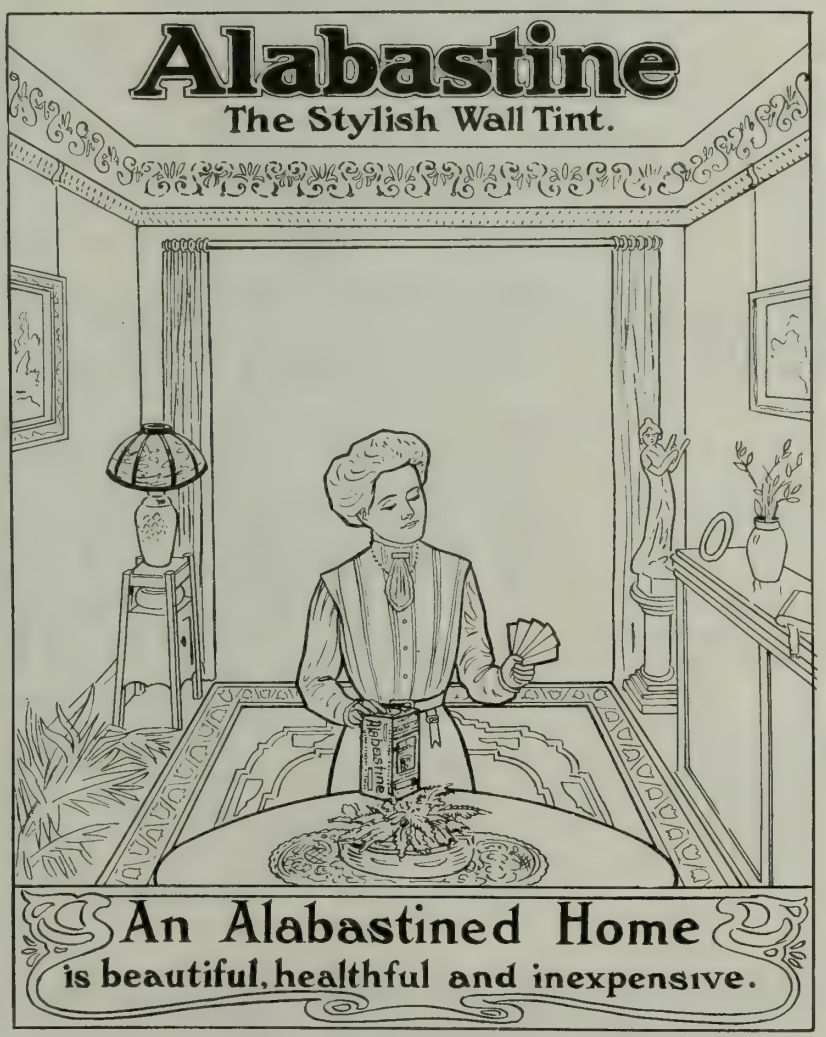
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

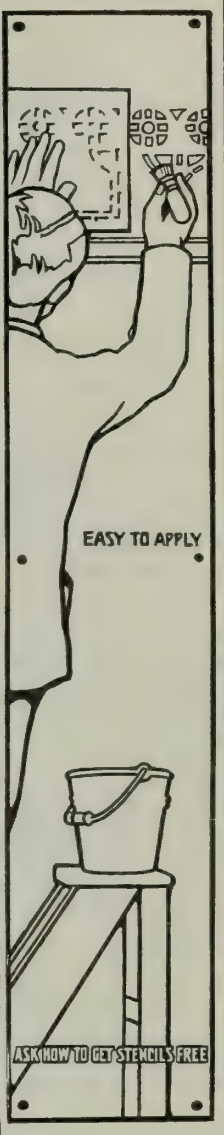


Alabastine

The Beautiful, Durable Wall Tint

Anyone Can Apply It—Mixes In Cold Water.





A Thousand Alabastine Dealers in Canada are showing the Alabastine Window This Week.

Beautifully Lithographed in Alabastine Tints Free to Alabastine Dealers. Send for it.

One hardware dealer sold thirty-eight cases of Alabastine during one week's display of this window. It will greatly stimulate *your* sales if used through housecleaning season.

The Alabastine Co., Ltd., 89 Willow St., Paris, Ont.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 29
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec. City discount 33 1-3, 7½ p.c. Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal Per 100 lbs.	Toronto
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Purity C O. Co.'s. Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine" ...	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 6 15		6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 65
3 to 5 bbls.	0 59	0 63
6 to 9 bbls.	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 68
3 to 5 bbls.	0 62	0 66
6 to 9 bbls.	0 61	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Low Bros'. High Standard	1 90

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 72½	0 76
Pure, single bbls.....	0 67½	0 69
2 to 4 bbls.	0 66½	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan, ...	1 15
House painters' white jap.	1 95
Elastillite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

CORRECT FORMULAS



More than 5,000 active formulas are used in producing the Sherwin-Williams line of paint and varnish products.

It has taken us years to perfect the exact proportions—part of this knowledge is theoretical, part of it is traditional, and part the result of experience. The combination of all three has been our working basis for developing formulas that are *right.*

As a result The Sherwin-Williams Co. to-day make the highest quality paints and varnishes that it is possible to produce. The dealer who sells this line of quality products not only satisfies his customers and gains their absolute confidence, but also is rewarded by a steady increase in sales and repeat orders.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

AWLS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3 65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng...	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex.. small lots. $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15¼c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

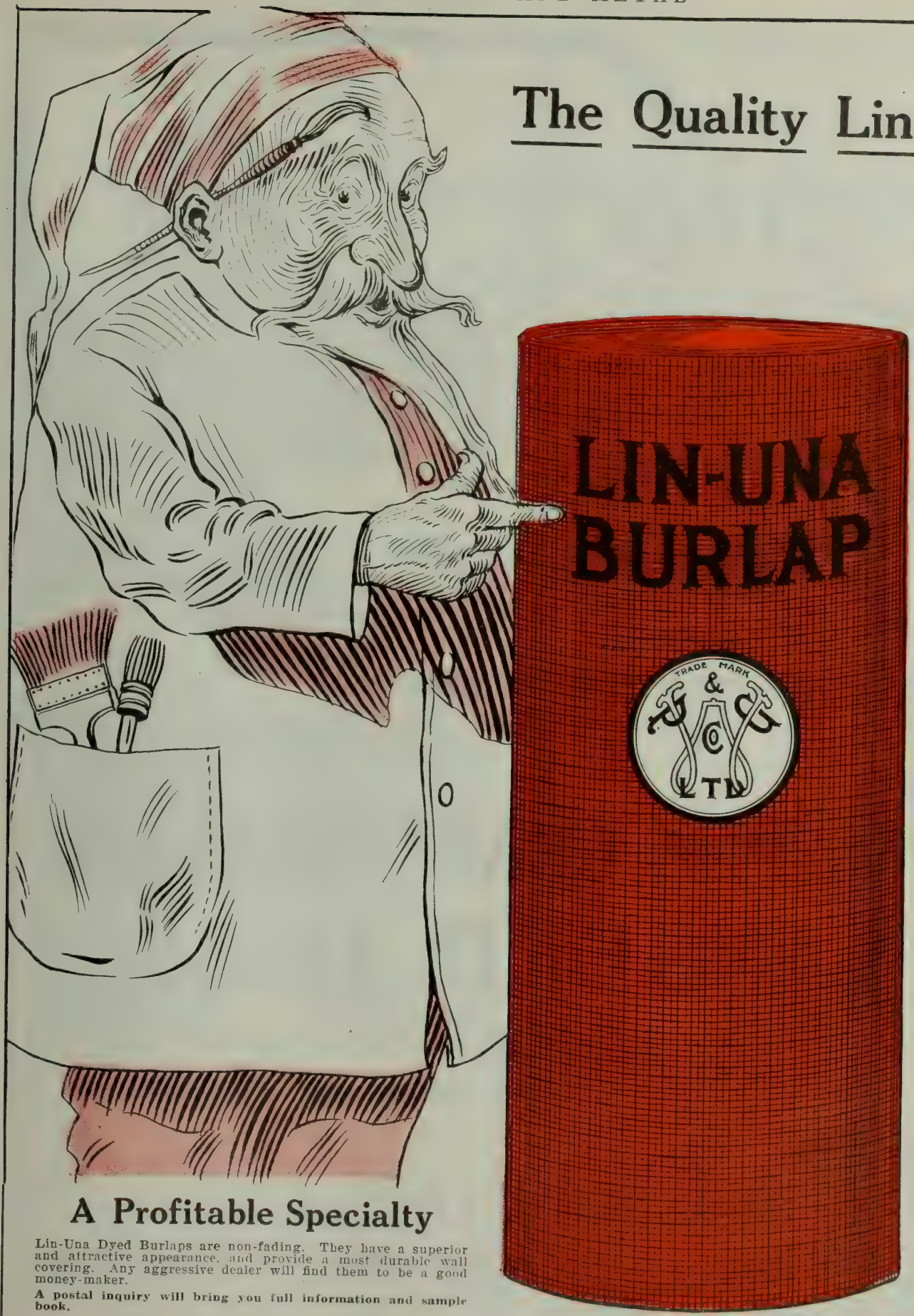
BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

The Quality Line



A Profitable Specialty

Lin-Una Dyed Burlaps are non-fading. They have a superior and attractive appearance, and provide a most durable wall covering. Any aggressive dealer will find them to be a good money-maker.

A postal inquiry will bring you full information and sample book.

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WINNIPEG **"Everything for a Building"** **CANADA**

THERE'S MONEY IN THE RIGHT PAINT



If you stock a complete line of **Ramsay's Paints and Varnishes** there's no danger of a customer going to "the other store" because you couldn't fill the bill.

Furthermore, that customer will be **satisfied.** Time and climate won't alter his first good impression of the paint you sold him because Ramsay's Paints have stood the test since 1842, and have built up a reputation for right-down durability and unfading qualities in spite of our strenuous weather conditions.

Ramsay's paints sell themselves—stock them, there's money in it for you.

A. Ramsay & Son Co.

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Paint Makers Since '42

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"MAPLE LEAF" BRANDS
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Our guarantee of absolute purity goes with every shipment.

If your jobber does not handle them write direct to our nearest Mill.

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Mills at Montreal and Toronto

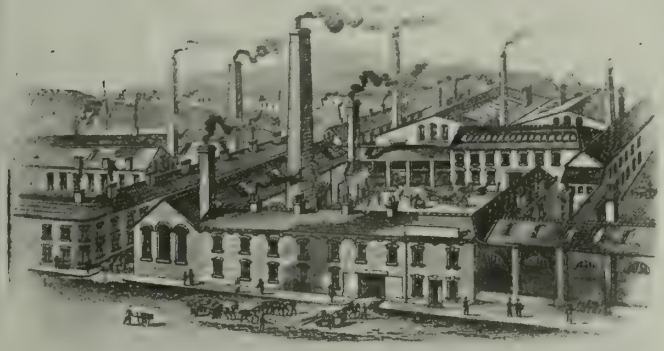
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Reliance Steel and File Works
SHEFFIELD, ENGLAND

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"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools

Files, Twist Drills, Saws, Hammers, etc.

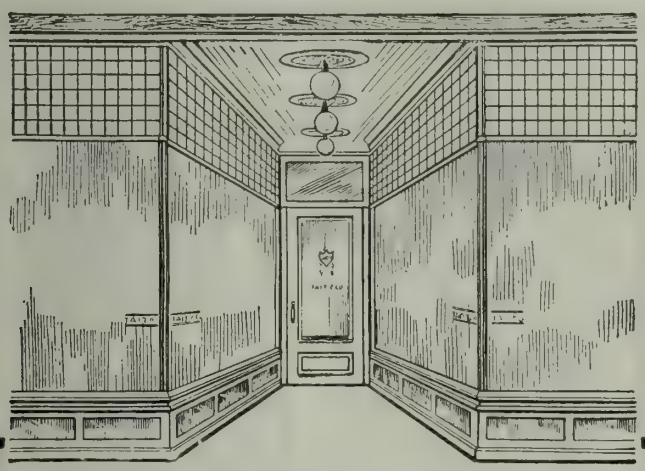


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GEO. A. MARSHALL
70 Lombard Street, TORONTO



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If your window is inviting.
Now we can't give you the display inside the window, but we can give you the store front display outside.
In our EASY-SET Store Front System, we believe we have perfected the most inviting and attractive kind of store front being manufactured to-day.
We build these EASY-SET Store Fronts in brass, burnished copper and combinations of brass and copper, with leaded and plate-glass.
The price of the front is low and will return interest upon the investment immediately.
Write for full particulars now. We'll send and give you an estimate without any obligation whatever upon your part.
Address:

CONSOLIDATED PLATE GLASS CO.
of Canada, Limited

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Private Branch Exchange
connecting all departments.

241 Spadina Ave.
TORONTO.

Public Appreciation of

MAPLE LEAF
Paints and Varnishes

is building up trade for Maple Leaf Agents faster than perhaps any other one thing.

The foundation of their success will be found simply in the fact that

MAPLE LEAF LINES MAKE GOOD BECAUSE THEY'RE MADE GOOD

You will be wise to get in on this M. L. Proposition early and let it show you what public appreciation of your foresight will do to make your paint sales quicker, more frequent and of greater volume.

Merit has been the leading factor in developing this appreciation of M. L. lines and when merit exercises influence it is in the direction of satisfaction which does more than all else to bring customers back to your store.

M L — FINISHES THAT ENDURE — QUALITY

Supposing you let mere curiosity prompt you to write us and ask us for proof of the merits of the MAPLE LEAF lines for you as a dealer. We can furnish testimonies that will be worth while to turn curiosity into earnest investigation providing you seek better paint business.





For Service Everywhere And Every Day Our

Drill Brace

192
EXCELS.

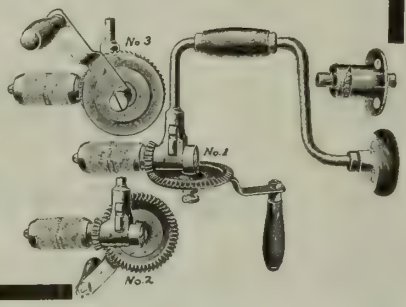
Has cut gears and ball bearings that reduce friction to the minimum.

Drilling attachment swivels into three positions. It can be put on or taken off in a moment.

Can be used as a breast drill by simply throwing the dogs out of mesh.

Altogether, an ideal Brace for all-around work—one that *never fails* to give complete satisfaction.

Send for details and complete Catalog.



Millers Falls Co.
28 Warren Street
New York

Strong—as its name implies.

Firm as a rock, rigid as steel, a giant in its own capacity—even as was the ancient Greek — the **Hercules Step Ladder** must appeal particularly to you, whose patrons know quality, and want the best.

For home, factory or office, for any and every use, its trussed construction and husky metal fittings make it absolutely **safe.**

Its fine appearance makes it almost sell itself; its sterling quality and long service-giving capacity make it stay "sold" for all of its life. And the profit you get from its sale is by no means the least important of its good points.



Let us send you prices at once.

The Stratford Mfg. Co., Limited

Stratford ***Ontario*** ***Canada***

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High Quality Tools

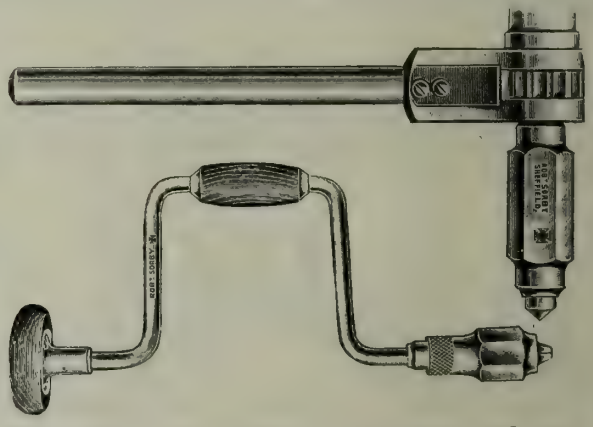
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK RBOTHERS

Millbury, **Mass., U.S.A.**



We make several kinds of braces and our Representatives usually have 6 or 8 on show. We make good strong stocks, use well-seasoned timber, fit ball-bearing heads, supply with exposed or concealed ratchets, either bright or N.P. finish. Our goods are guaranteed. Our steel ratchet braces are in stock from 12 to 30-in. They are of excellent workmanship and are attractively finished.

Robt. Sorby & Sons, Ltd.

SHEFFIELD

Geo. H. Saywell Co., Winnipeg and Montreal

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

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The
R. McDougall Co., Limited
GALT, CANADA

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A.D. 1881 Special Portfolios

George Butler & Co. Ltd. SHEFFIELD, ENGLAND and 62 HOLBORN VIADUCT, LONDON, E.C.

Full Line of Samples at 70 Lombard St. Toronto. G. A. Marshall

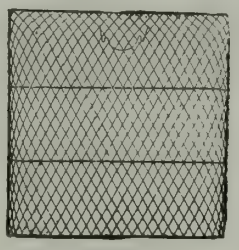
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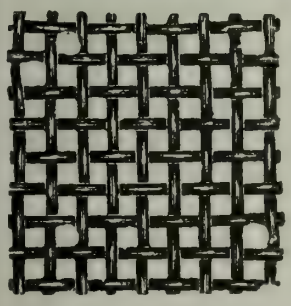
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Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
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Roofing, Waterproofing and Insulating Material

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STILL'S
Cant Hook
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Peavie Handles

Are the best. Made of the best Hard Maple and Hickory. Nicely finished and carefully graded. All leading jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

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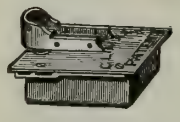
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

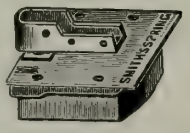


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



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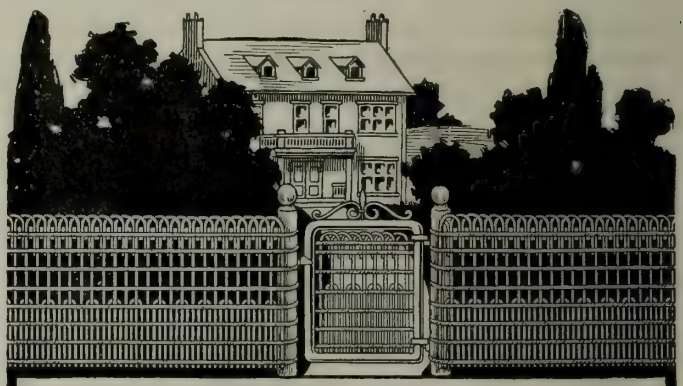
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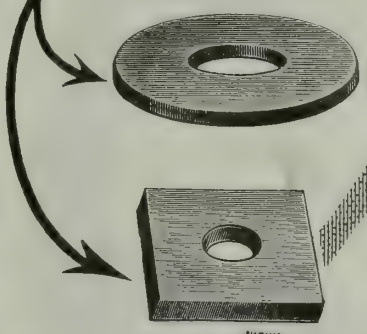
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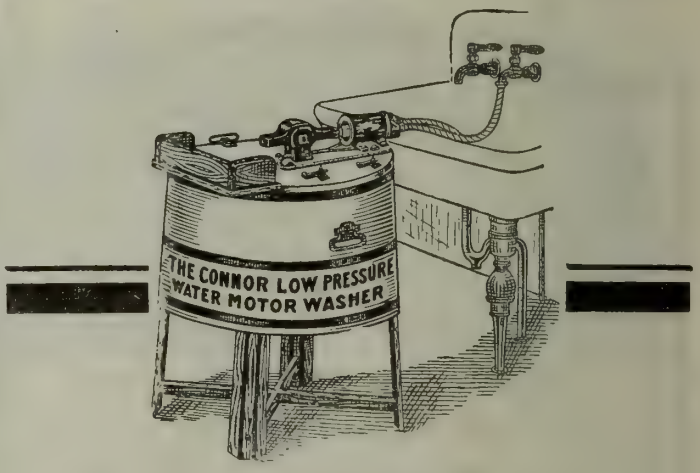
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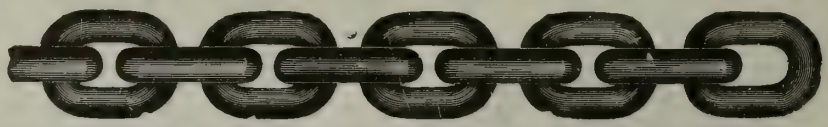
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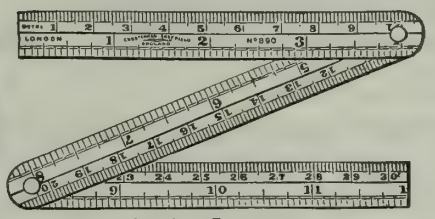
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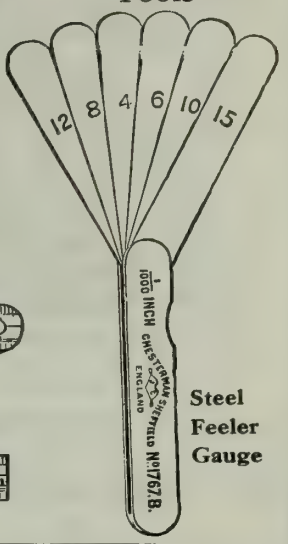
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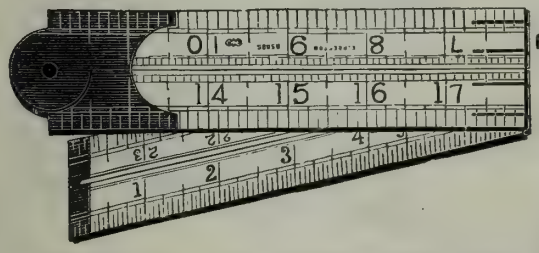
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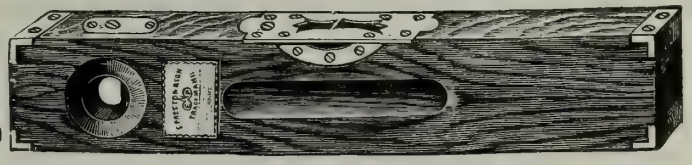
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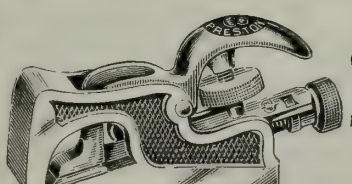
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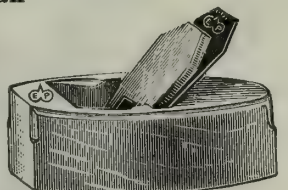
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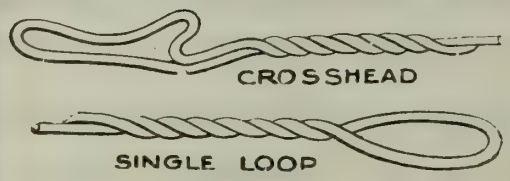
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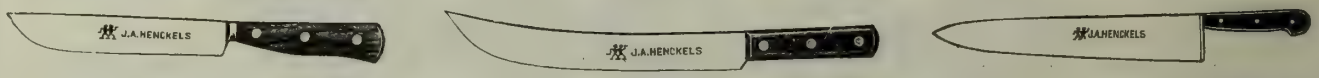
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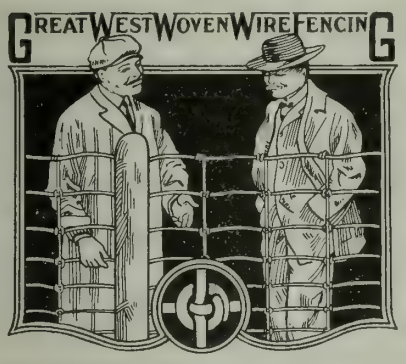


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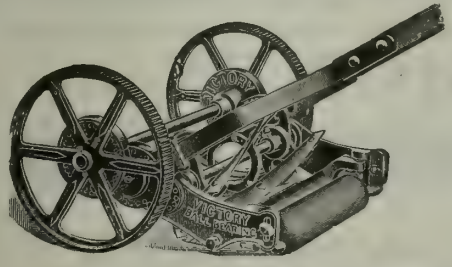
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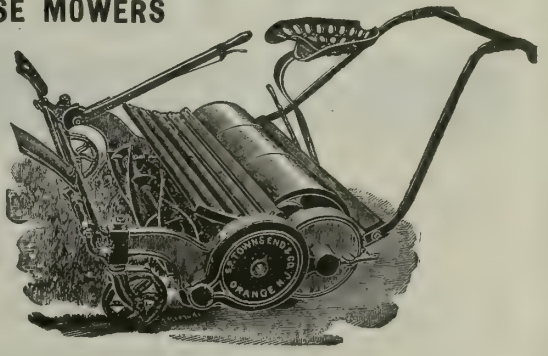


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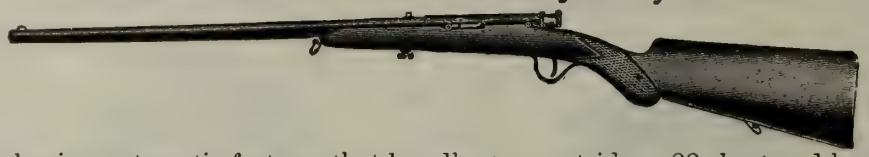


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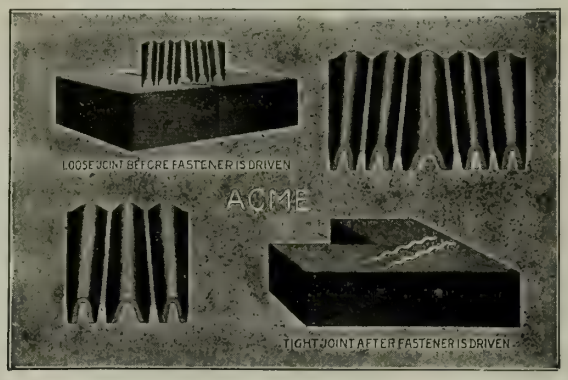
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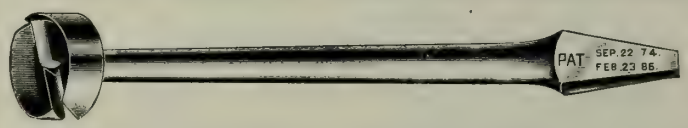
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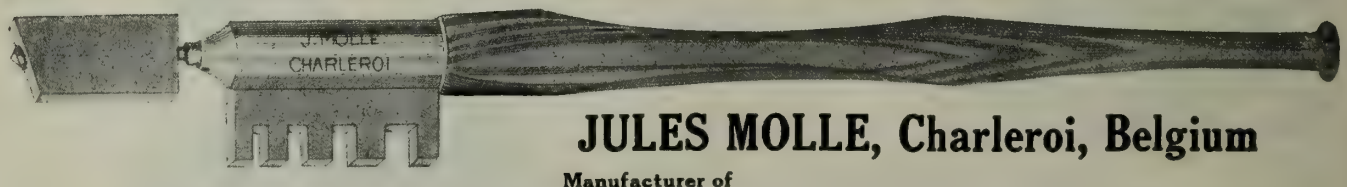
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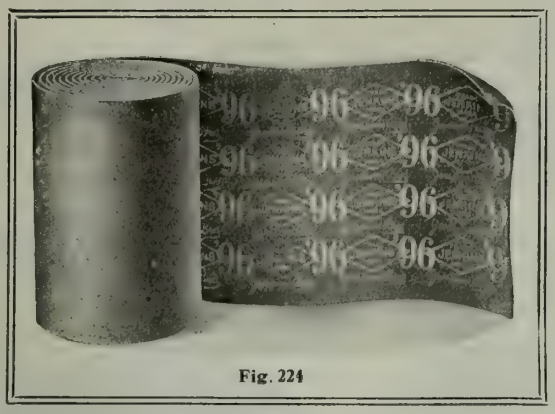


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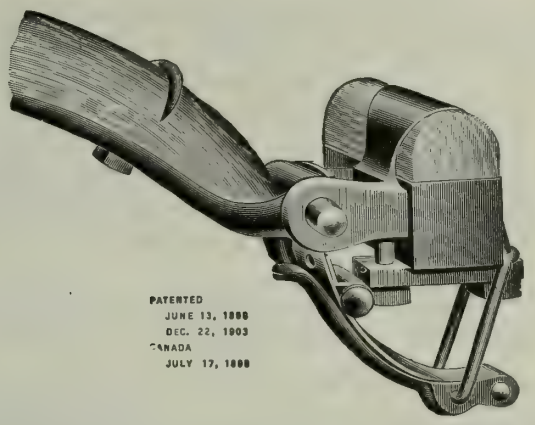
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North East, Pa.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS



The only original Germantown
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.



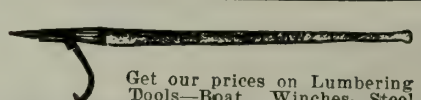
Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Cement Sidewalk Tools

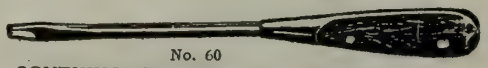
The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

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Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING. General Manager Western Canada

TORONTO

MYERS

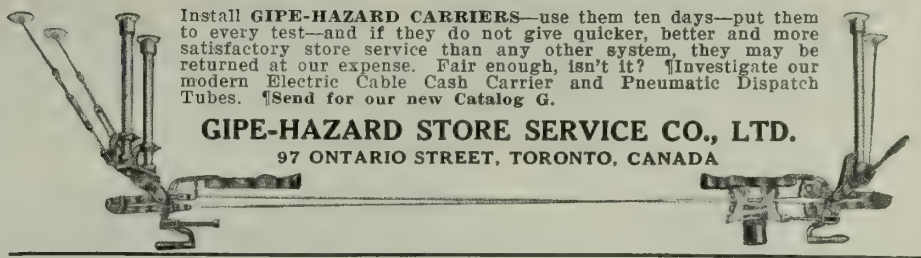
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ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

YOUR GUARANTEE

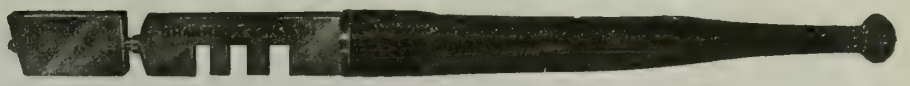


Install **GIPE-HAZARD CARRIERS**—use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, isn't it? ¶Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes. ¶**Send for our new Catalog G.**

GIPE-HAZARD STORE SERVICE CO., LTD.
97 ONTARIO STREET, TORONTO, CANADA

Sharratt & Newth's Glaziers' Diamonds

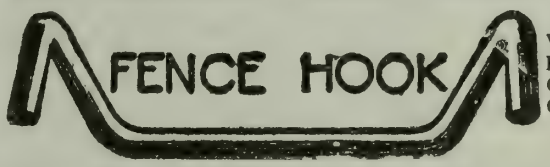
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

You can't Af to be without the **FORD**

No live dealer is without it. The demand is increasing every day.
Write for Catalog and Circulars.

FORD AUGER BIT COMPANY, - Holyoke, Mass.



JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. — 52 Canada Life Bldg., Montreal.

The Condensed Ads. in this Paper will bring good results

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Atlas
10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—A HARDWARE CLERK—ONE with window-dressing experience preferred. Apply, stating age, experience and salary required, to Box 10, Hardware & Metal, 34 Royal Bank, Winnipeg. (15)

WANTED—EXPERIENCED MAN TO TAKE interest in first-class hardware and plumbing business at once. Apply Box 95, Hardware and Metal, Toronto. (14)

MANUFACTURERS, ATTENTION! AM moving to Vancouver, middle April, intend establishing a manufacturers' agency business there. Am open to consider propositions from sound reliable firms, prefer those engaged in manufacturing lines, handled by the general hardware merchant, including stoves, heating and plumbing goods, etc., or would contract solely with one old established firm. Can invest if required. Phone 35 or address, W. A. Hillhouse, Shelburne, Ont. (14)

HARDWARE SALESMAN WANTED FOR Head of Retail Tool Department. Must be thoroughly competent, energetic and a first-class salesman. Apply in own handwriting, stating salary expected, to the J. H. Ashdown Hardware Co., Winnipeg. (14)

WANTED.—A TRAVELER FOR ONTARIO TO sell hardware specialties on a commission basis. Must have first-class connection and references. State age and experience. Applications to be strictly confidential. Apply Sales, c|o Hardware and Metal, Montreal. (15)

SITUATIONS WANTED

YOUNG MAN WITH 14 YEARS' EXPERIence, including 4 years as manager, at present employed, would like position with responsible Western wholesale or retail firm. A1 references. Box 96, Hardware & Metal, Toronto. (17)

BOOKKEEPER WITH 4 YEARS' HARDware and 2 years' railway experience desires position with responsible firm. West preferred. Total abstainer. Good business experience and well recommended. Box 92, Hardware & Metal, Toronto. (15)

BOOKKEEPER. — THOROUGHLY COMPEtent, with hardware experience, desires situation with a progressive hardware firm. Good correspondent and a practical ad.-writer with some selling steam. Age 27; strictly temperate; with excellent references. Box 94, Hardware and Metal, Toronto. (14)

YOUNG MAN WITH SIX YEARS' EXPERIence in hardware and window dressing desires position in Western retail store. Good references. Apply F. H. McCulloch, Box 10, Brampton, Ont. (13)

FOR SALE

CASH REGISTER FOR SALE — A FOUR-drawer National Cash Register, used one year; in perfect condition. Price on application. Mitchell & McGregor, Ltd., Brandon, Man. (15)

WARREN'S HARDWARE SHELVING, 60 FT. —used one year; ready for erecting in any modern hardware store. Price on application. Mitchell & McGregor, Ltd., Brandon, Man. (15)

FOR SALE.—TINTING COLORS. TWO HUNdred cans Canada Paint Co. triple strength; assorted in good order, 6 cents each. A. Sweet & Co., Winchester, Ont. (13)

FOR SALE — FIRST-CLASS HARDWARE business in the largest and best town in Southwestern Saskatchewan; $9,000 stock and $35,000 turnover. Must be sold at once. Box 93, Hardware & Metal, Toronto. (16)

MISCELLANEOUS

TRY THE BURROWES MFG. CO., TORONTO, for sheet metal specialties. (15)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy;

No Other Paper Reaches All These Men

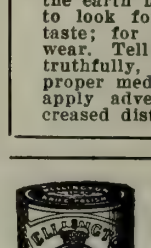
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Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

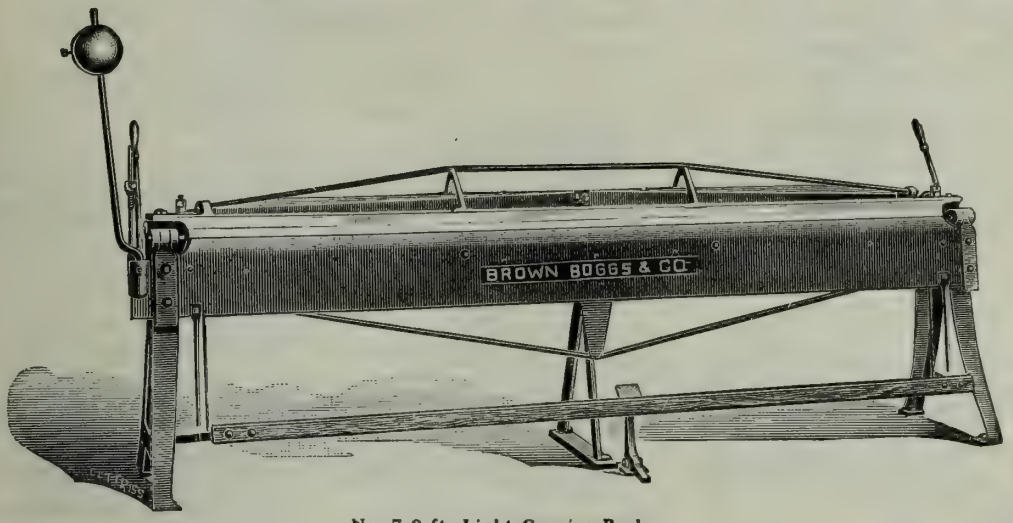
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Mr. Tinsmith and Sheet Metal Worker



No. 7-8 ft. Light Cornice Brake

The Brake That Is

undisputably the best value for the money is the "BB."

It turns out work of a superior standard, QUICKLY, ACCURATELY, and ECONOMICALLY, which are the qualities every level-headed business man wants.

This brake is adapted for the manufacture of light cornices, ridge rolls, valleys, gutters, sq. pipe, any size of eavestrough with square or round beads, etc. We also manufacture Heavy Power and Geared Brakes. OUR PRICES ARE REASONABLE.

If interested, we will be pleased to mail catalogue.

The Brown Boggs Co., Limited **Hamilton, Canada**

Tinsmith Tools, Sheet Metal Working Machinery, Canning Machinery, Etc.

Western Representatives: Bissett & Loucks, Winnipeg and Edmonton

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A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

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An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

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We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.

LIMITED

P. O. Box 2186 H Winnipeg, Man.

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Sheet Metal Mfg. Co., Ltd.

EDMONTON
Edmonton Metal Works Ltd.

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Dominion Oilcloth Co., Montreal.
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The Western Clock Co., La Salle, Ill.
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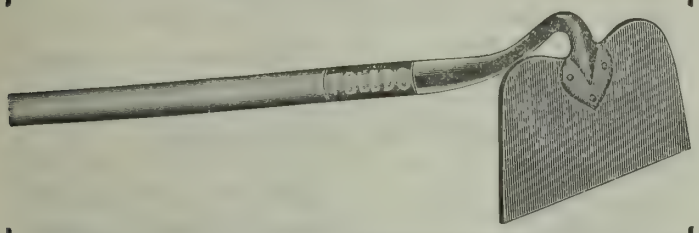
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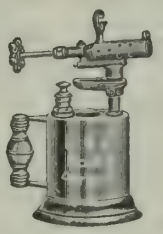
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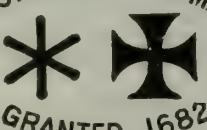
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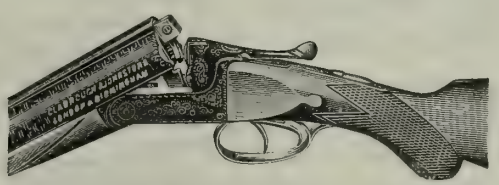


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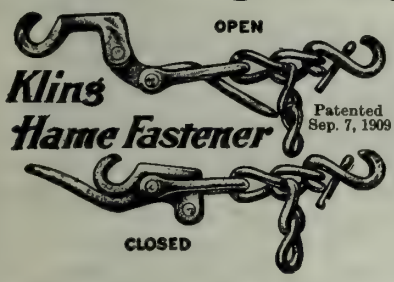
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Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
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Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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International Color & Chemical Co., Bridgeburg.

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Sanderson, Harold, Co., Paris, Ont.

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P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

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General Roofing Co., Winnipeg, Man.
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Jas. Smart Mfg. Co., Brockville.
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Aylmer Pump & Scale Co., Aylmer.

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Jas. Smart Mfg. Co., Brockville.

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Sanderson, Harold, Co., Paris, Ont.

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The Stanley Works, New Britain, Conn.

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Buck Bros., Milbury, Mass.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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P. L. Robertson Mfg. Co., Milton.
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R. Heinisch's Sons Co., Newark, N.J.
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Cameron & Campbell, Toronto.

Shellacs.
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Spear & Jackson, Sheffield, Eng.

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B. Greening Wire Co., Ltd, Hamilton.

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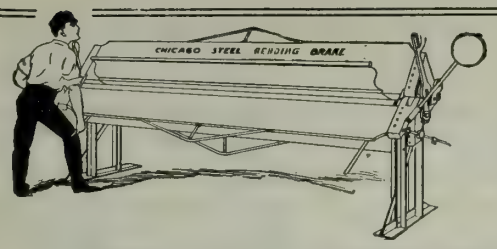
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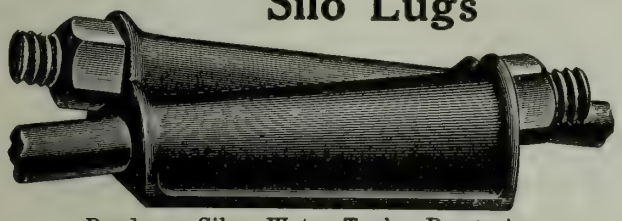
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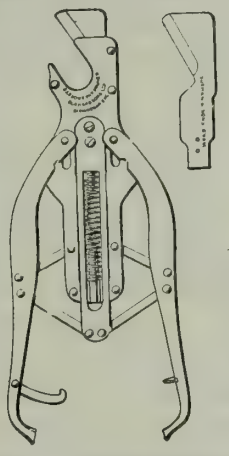
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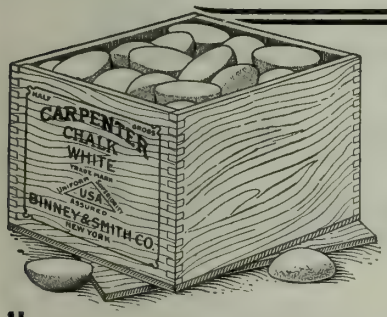
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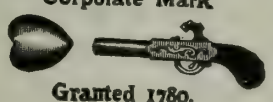
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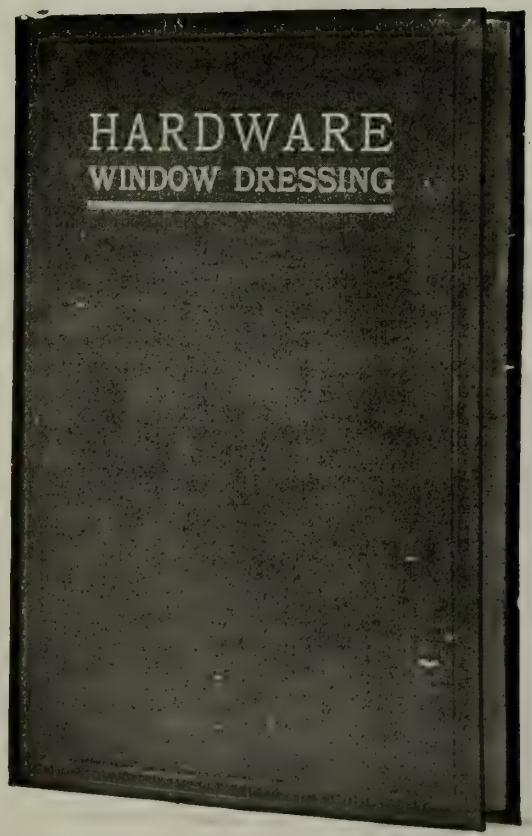
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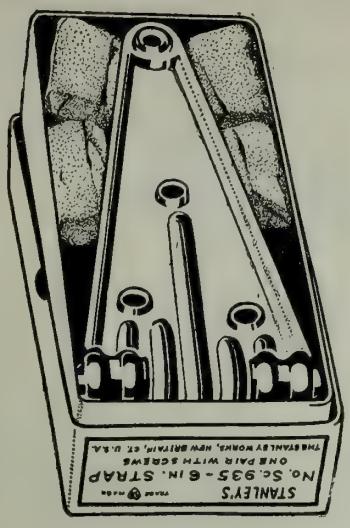
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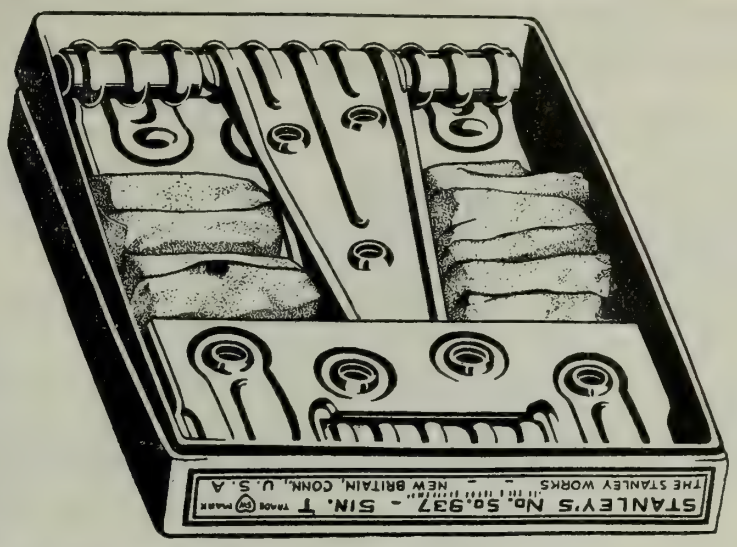
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Figure 1

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either loose or packed neatly one pair in a strong telescope box with the necessary screws of just the right size.

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STANLEY S.W. MARK WORKS

NEW BRITAIN **CONNECTICUT**

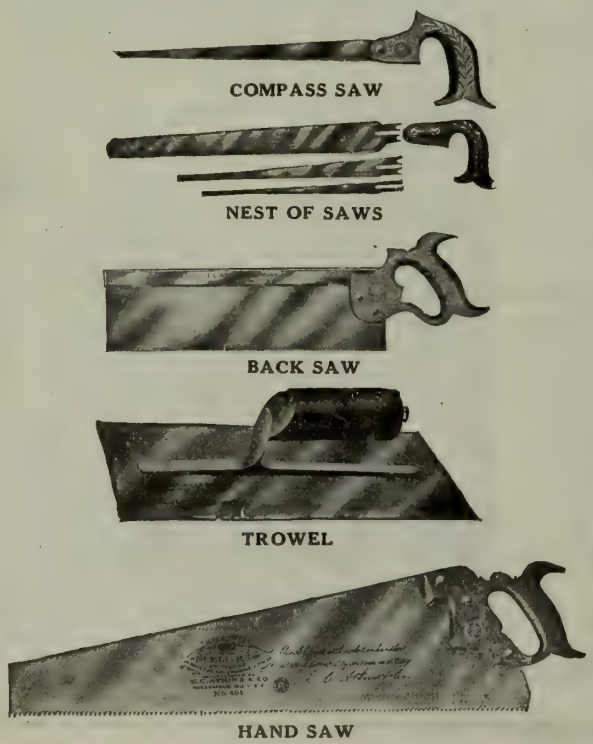
NEW YORK **Canadian Representatives: A. Macfarlane & Co., Montreal** **CHICAGO**

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS



COMPASS SAW

NEST OF SAWS

BACK SAW

TROWEL

HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

Babbitt Metal, Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Copper, Tin and Antimony

Our mixed metal sales amount to over $5,000,000 Annually

QUALITY'S THE REASON

Hoyt Metal Co., Toronto, Ont.

New York, N.Y.; London, Eng.; St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

TO LUFKIN

"CHALLENGE" and "CHALLENGE JUNIOR"
"RIVAL" and "RIVAL JUNIOR"

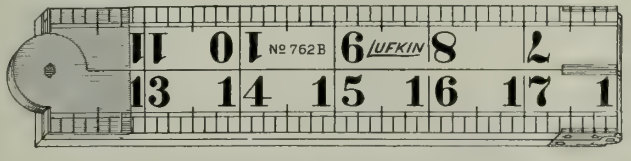
MEASURING TAPES

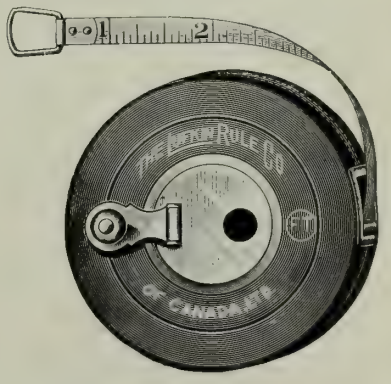
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK. BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



"To the
VICTOR
belongs
the Spoils"



ONEIDA COMMUNITY, LTD.,
NIAGARA FALLS, ONT.

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 15

April 11. 1914

FIGURE IT OUT YOURSELF

Amatite ROOFING

THE proposition is so simple that it hardly needs figuring. It is simply this: Most of the ready roofings on the market have a smooth surface which *requires painting every year or two.*

Amatite has a real mineral surface which *needs no painting.*

The cost is about the same.

The smooth-surfaced roofings are sold largely because people do not know that there is a ready roofing on the market which will give just as good, if not better, service *without paint and without attention.*

If you buy a roofing that needs painting you must figure on the expense of paint and the labor. If you neglect to paint it the roof soon falls apart.

Any one who will spend a few moments investigating the proposition cannot help but decide on Amatite. Sample and booklets free on request.

THE PATERSON MFG. CO., LIMITED

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, ST. JOHN, N.B.; HALIFAX, N.S.; SYDNEY, N.S.



Starting—"The Inside History of a Hardware Business."



DOMSTEEL WIRE Products

"From Ore to Finished Product."

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Specify "Domsteel Sterilized Blued Lath Nails."



DOMINION IRON & STEEL CO. Limited

Head Office and Works
SYDNEY, N.S.

Sales Offices:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto.



NEVERSLIP RED TIP CALKS

are standard. Backed by our full guarantee, they are bound to give satisfaction to dealers and customers. No substitutes can compare with the original, genuine

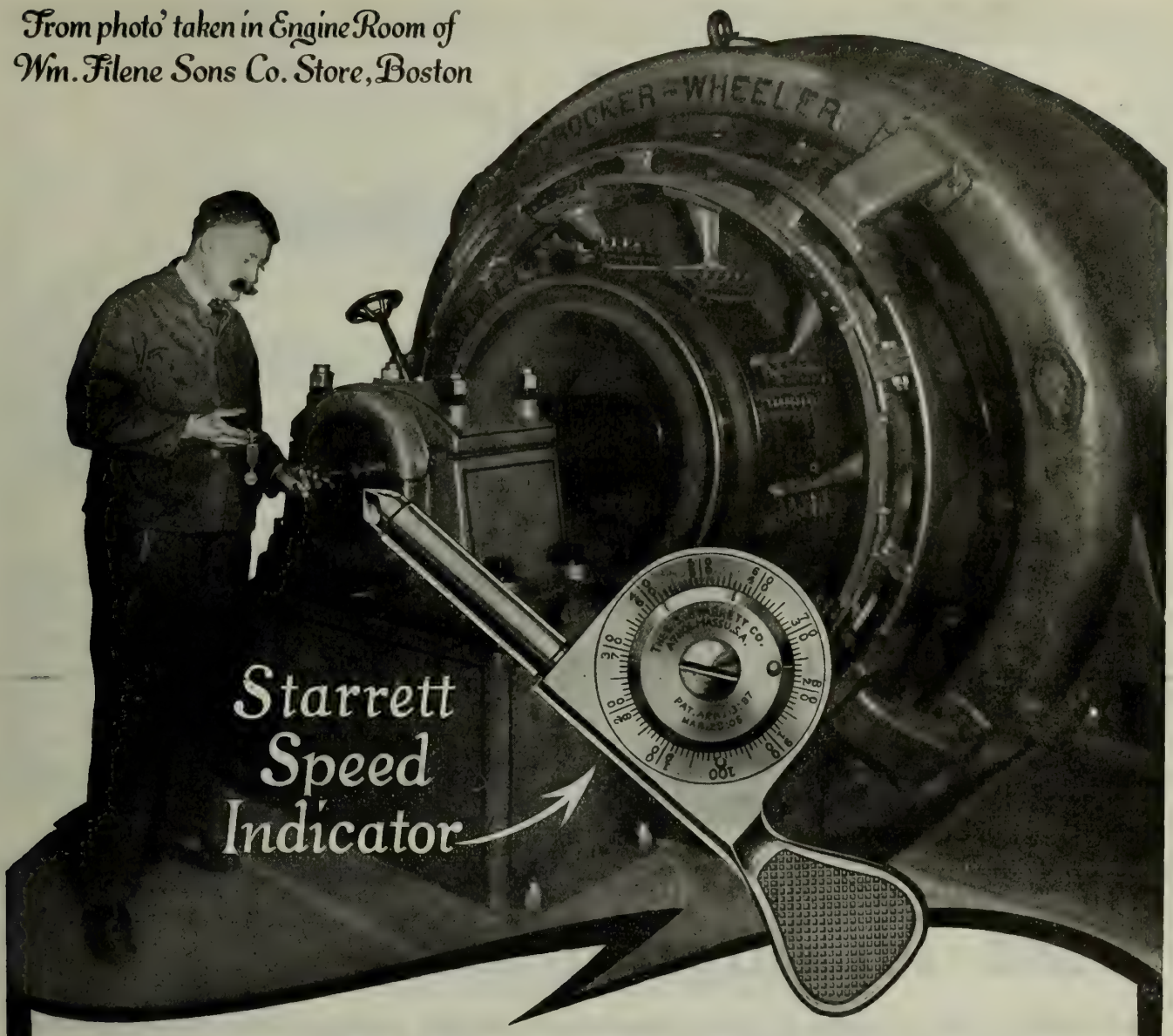
RED TIP CALKS

The
Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N. J.

Canadian Factory and Office,
559 Piux IX Avenue, Montreal

From photo' taken in Engine Room of Wm. Filene Sons Co. Store, Boston



Every Mechanic Should Have a Starrett Speed Indicator

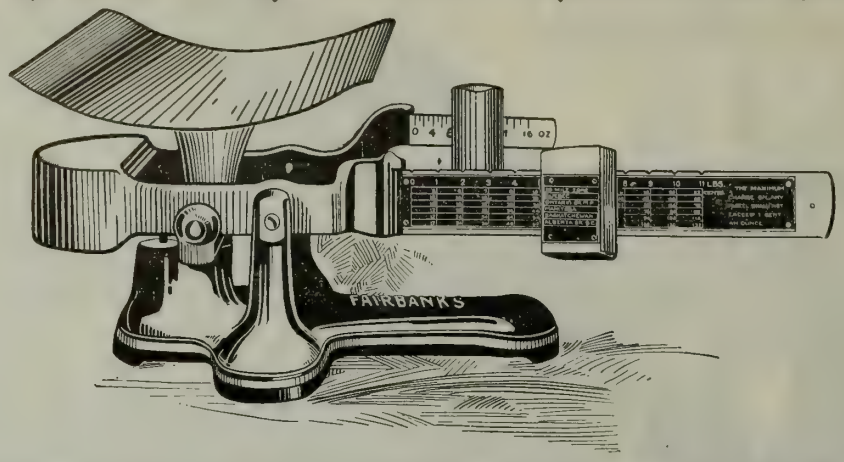
Every mechanic who enters your store is a possible customer for this instrument. For taking speed tests on engines, generators, turbines, motors, line shafting, or any machinery, it is the simplest, most accurate instrument made. It indicates highest speed without heating. Its parts are enclosed like a watch. Made in three styles, it retails for $1.00, $1.50 and $3.00 respectively.

Send for 320-page catalog No. 20M.A., describing the complete Starrett line.

42-309

The L·S·Starrett Co·,Athol,Mass·

World's Greatest Toolmakers



The Parcel Post System is of the greatest benefit to consumer and dealer alike.

Take full advantage of its application to your business. Fairbanks Parcel Post Scales tell at a glance the correct weight and amount required for shipping to any Province. No need for figuring—no chance for errors—no time lost in looking up schedule. This scale will weigh accurately any package from 1 oz. to 11 lbs.

Write now for full information.

The Canadian Fairbanks-Morse Co., Limited

444 St. James Street **Montreal**

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER

Canada's Departmental House for Mechanical Goods

Rust Through Paint

The common fallacy of placing too much dependence on protective coating is proved by the experiments described in the following article published in a recent issue of the "Contract Record":—

From experiments made by Dr. E. Liebreich and Dr. F. Spitzer, as reported in Die Umschau, it appears, says the Times, that the general opinion that rust in iron is prevented by a cover of paint is not always correct, and that in fact the paint itself may be the cause of rust. During the experiments made it was found that polished steel bars, which had been given one coat of paint, and upon which distinguishing numbers were painted, rusted principally, and in some cases solely, in the place where they might have been considered doubly protected—namely, under the thicker layer of paint at the numbers. Five colours were then selected, and some iron plates were given one coat and some four coats of paint, each coat being perfectly dry before the other was applied. These were exposed during 24 hours to a jet of steam. The places with one coat remained intact, the others were completely rusted. It is surmised that this result is due to the fact that the varnish of the second coat dissolved the paint of the lower one and thus made it porous, and that the porosity increased with the number of coats applied.—**Contract Record and Engineering News.**

Moral: Consider the Base Metal.

For Dependable Durability Specify:

A FEW USES:

Roofing	Culverts
Siding	Tanks
Cornices	Flumes
Skylights	Ventilators
Tunnel Lining	Car Roofs
Refrigerators	Box Cars
Conductor Pipe	Passenger Cars
Eaves Trough	Trestle Covering
Metal Lath	Smoke Jacks

TONCAN METAL

Corrosion-Resisting Black and Galvanized Sheets

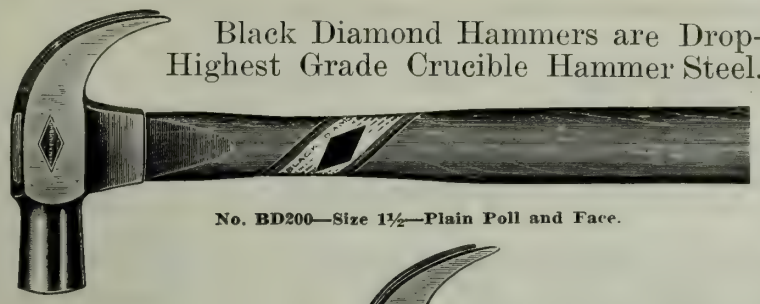
Write for "Text-Book on Corrosion"

The Pedlar People, Limited
Oshawa, Montreal, Toronto
Canadian Distributers.

The Stark Rolling Mill Co.
Canton, Ohio
Sole Manufacturers.

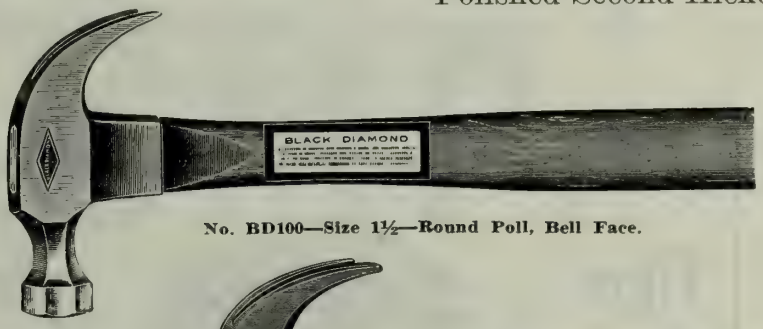
Several Members

of a Large and Very Influential Family



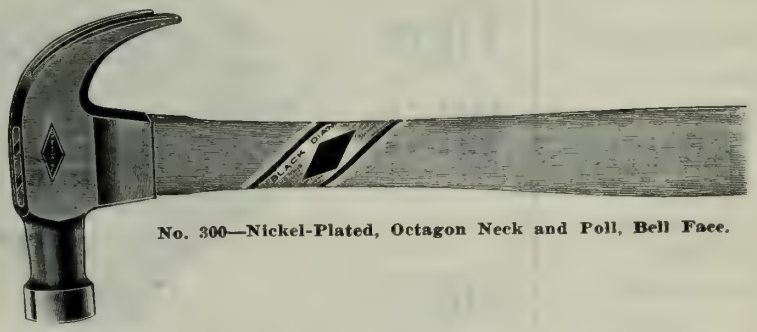
No. BD200—Size 1½—Plain Poll and Face.

Black Diamond Hammers are Drop-Forged from **One Piece** from the Highest Grade Crucible Hammer Steel. Thoroughly Hardened to withstand rough usage. They are Perfectly Shaped and Carefully Balanced. Ground with the Greatest Care and tightly fitted with a Shaped and Polished Second Hickory Handle.



No. BD100—Size 1½—Round Poll, Bell Face.

For **Superior Quality, Hang and Balance, Attractive Finish and Perfect Fit,** we don't know of any Hammers which can excel them, and we know of none which can approach them at the price.

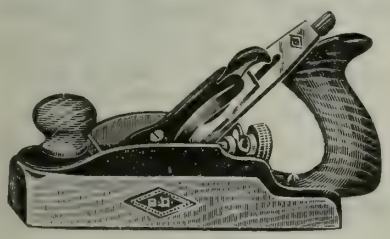


No. 300—Nickel-Plated, Octagon Neck and Poll, Bell Face.

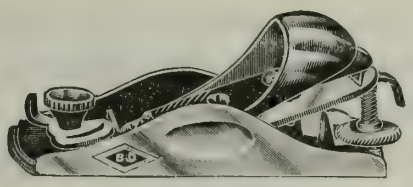
BLACK DIAMOND PLANES

This is one of our latest additions to the BLACK DIAMOND Family, and covers the full range of All Iron, Wood Bottom and Fancy Block Planes.

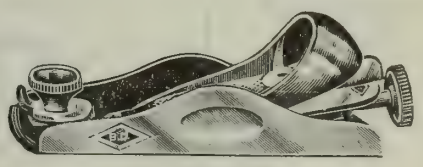
Black Enameled Refined Cast-Iron Frames and Caps; Bottom and Sides Ground Smooth and True; Black Walnut Handles and Knobs; Best Grade Heavy English Steel Bit, Oil Tempered; Ground and Hand-Sharpened; Screw and Lever Adjustment; Brass Screws.



Iron, Smooth.



Regular Block



Low Angle Block

Are YOU Handling These BLACK DIAMOND Lines?
If not, let us go into details with you to explain their advantages.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The Steel Company of Canada, Limited
Hamilton, Ont.

We are in a position to take care of all "SPRING SPECIFICATIONS" for immediate delivery of the following products:

Wire, Wire Nails

Tiger  **Brand**

White **Lead**

100% **Pure**

Putty

Wrought Iron Pipe

Horse Shoes and Horse-Shoe Nails

Pole Line Hardware

Cotter Pins, Escutcheon Pins, Cut Nails,
Cable, Carriage Top Material,
Spikes, Cross-Arm Braces,
Wire Hoops, Lead Pipe, Stove Scrapers.

STEEL
- Angle
- Band
- Concrete Bars
- Channel
- Machinery
- Mild
- Plow Beams
- Rivet
- Merchant
- Harrow Tooth

RIVETS & BURRS
- Boiler
- Bridge
- Belt
- Iron, Brass and Copper
- Flat, Round
- Cone and
- Truss Heads

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

BOLTS & NUTS
- Stove
- Tire
- Carriage
- Bridge
- Machine
- Track
- Elevator
- Plow
- Shaft
- Coach Screws
- Special, Etc.

STAPLES
- Fence
- Blind
- Electricians'
- Bed
- Poultry Netting
- Nutted

TACKS
- all kinds, including:—
- Basket
- Carpet
- Cut
- Clout Nails
- Upholsterers'
- Trunk Nails
- Saddle Nails
- Glazier Points
- Copper
- Cheese-box,
- Etc.

BRIGHT WIRE GOODS.
- Jack Chain
- Wire Door Pulls
- Kitchen Hooks
- Gate Hooks
- Screw Hooks and Screw Eyes.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

WHY?



Note

BECAUSE

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

WINNIPEG TORONTO MONTREAL

"Health, Kindness and Courtesy"

¶ Everything in this world is largely attitude of mind. No day is beautiful to the man who has indigestion or who has spent the night before at a 'smoker.'

¶ If we radiate good health and good cheer we will get these things back in return. Good humor, courtesy and kindness, pay splendid dividends—and a good long while ago someone said: "As ye sow, so shall ye also reap." This is a fact in Nature, and while we are not indebted to any book or particular individual for this fact, it is, however, a truth which we oftentimes overlook.

¶ A grouch begets a grouch. If a man thinks failure, talks failure, contemplates failure, fears failure, then, verily, failure is on the wing and the spiders are weaving their webs over the door of this man's success. These things constitute what is known as personality, and personality is experience and observation put through a refining process. People with splendid and magnetic personalities have little to say about headaches, indigestion, tonsilitis and appendicitis, because these do not constitute personal magnetism.

¶ The generally accepted theory among intelligent folks nowadays is that a large per cent. of sickness is the result of a large per cent. of foolishness—and people not being anxious to advertise the fact that they have been foolish, silly or indiscreet, say very little about their aches and ills.

¶ If a man sets out in life to accomplish certain things and is willing to sacrifice enough to accomplish his particular purpose, there is hardly any probability that his ambitions will be defeated—unless he should come in contact with a street car or a benzine buggy—and so it is a fact that **we get back just about what we give.**

¶ If we assume an attitude of grief and despair, and carry our troubles, domestic or otherwise, to the office, tell our co-workers about our sleepless night, tell our troubles and ailments to our friends, discuss the latest death with our customers, rehearse the sickness of the community, then we naturally put a clog in the affairs of the day; in other words, we have cut off the power and our business gets indigestion, and if this is kept up sufficiently long, we are sent to the hospital and our business is turned over to our creditors.

¶ If we become excited and angry over the little affairs of the day, get into heated discussions and arguments on politics and religion, tell those who are attempting to assist us that we are not feeling well, then we are preparing for the 'toboggan slide.' If we are to become a power, if we are to dominate, if we are to really hold the reins, to take possession or to take advantage of conditions, then it is necessary for us to store up power, and power, mind you, is not stored up by discussing trivial affairs, by rehearsing disappointments and attending funerals.

¶ The world has had enough of the grouch. The trouble with business, and practically the only trouble with business to-day, is a lot of old-fashioned, old-fogy, out-worn notions which should have been discarded about fifty years ago—or, better still, which should have been lost on the morning the stars were set in the sky. There are just enough of these people in business to-day who start an occasional panic and create a feeling of uncertainty and uneasiness in the business field which gives the entire machinery of things a setback, from which it requires a year to recover.

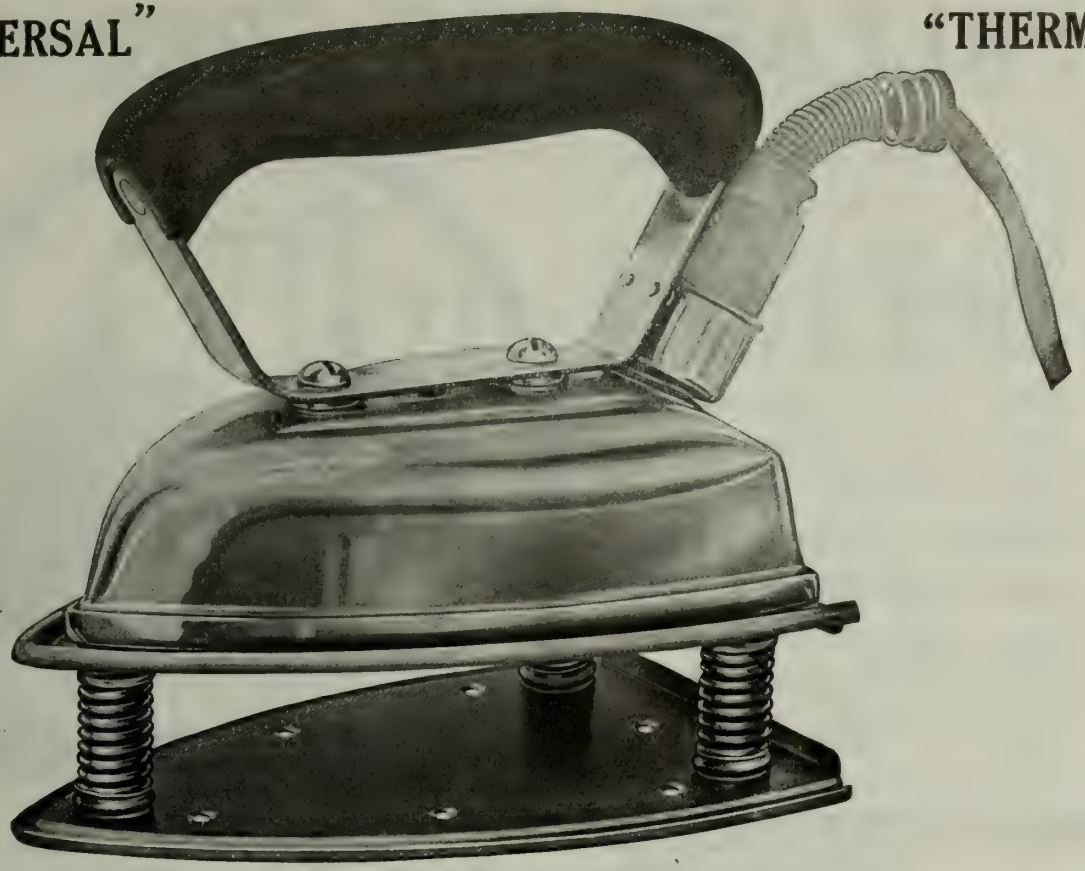
¶ The principal things that each individual should cultivate more and more are kindness, the work habit, and, above all things else, **the Health Habit.** And just remember this one thing, nothing is so very bad after all. It all depends on the way we see it. If we are to insist on being miserable ourselves, let us retire to the hills and live in a cave or in the crater of an extinct volcano, or let us go where we will not come in contact with other people, where we will not be a burden to those who desire to be happy, to those who desire to do useful work. No man can conduct an intelligent conversation with 'a toothache.' No man can write clearly, lucidly and entertainingly on any subject after he has overeaten, oversmoked or overdrank.

¶ Once more, remember the Moral—we need to cultivate kindness, courtesy and temperance in all things, even if we believe in 'prohibition in none'; and remember also a good place for courtesy and kindness is in your business and among your business associates, as these assets can be and are used for business purposes.

Efficiency

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"UNIVERSAL" "THERMAX"



Electric Sad Irons are going to play an important part in your Spring and Summer business on Electrical Goods. The increasing demand, together with the heavy advertising this appliance is having, are two of the reasons, but the best reason of all is that with the new "Universal" and "Thermax" Sad Irons on the market, the consumer is offered a stronger inducement than ever before to equip his home with a really high-class iron.

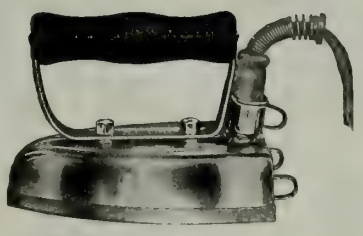
TAKE YOUR CHOICE

They all have the Famous "Universal" Heating Unit and Carry a Five-Year Guarantee



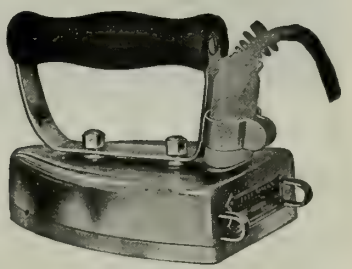
"UNIVERSAL"
Nickel-Plated Hood and Base, Ebonized Handle.

No.	Weight.	Watts.	Eastern Zone.	Western Zone.
E901	6 lbs.	580	$4.00	$4.50



"UNIVERSAL"
Nickel-Plated Hood, Ebonized Handles.

No.	Weight.	Watts.	Eastern Zone.	Western Zone.
E902	6 lbs.	580	$3.50	$4.00



"THERMAX"
Nickel-Plated Hood, Red Handles.

No.	Weight.	Watts.	Price.
E1902	6 lbs.	580	$3.00

These irons will heat quickly, stay hot, and yet are economical to operate because the principle of their construction is scientifically *right.*

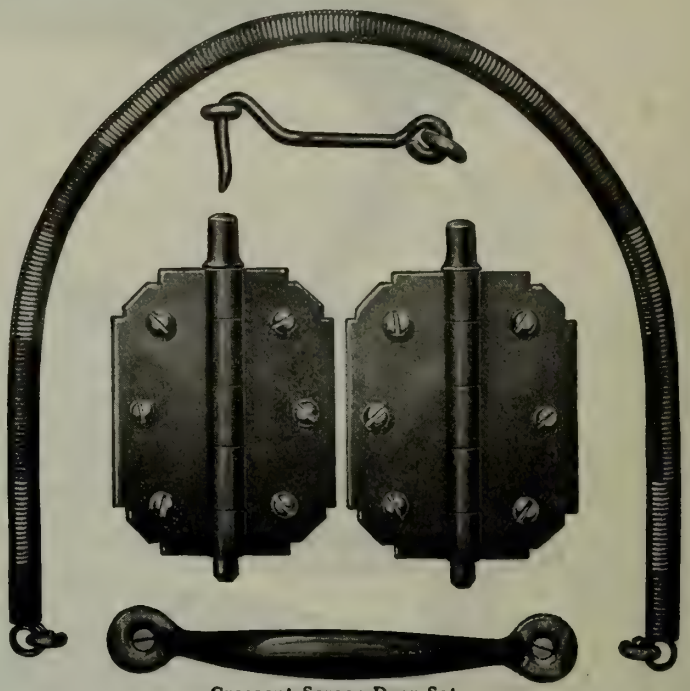
ELECTRICAL IRON TIME IS—ALL THE TIME—BUT THEY ARE APPRECIATED THE MOST IN THE SUMMER TIME.

From your jobber or write direct to us.

Landers, Frary & Clark, New Britain, Conn., U.S.A.

PREPARE FOR SPRING

SCREEN DOORS will soon have to be hung, and each one equipped with the Crescent Screen-Door Set brings satisfaction to the user. The heavy spring always closes the door and the set being complete and Japanned gives it a splendid appearance.



Crescent Screen-Door Set.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

Time-Tested Trade Winners

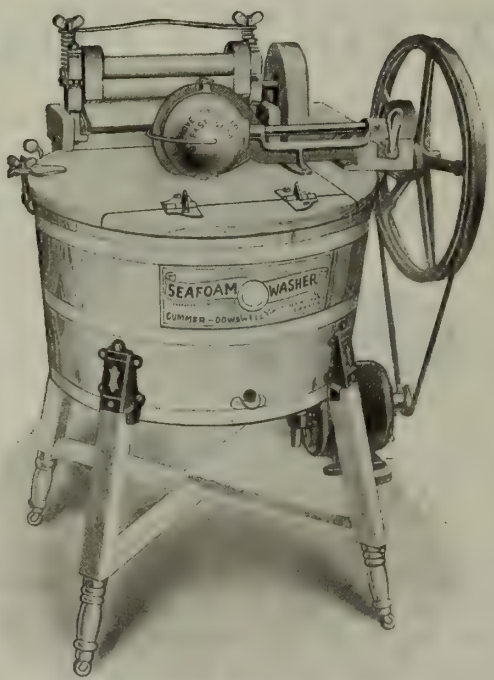
That will bring more trade your way.



NOISELESS



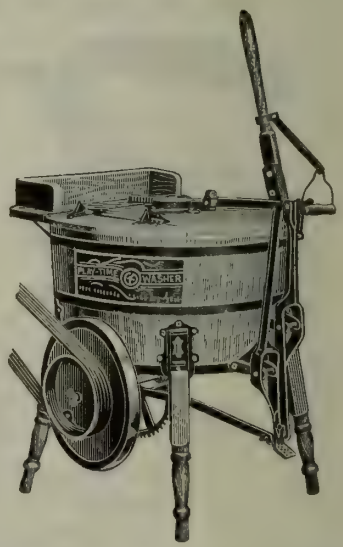
SNOWBALL



SEAFOAM ELECTRIC POWER WASHER AND WRINGER

CUMMER-DOWSWELL, LIMITED

HAMILTON, ONT.



PLAYTIME HAND AND POWER

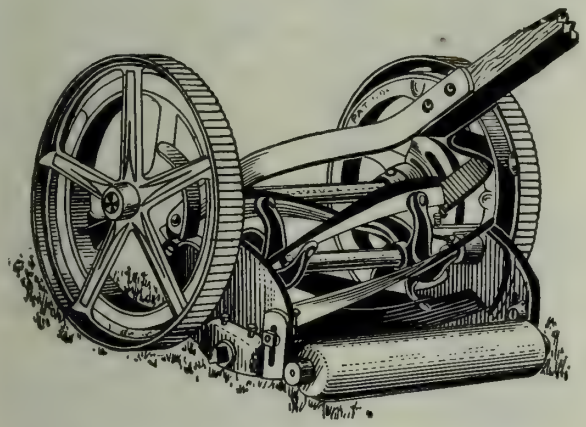
Agents:

W. L. Haldimand & Son, Montreal

H. F. Moulden & Son Winnipeg

If you're particular about the Lawn Mowers you sell, ask your jobber for a

Taylor-Forbes



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

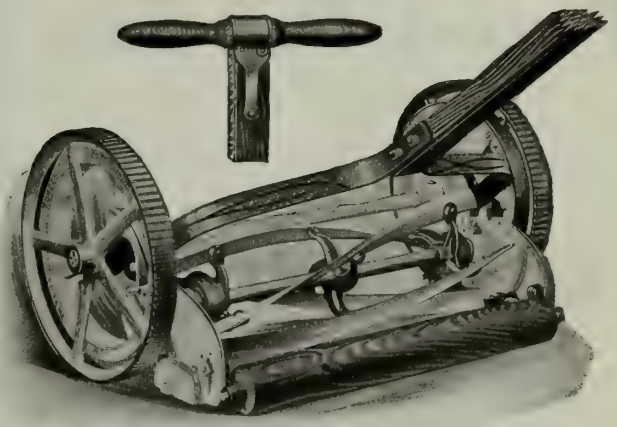
The Taylor-Forbes GUARANTEE

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we insist on giving him a new machine or refunding his money.

Drop us a card for catalog and full particulars.

The quality, finish and distinctive mechanical features make them easy to sell—and the service that they give results in the users recommending them to their friends and neighbors, and more business for you.

Our line includes **Empress, Woodyatt, Star, Philadelphia, Adanac, Ontario, Mayflower and Daisy.**



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.

Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

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H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.





Goodell-Pratt's

No. 901

Pocket Nail Sets

in

Leather Cases

This is an absolutely new article which has not as yet appeared in our catalog. Be sure to be the first in your territory to stock them.

Write for the Price.

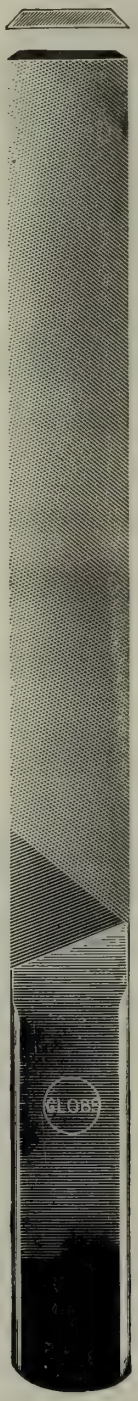
Goodell - Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

NICHOLSON MADE

Don't Forget Your NICHOLSON-MADE MOWER FILE STOCK!



Soon your farm friends will want Mower Files. From past experience you know that when they DO want them, they'll want them mighty quick.

While we're noted for extra quick deliveries, yet in your own interests we urge you to place your orders NOW.

All indications point to bumper crops this year. Mowers will see more than usual service —knives will need more frequent re-sharpening — extra quantities of Mower Files will be used.

As usual, 90% of the demand will be for the famous

Nicholson-Made MOWER FILES

Kearney & Foote
Great Western
American
Arcade
Globe

Nicholson File Company
PORT HOPE, ONTARIO

Every progressive jobber carries NICHOLSON-Made-FILES in stock.







North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

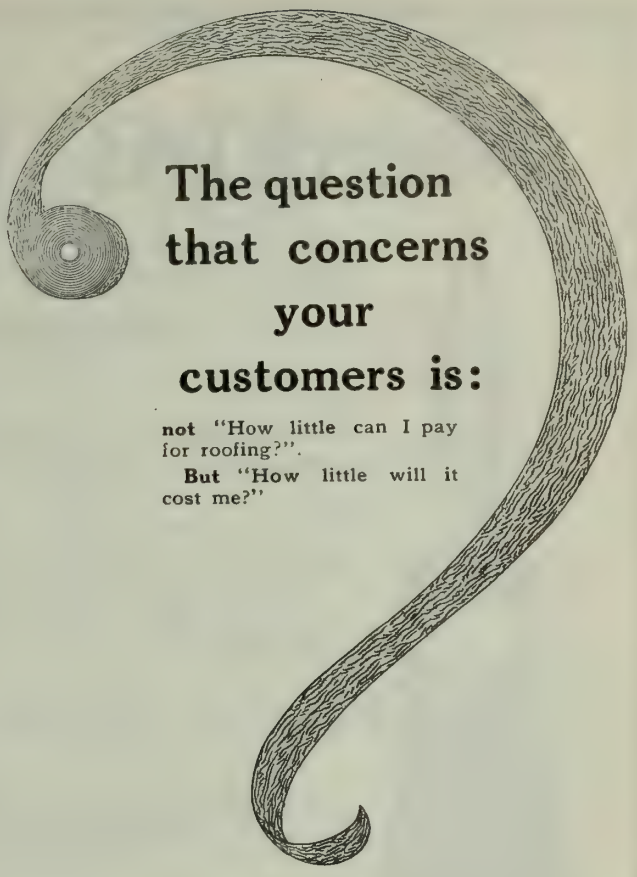
The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

Now is the time to place your order for shipment later.

Your jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



The question that concerns your customers is:

not "How little can I pay for roofing?".

But "How little will it cost me?"

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK
REG. U.S. PAT. OFF.

They may pay you little and get roofing that soon cracks, crumbles, and leaks, but it costs them less in the end to use roofing of **natural** asphalt which stays waterproof.

Genasco

THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

has the natural oils of Trinidad Lake Asphalt sealed in it; and they give Genasco life and vigor to resist sun, rain, wind, heat cold, alkalis, and acids. The Kant-leak Kleet is the up-to-date method of applying roofing, without cement, to prevent nail-leaks. Genasco stays weather-proof and saves repair expense. It strengthens your hold upon your customers through the satisfaction it gives them. Order Genasco from your jobber.

Write us for full information and samples.

The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing.

Philadelphia

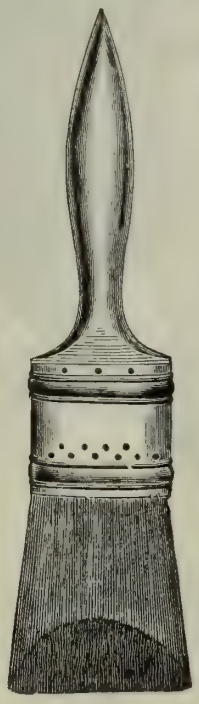
New York **San Francisco** **Chicago**

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg, Man.
Lewis Bros., Ltd., Montreal. Branches: Ottawa, Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.

Trinidad Asphalt Lake



Meakins' Brushes



Please Everybody Because They Please Particular Painters

These brushes are attractive in appearance, and attractive in quality to all familiar with them.

Don't leave room for dissatisfaction—put Meakins' brushes in stock now, and boost them, for they are good insurance and are very profitable.

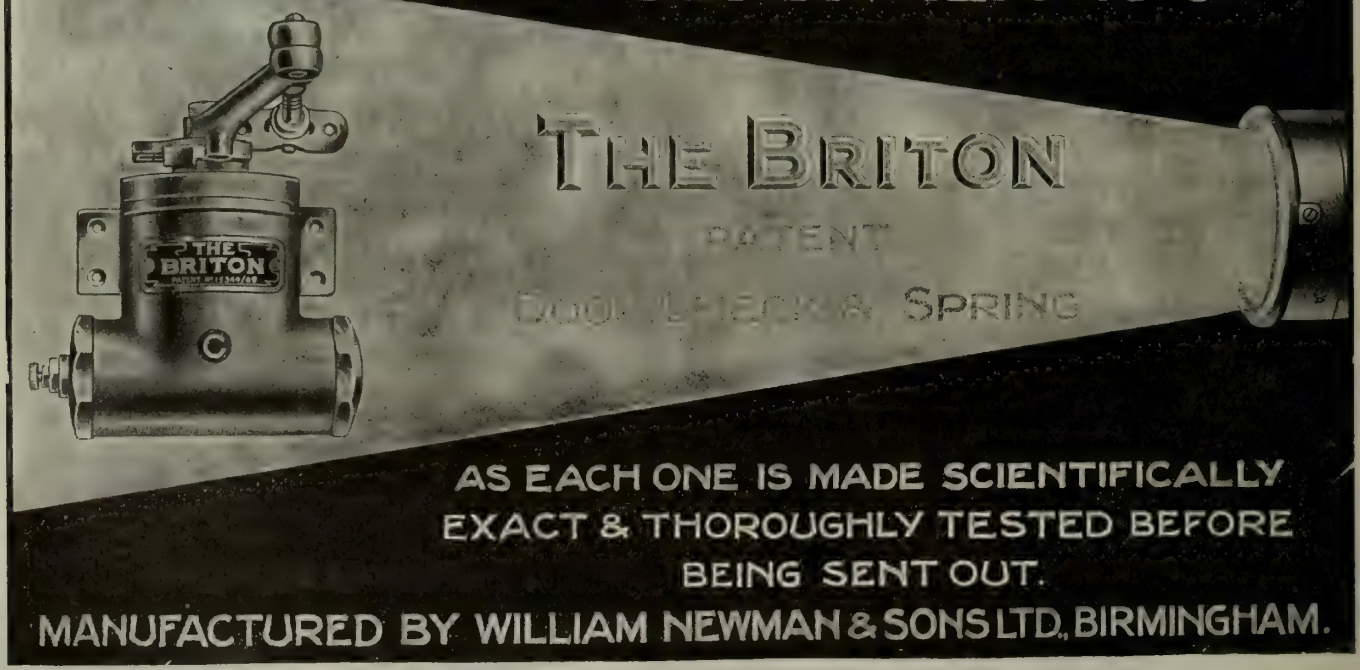
Made in all sizes. Write for the Meakins catalog.



Meakins & Sons, Limited

HAMILTON, ONTARIO

WE ARE NOT AFRAID TO HAVE THE SEARCHLIGHT ON



AS EACH ONE IS MADE SCIENTIFICALLY EXACT & THOROUGHLY TESTED BEFORE BEING SENT OUT.

MANUFACTURED BY WILLIAM NEWMAN & SONS LTD., BIRMINGHAM.

RONUK FLOOR POLISH

BY APPOINTMENT TO HIS MAJESTY THE KING.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - - Toronto
Notre Dame Congregation - Montreal
Appleby School - - - - Oakville
City Hall - - - - - - Quebec
New Private Patients' Wing - -
- New General Hospital, Toronto
C.P.R. Dining Rooms - - Montreal

And many others, a complete list of which will be sent on request.

—will help you to a permanent, worthwhile trade.

Ronuk is a unique composition, different from the ordinary wax or varnish. The finish it produces is beautiful and durable. It is easy to apply and easy to keep polished and it never requires scrubbing. Everyone who is now using any floor polish will appreciate these qualities.

Ronuk is being extensively advertised—the dealers who carry it will reap a great benefit from this campaign. Will **you** be one of them?

Ronuk retails at 10c, 20c, 35c and $1.00 the tin. For prices, etc., write

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Canadian Head Office:

53 Yonge St., Toronto

41

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

ALL YOU NEED TO KNOW ABOUT BRASS VALVES

—is—

MORRISON

Morrison Valves make a reputation for the man who sells them—the reputation for giving satisfaction, which they have maintained for over twenty-five years.

You don't even need to know anything about valves to handle the Morrison Line—we take all the responsibility. Just be sure that each valve bears the J.M.T. trade-mark—that's all.







The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. W.
TORONTO CANADA

This will be an age of Concrete

Just as other ages have been named after some much used material—the stone age, the copper age, the iron age—for example, so will this, in days to come, be known as the concrete age.

And it will have earned the title, for concrete is being used everywhere, more and more, every day.

Now if you are a

Rogers Portland Cement

dealer you will be right in line for making money out of this big, new business, because you can look after the needs of any small contractors who are doing jobs close to your store—can save them the trouble of hauling cement from the supply house.

And when they know the brand you handle, they'll be glad to give you their orders—for Rogers' Cement meets the approval of their architects and engineers—**Rogers' Cement is standard.**

But you don't need to carry a large stock to meet their varying needs. We'll attend to that as obediently as you tell us to.

You can't find a better proposition from your viewpoint,—**so write now**, to-morrow may be too late.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

Big Profits Easily Made

Selling

O-Cedar Polish

and MOPS



Advertised in the daily papers and magazines throughout Canada---The demand is created. Every housekeeper who can will have them.



O-CEDAR polishing cloths, dusters and dust cloths are ust as serviceable as the celebrated O-CEDAR Mops.

O-CEDAR Polish in all-size containers.

Other Household Cleaners such as



Mop Wringers, Self-Wringing Mops, Mop Sticks, Scrubbing Brushes, Myers' Putz Cream and Silva Putz Yankee Cleaner.

Wholesale Distributors

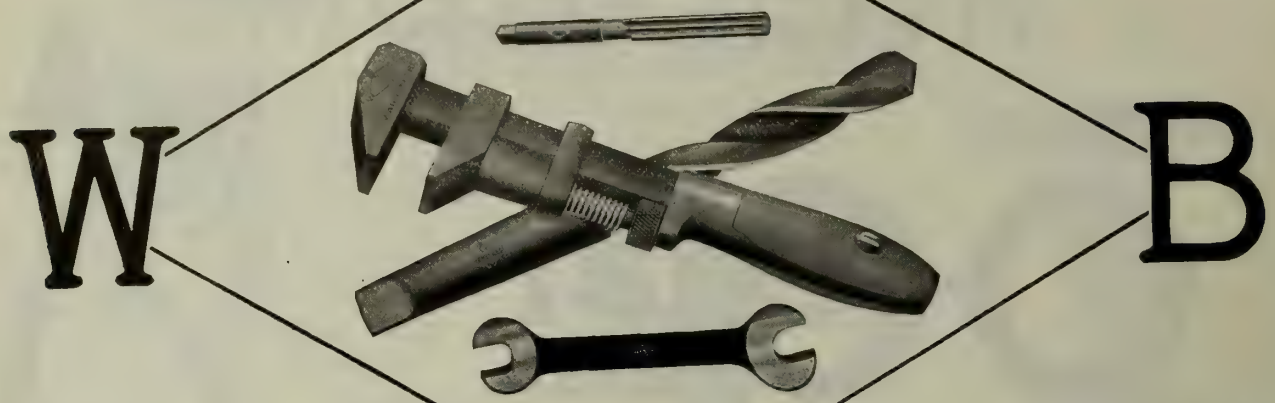
CAVERHILL, LEARMONT & CO.

MONTREAL

TWIST DRILLS
CARBON AND
HIGH SPEED

WHITMAN & BARNES

WRENCHES
SCREW AND
DROP FORGED



REAMERS
CARBON AND
HIGH SPEED

COTTERS
CHISELS
PUNCHES, ETC.

USERS RECOGNIZE "W & B" TOOL QUALITY, BACKED BY 60 YEARS' UNINTERRUPTED MANUFACTURING EXPERIENCE. STOCK THIS ESTABLISHED LINE AND INCREASE SALES. IF YOUR JOBBER CANNOT SUPPLY, WRITE US AND WE WILL SEE THAT YOU ARE SUPPLIED. WRITE FOR CATALOG NO. 82-G.

The Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Established 1854. **Stocks carried at Winnipeg and Montreal**



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

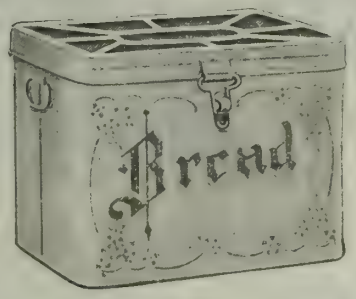
Wrico ANTI-RUST

Sanitary Round Corner Bread or Cake Boxes

Japanned Pure White by a new process of Pneumatic Spraying.

Hand-decorated in gold by expert artists.

White and Gold Ware is made in many kitchen lines. Get a price list from us.



Their Beauty and Utility are obvious.

Sold singly, or in nests of three—small, medium, large

White and Gold Ware is of heavier stock and better quality than the regular lines.

Wrico ANTI-RUST

Wrico ANTI-RUST

E. T. WRIGHT CO., Limited, Hamilton, Canada

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

Copper-Bearing, Rust-Resisting

SHEETS

Black and Galvanized

Specially adapted for all exposed sheet metal work

Send for Descriptive Booklet, Samples and Prices

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

Spring is Here

Your Big Profit-Making Time in Shingles and Roofs

Right now is the time to push and push hard.

Preston Safe Lock Shingles and Acorn Quality Corrugated Iron

It is not a hard matter to sell our goods. They are in a class by themselves. While your prospect knows this, yet you must get out and go after him.

Every customer is a repeater for you once you sell him an order for our goods. We are giving you the best that's going, and your trade will increase.



Will you get him and keep him? If you go after him now you will. We are brimful of helpful ideas to assist you get this business and help you to bigger and more profits.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY, Company, Limited

TORONTO and WINNIPEG



WE WOULD RECOMMEND

That You Place Your Orders for

Reece's New Screw Plates, Taps, Dies and Reamers NOW

Notwithstanding our greatly increased facilities, our factory is taxed to keep up with our sales. Avoid possible delays by ordering now.

Butterfield's Tools on your shelves or in your show cases mean **Gold Dollars** in your **Till.**

BUTTERFIELD & CO.

ROCK ISLAND, QUE.

Judge a Drill by the Holes It Makes—

Get this thought firmly fixed in your mind, "There is a difference in drills."

Users of WILT TWIST DRILLS find that they get more holes of a given size per dollar of cost than they ever got with any other make.

And there is a very logical reason for it.



WILT TWIST DRILLS are made by a new process that insures absolute accuracy and uniformity. The contour of the grooves is scientifically determined—the clearance is clean-cut and well defined—and the hardening is done electrically and with scientific exactness. The machining of WILT TWIST DRILLS is done complete at a single chucking.

Are you prepared to meet the demand in your locality? Send us your order to-day.

WILT TWIST DRILLS

The Wilt Twist Drill Company of Canada, Limited

WALKERVILLE ONTARIO

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

LUNDY

SHOVELS



It isn't just by chance,

that Lundy Shovels have become a standard wherever shovels are used in Canada.

No, Sir! There's more back of it than that—it's their many points of superiority that have earned for them their enviable place. For instance—

The strap and blade point are made of crucible steel, and are extra strong, thus ensuring long service and durability, from those parts that usually give out first.

This is only one "Lundy" advantage. To fully appreciate their value as business-getters, you must handle them.

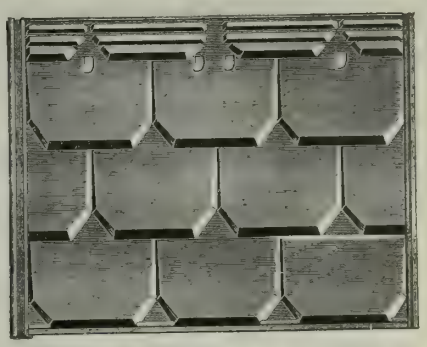
They'll be found at your jobber's, most probably; but if he hasn't got them write to us direct.

The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Paint & Color Co., 20 Francis Street, Toronto, Ont.

Do you sell Building Materials to Farmers, Storekeepers, Theatre-Owners, Householders?



If so, study what "Metallic" means to the Wide-awake Dealer—

"Eastlake" Steel Shingles — the Standard Roofing, "Metallic" Corrugated Iron for Barn Sides, Ridge Cap, Valleys, Weather Vanes, Eavestrough and Water Piping, "Acheson" Barn-Roof Lights, "Halitus" Ventilators, etc.

CATALOGUES FREE

"Metallic" Materials mean more than one profit to the Dealer who is wise enough to handle them. Apart from the question of money—and there is "money in 'Metallic'"—there is profit in the prestige that goes with the handling of these Standard Materials. Many customers are made for the "Metallic" Dealer by the reputation of the goods alone.

Write to-day and tell us what you are interested in. Send dimensions of any job and we will send you prices.

The METALLIC ROOFING CO. LIMITED

TORONTO, King & Dufferin Sts. — Manufacturers, Established 1884 — WINNIPEG, 797 Notre Dame Ave.

"Metallic" Brick, Stone and Clapboard Siding, for Houses, Stores, etc. Artistic Store Fronts, "Metallic" Ceilings and Walls for any interiors; Roof Tile, Cornices, Hayes Patent Steel Lathing.

CATALOGUES FREE

Davidson's "Northern" Refrigerators



CUT ILLUSTRATES SIZE No. 4

DRY COLD AIR PRINCIPLE.

Made from well-seasoned hardwood with paneled doors.—Fitted with fancy brass locks and hinges—Syphon Cup—Self-retaining Casters—Removable shelves—Galvanized lining throughout. —Splendid value.

It is advisable to place your orders early, as there is undoubtedly a sizzling hot summer coming, which will bring with it an extraordinary demand for good refrigerators.

WE CAN SUPPLY NORTHERNS IN THREE SIZES:

			Single Door.	
Number 1—	Outside Dimensions	Width	Depth	Height
	Inches	28	18	42
	Capacity of Ice Chamber ..... 40 lbs.			
			Single Door.	
Number 2—	Outside Dimensions	Width	Depth	Height
	Inches	30	20	42
	Capacity of Ice Chamber ..... 50 lbs.			
			Double Doors.	
Number 4—	Outside Dimensions	Width	Depth	Height
	Inches	36	21	45
	Capacity of Ice Chamber ..... 60 lbs.			

Write for Prices.

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG

A household necessity for changing weather conditions

Now that the days are becoming warmer, householders do not require to start their regular heating system. Just such a handy, light, portable heater as

McClary's

"NEW FAMOUS" OIL HEATER



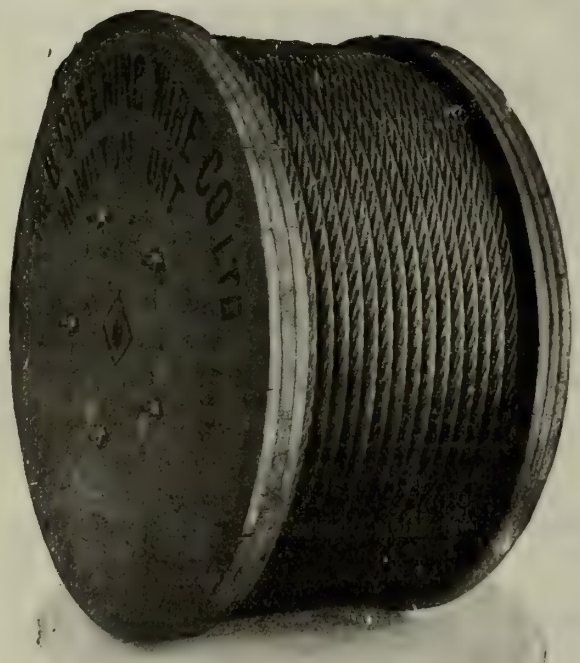
is a boon to the housewife in the Spring and Fall. It saves trouble and expense, and its manipulating features are simple and easy.

The one-piece Copper Oil Tank.
The simple method of replacing the wick.
The automatic locking device.
The oil indicator.

The demand is there, prospects good, and the possibilities of a live Spring business before you, Mr. Dealer—will you communicate with our nearest Branch for more particulars?

McClary's Ship Quick

MONTREAL LONDON TORONTO HAMILTON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN EDMONTON SASKATOON



WIRE ROPE

for

HAY FORKS

Wire Rope for hauling Threshing Machines, House Moving, Etc.

We manufacture all kinds of Wire Rope for all purposes.

Wire Rope Fittings.
Wire Rope Grease.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

The Builders' Need the Dealers' Opportunity

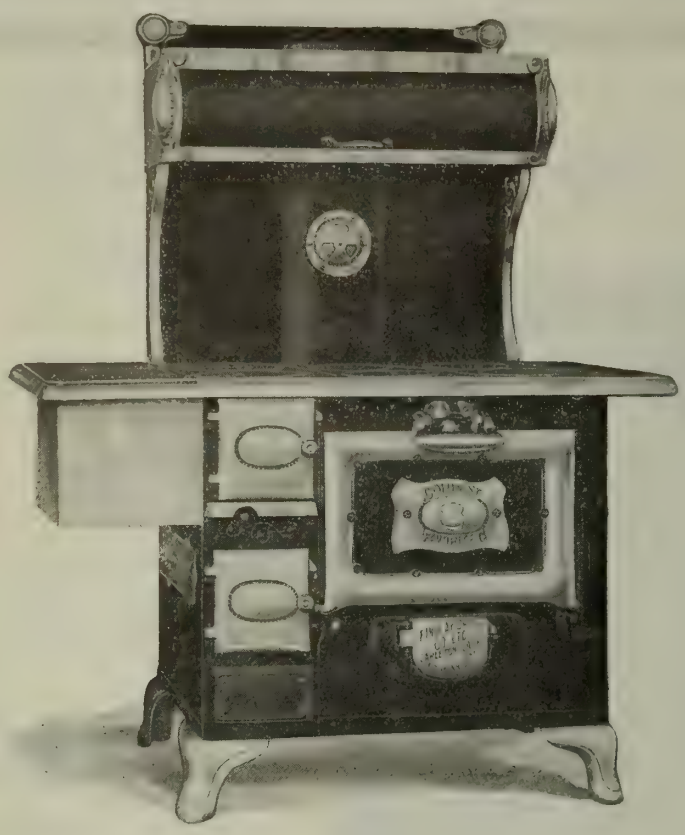
This is the time of the year when new property is going up and old buildings are being renovated. Architects and Builders will be looking out for the best heating system. Medical men and engineers give the warm air system preference over all others, and all Sunshine Furnace users claim they have the best furnace for heating their homes.



The great new feature of the inclusion of American Ingot Iron (99.84% pure iron) gives Sunshine dealers a selling point of incalculable value. This iron has already made itself famous after years of severe tests. The fact that it is displacing a material of tremendous strength and durability in two vital parts of our Sunshine Furnace, viz., the Dome and Radiator, is sufficient proof, we think, of our faith in this remarkable iron.

The many outstanding features still remain and dealers should get acquainted with the 1914 Sunshine—it holds out a great selling future.

McClary's Ship Quick.



The Colonist Favorite

does not look it, but it is one of the cheapest SIX-HOLE STEEL RANGES on the market. The CLASS and STYLE does not cost anything, but goes a long way towards selling it.

More low-priced ranges will be sold this Spring than ever. The COLONIST is made to meet this demand.

Made in two sizes, 16 and 18-inch ovens, **SIX-HOLE TOPS, DUPLEX GRATES, CONTACT COPPER RESERVOIR.**

The SEMI-PLAIN DESIGN, PLAIN NICKEL, and SMOOTH CASTINGS, give it the appearance of a High-Priced Range. Look up the price if you have our list, if not send for one. The price will surprise you.

The quality will please you.

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS ST., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale, Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.

KIR-BEN

KIR-BEN ASHPIT TALK

A series of Kir-Ben talks will appear weekly — watch for them.

A BETTER ASHPIT BODY

The original design of the Kir-Ben Ashpit is deserving of attention.

Plenty of space is provided under the grates, which with the square corners at the base line in the rear, and the straight sides, make it possible to provide a really useful and satisfactory ashpan,—one that is big and gets all the ashes. This does away with shoveling ashes in the basement and eliminates the dust that comes from an ordinary furnace.

The ordinary ashpit in use in other furnaces and made in several parts is unsatisfactory, as it soon allows dust to escape into the air chamber, and thence up through the pipes to the rooms, making it impossible to keep the house clean.

The Kir-Ben construction prevents this entirely, as the only joint in the ashpit is a cup joint in the extreme bottom, and this is solidly bolted to the main bottom and ring. The Kir-Ben ashpit is very deep,



fourteen inches, and lessens the chance of ashes banking up against the bottom of the grates, thereby stopping the circulation, the cause of many grates burning out.

The incline track shown in the cut is a special feature, making it easy to remove or place the grates in position. To install the grate all that is necessary is to place the rear of the grate on the track, from whence it slides easily into position, and remains locked by means of a swinging bracket, and without the use of any bolts or loose pieces. Removal of grates is even easier.

Patents Pending—Send for catalogue, now ready.

KIR-BEN LIMITED, -:- ALMONTE, ONT.



BUY

LION
TRADE MARK
BRAND

LION BRAND CORDAGE

Accidents will **NOT** happen where LION BRAND Cordage is used. It is insurance of the best kind and you will be serving your customers WELL by recommending this Canadian-Made Cordage.

"Cheap" Cordage is a bad investment---it invariably brings dissatisfaction and often results in accidents, loss of property and disaster.

LION BRAND CORDAGE MEANS SATISFACTION
---EVERY STRAND OF IT.

Consumers Cordage Co., Limited

Factories: Montreal and Dartmouth.
Branches: Toronto and St. John, N.B.

F. H. ANDREWS & SON, Quebec **MacGOWAN & CO., Vancouver**
TEES & PERSSE, Limited, Winnipeg, Moose Jaw, Regina, Saskatoon, Calgary, Edmonton

A Confidential Chat With Our Readers

AN AD. THAT BROUGHT CASH ORDERS.

A little over a month ago Hardware and Metal received an advertising order from a Western Ontario manufacturer (name on request) for quarter-page advertisement, to run every other week for a year.

So far, only one insertion has been made, but when the Hardware and Metal representative called on that manufacturer a few days ago, he found a most enthusiastic booster for Canada's only weekly hardware paper.

"I had several good inquiries from that advertisement," he declared; "one man actually sent cash for some of my goods right off the bat. I have never in my experience had such good returns from one small advertisement."

The same manufacturer spoke highly of Hardware and Metal's Annual Spring Number, and said that he had derived some most valuable information from it. He had already ordered a quantity of goods for the equipment of his warehouse from a manufacturer whose full-page advertisement in the Annual Spring Number had appealed to him.

"I keep that number hanging right beside me," said he, pointing to his desk, where Hardware and Metal's big issue was dangling."

Improving With Every Issue.

"Hardware and Metal is certainly improving with every issue. I make a point of reading it each week, and I find it both instructive and entertaining."

This statement was made to Hardware and Metal's Western editor, by one of the leading hardware jobbers in Winnipeg. It reflects what really appears to be the general opinion of the Canadian hardware trade, and it is no small satisfaction to us, that hardware men throughout the Dominion take such keen pride in their weekly hardware paper.

We have often been told by merchants and manufacturers of wide experience in Canada and elsewhere, that no other trade paper in the world covers its field as thoroughly as Hardware and Metal, or possesses so great a prestige in the trade it reaches.

This is all very gratifying to the publishers. It spurs us on to greater efforts, because we are determined that there shall be no halt in the steady progress and improvement shown by Hardware and Metal during the past twenty-five years.

If Hardware and Metal is improving with every issue, as has been said, then we have reached a pretty advanced state of excellence in this our 1,315th issue. But a year from now will see us turning out a still better paper and giving an even more valuable service to our readers.

This is a promise—not a mere idle boast, and the reason we know we can make good on it is that the prestige of Hardware and Metal acquired by 25 years of faithful service assures us of the whole-hearted co-operation of everyone interested in the Canadian hardware trade—manufacturer, wholesaler and retailer. It is just another case of success begetting success.

Big List of New Subscriptions.

We have always found that the issuing of a successful Spring or Fall Number has instantly strengthened Hardware and Metal's position in the trade by adding to our subscription list.

This has been more than usually evident since we have issued our Annual Spring Number for 1914—admittedly the finest single number ever issued by any Canadian periodical.

There are not many retail hardware merchants in any part of Canada who are non-subscribers, but they were all sent copies of the Annual Spring Number, and subscription order blanks. Since Monday of this week, the blanks have been coming back to us, with the signatures of merchants whom we have been very anxious to add to our list of regular subscribers. Up to the time of writing these lines (Thursday morning), 41 new subscriptions had been secured in this way, since the first of the week. And every mail is bringing in more.

Helped to Build a Good Business.

It is the constant aim of Hardware and Metal's editors to furnish the retail hardware trade each week with such information as will assist them in developing every department in their business.

Having themselves been "through the mill," they are able to look at their duties from the standpoint of the hardware retailer, himself. All the suggestions made in our pages are not only feasible, but in most cases have been actually tried out and have made good under existing conditions in some Canadian hardware store.

It is not surprising, therefore, that many of our subscribers frankly attribute to Hardware and Metal a goodly share of the success they have achieved.

An interesting letter along this line was recently received by Hardware and Metal from Wagstaff & Vestrup, Nakusp, B.C. In sending in a renewal of their subscription to Hardware and Metal, they say:

> "Hardware and Metal has materially assisted us in building up a good business from a small beginning. It is one of our best investments."

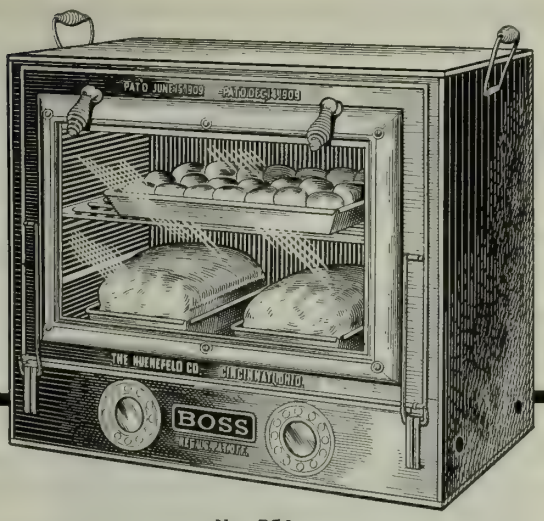
This firm realizes that to achieve real success in a retail hardware store, they must put more than time and money into their business. They must also invest ideas—ideas in buying, selling, advertising, displaying goods, and, in fact, in every phase of their business.

Now, even the most talented business men cannot keep on indefinitely conceiving ideas of their own, unless their brains are constantly freshened by hearing or reading of ideas which have been successfully adopted by other men in a similar line of business. And it has been by studying the ideas advanced by Hardware and Metal and adapting them to their own special conditions that Wagstaff & Vestrup have built up a successful business.

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GLASS DOOR

GUARANTEED



No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

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Write to-day for Complete Catalog and prices.

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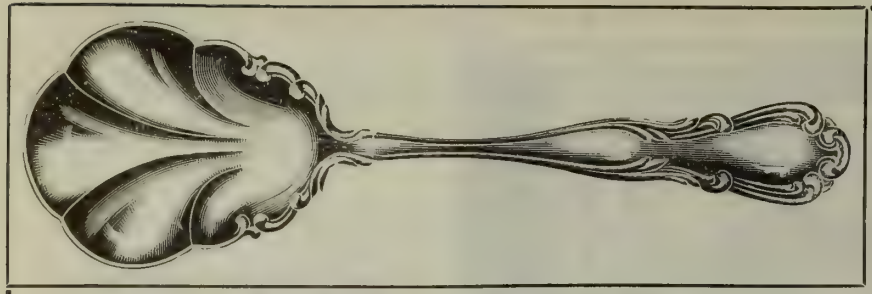
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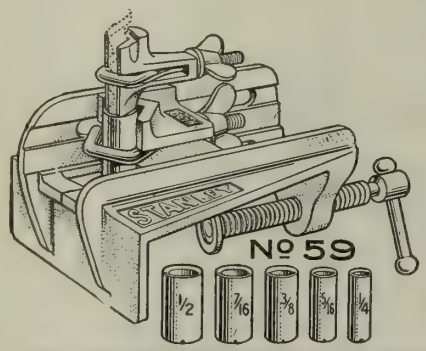
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Your Jobber has them. Ask him

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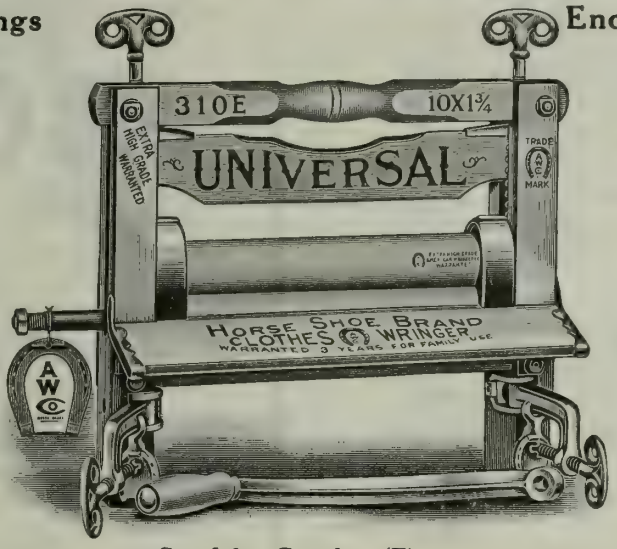
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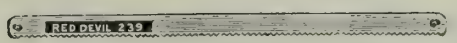
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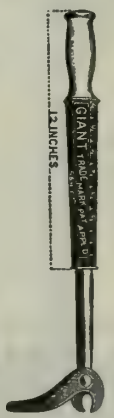
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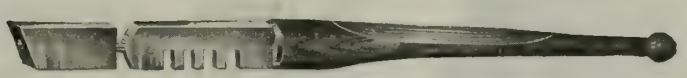
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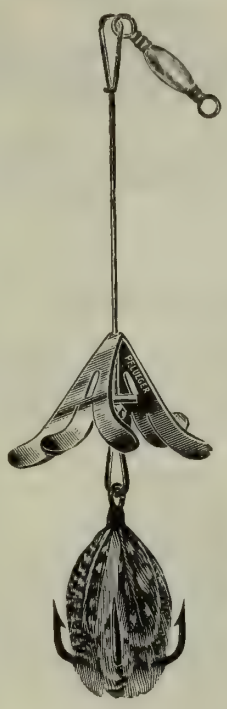


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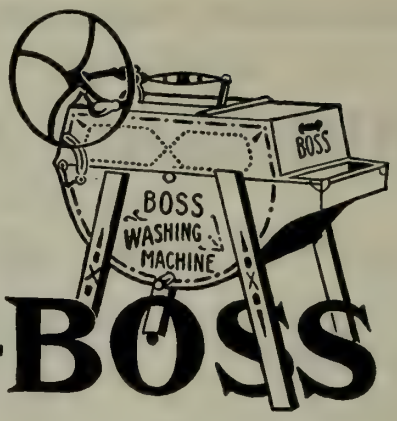
Have you a complete stock of fisherman's wants?

Let us draw your attention to the fact that we stock a complete line of **Bass, Pike and Muskallonge Trolls, Pearl Wobblers, Devon Baits, Cyclone Spinners, Lines, Reels, Steel Rods, etc.**

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No. 23

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R. McDougall Co., LIMITED

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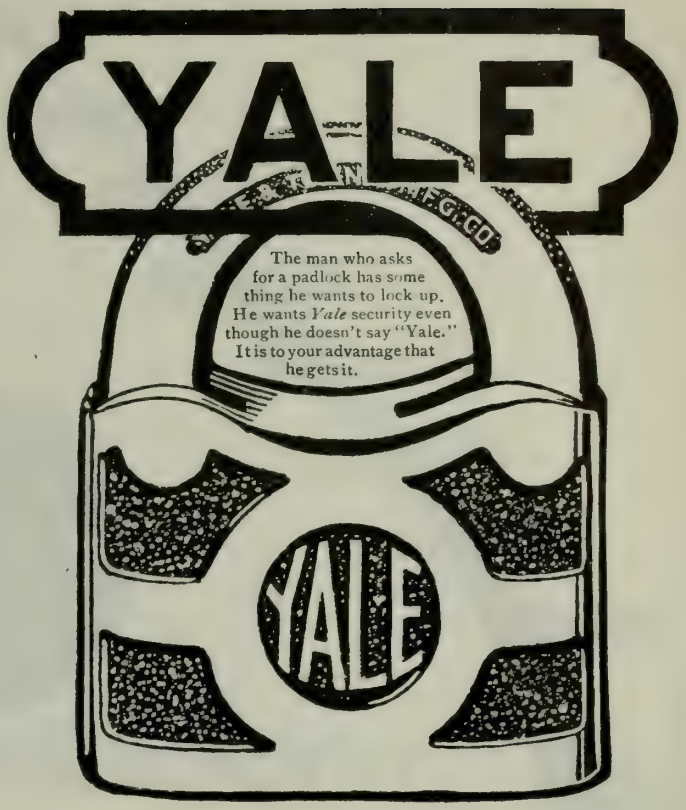
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The Right .22 Calibre Repeating Rifle

¶ You will appreciate that the .22 calibre rifle is the very keystone of your arms and ammunition business.

¶ The boys do their first shooting with a .22 and this type of rifle also usually finds a permanent place in every grown-up shooter's equipment.

¶ You want your customers to get the right .22 calibre repeating rifle—

¶ Then be sure that they know of the many radical improvements found only in the Remington-UMC .22 Calibre Repeating Rifle.

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¶ Impress on each customer that the above features are found only in the Remington-UMC .22 cal. Repeater.

Remington Arms-Union Metallic Cartridge Co.

Windsor **Ontario**





.22 Calibre Metallic Cartridges

¶ It is not every dealer who realizes the full importance of his trade in .22 metallics.

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¶ And this stands to reason. Eight gun users out of ten start their shooting experience with a .22 calibre arm.

¶ Their buying habits are yet to be formed. In their choice of make and brand they follow the lead of the seasoned gun users they know.

¶ There is no surer way to get their custom than by inviting them to Sportsmen's Headquarters with an active display of the *Red Ball Mark* of Remington-UMC.

Remington Arms-Union Metallic Cartridge Co.

Windsor Ontario



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Showing everything for the Spring Trade in new and attractive designs in both Hollowware and Flatware.

Note.—The Wm. A. Rogers (R) S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price. — Why? — They are plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

The Biltmore



CANADIAN ROGERS CO., LIMITED

Toronto **Winnipeg** **Vancouver**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, APRIL 11, 1914. No. 15

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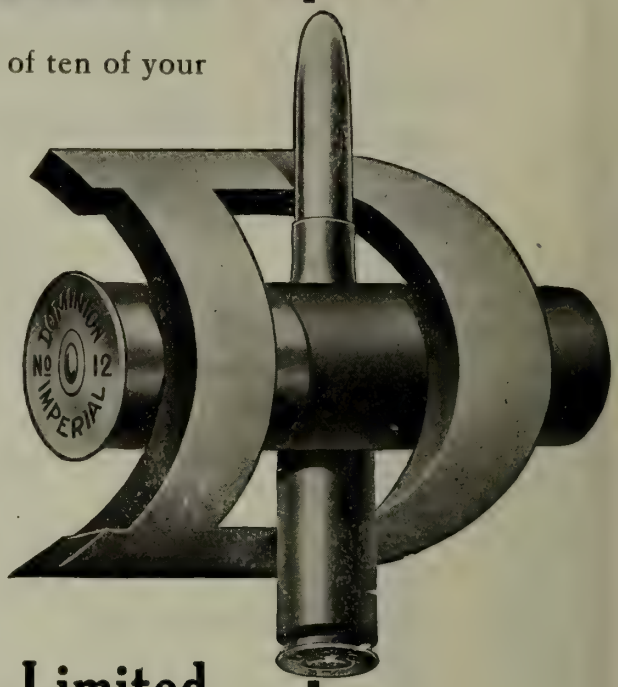
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HARDWARE AND METAL
Established 1888 Published Every Saturday

Vol. XXVI. APRIL 11, 1914 No. 15

Montreal Organizing "Clean-Up and Paint-Up" Campaign

Movement for a Cleaner Montreal Launched by the Montreal Publicity Association—Prominent Citizens and Civic Officials Named for the Committees—What Other Cities Have Done.

ANIMATED by a desire to make Montreal a cleaner city and a better place to live in, a number of leading citizens of the metropolis are now in the midst of an energetic campaign to organize a "Clean Up and Paint Up" week. The project is along the lines outlined in Hardware and Metal last week and the idea seems to be meeting with the hearty approval and support of civic officials, prominent business and professional men and the newspapers.

The campaign was inaugurated on Tuesday, March 24th, at one of the regular weekly meetings of the Montreal Publicity Association when the honorary president of that body, Frederick Abraham, gave a very comprehensive address outlining the purposes of such a campaign and telling what other cities, mainly in the United States, had done to make living conditions better and their cities brighter and more attractive.

The idea was enthusiastically adopted by the members of the association and a special organizing committee was appointed to arrange for a permanent staff of officers and committees. Out of this beginning has grown a larger organization known as the Montreal Publicity Association City Improvement Campaign. This organization will not only interest itself in a "Clean-up and Paint-up" week this year, but will make it an annual affair and will also devote their energies throughout the year to matters that will tend to improve the appearance, health or general living conditions of the city.

Mr. Abraham, in launching his campaign for a better and cleaner city did not mince words but struck right out at the need of a higher regard for civic pride and the responsibility of citizenship.

"Every one of you," he said, "knows the value and the necessity of education, which converted into plain terms means publicity. I have figured out that possibly 80 per cent. of the people want to do the right thing, the other 20 per cent. may be dishonest, and even some of these want their fellows to be honest. Eighty per cent. of any community is certainly a tempting franchise to a crowd of the right kind of publicity men.

"We propose here and now to start an agitation that will amount to a civic epoch. We mean to-day to clutch at the very roots of disease in this city, and that is an unclean city, an unclean people. Of what avail are hospitals, nurses, and doctors if the very source is contaminated? And gentlemen, the source in this great overgrown city is frightfully contaminated. Montreal is a foul and a dirty city. It is the prolific origin of a shocking mortality rate, especially among children. Can you comprehend that the infant mortality of Montreal is practically double that of any other civilized community on the face of the earth, and with this hideous phantom stalking in our midst what, I ask, is being done to arouse the public conscience to the horror of such a blot on our civilization, and this not in the congested districts of the older land, but here in the new world where nature has given us liberty and advantages with a lavish hand?"

Mr. Abraham went on to point out the good work that was being done by the civic health department, but contended that without the interest of the individual—with an indifferent public conscience, the result of their efforts was largely discounted.

"Dirt begets dirt," he said. "Cleanliness suggests cleanliness. The power of suggestion and example will do more to clean up Montreal than any other influence." Mr. Abraham cited the by-law prohibiting spitting in street cars, which was inaugurated a few years ago and which is now so generally observed that no one with any sense of decency would think of expectorating in a public vehicle and even on the street they do so in a shame-faced and unostentatious manner, and all this was accomplished without invoking the aid of the law, for no one had been summoned before the courts though there has long been a law making it a punishable offense."

A personal experience of the speaker in Rochester, N.Y., was related showing how the police of that city guard against the streets being littered with waste paper and rubbish. Mr. Abraham, while walking along the street threw an empty envelope on the roadway. Almost immediately he felt a hand on his shoulder and was invited by a policeman to pick it up. He expressed his astonishment at such a request, and then it dawned on him why Rochester was called the "Flower City." As he stooped to pick up the offending waste matter the officer kindly offered to do so for him, remarking as he did so that Mr. Abraham was evidently a stranger and innocent of the way things were done in Rochester. "Yes," he replied, "I am a stranger indeed to such civic habits. I'm from Montreal. I wish every policeman in my city had the same interest in the ap-

MAKING PROGRESS.

The "Clean Up and Paint Up" campaign is making progress. The following towns and cities are due to hold campaigns during the first week in May:— Winnipeg, Brandon, Regina, Moose Jaw, Redcliff, Calgary, Saskatoon, Estevan, Oak Lake, Neepawa, and Edmonton. The scheme as outlined is for a special sermon on Sunday relating to the moral effect of cleanliness. Monday is devoted to fire prevention, Tuesday to the front yard, Wednesday to the back yard, Thursday for paint, Friday for flowers, and Saturday for Arbor Day.

pearance of its streets which are literally covered with waste and refuse."

After dealing with some of the particular offences from which Montreal suffers, Mr. Abraham outlined his proposed campaign as follows: "To have a 'Clean-up and Paint-up' week in Montreal, this week to be set apart each year for a general public and private housecleaning, to engender a spirit of enthusiasm in the public mind by advertising extensively the five-word slogan, 'Clean-up and Paint-up.' Everybody, old and young, would be asked to lend a helping hand for a few hours at least to put every street, alley, yard, cellar, passageway, back lot and corner in spick and span trim. Experience in other places indicates that when property owners have once cleaned up their property, they are very apt to keep up the good work by cleaning at regular periods."

Commenting on the commercial side of the campaign, Mr. Abraham contended that it was a distinct advantage as it insured the interest and co-operation of the business men. He stated that he had been promised $300 from business men and much more could be secured for carrying on the work.

"A superficial view of the business side of the movement," he said, "would lead one to think that its beneficial effect is felt only by the hardware, paint, grocery and lumber trades. As a matter of fact, 'Clean-up Week' creates a wholesome activity that helps nearly all kinds of business. It arouses housekeepers and property owners to the importance of cleaning up their places, indoors and out. This leads to making various repairs. Outdoors there are roofs, conductor pipes, walks, fences, trellises, etc., to receive attention, and after the cleaning the need of new linoleum, a carpet, a piece of furniture, or a rug, window curtains, wall paper or draperies, is seen.

"A clean yard suggests shrubs, a flower bed or vegetable garden requires seeds, agricultural implements, etc. Clean houses and surroundings invariably stimulates people to greater care about their personal appearance and result in increased business in clothing, furnishing goods, dry goods, millinery, etc. Newspapers are benefited by the greater business activity resulting from this movement. Tradesmen and artisans of all kinds find steady employment at good wages in cities and towns where the clean-up spirit prevails."

Committee Formed.

A general committee has been formed to supervise the plan of campaign and with the chairmen of other committees will form an executive for carrying out the work. Mr. Abraham has been chosen honorary president, F. A. Covert, president, and J. Sophus, secretary of the Commercial Travelers' Club, hon. secretary. Members of the general committee are: Chief Tremblay, of the Montreal fire department; Dr. J. G. Adami, L. R. Greene, of the Sherwin-Williams Co.; U. H. Dandurand and the officers.

Other committees and their duties are:

The Publicity Committee, to supervise general advertising, such as in news papers, on billboards, street cars, etc., and co-operate with the education committee; city editors of the Montreal newspapers, W. J. Carrique, H. A. Williams, L. deB. Corriveau, E. H. Lawson, P. A. Day, H. E. Stephenson, A. W. Greene and, as chairman, E. Montet.

Educational Committee, to get out special literature and see to its distribution, make arrangements with moving picture theatres to show slides, arrange for holding meetings and supplying speakers: A. B. Ware, chairman; E. M. Emery, Albert Chevalier, J. J. Harpell, Lyon Cohen, J. N. Chevrier, G. M. LeHain and Dr. C. H. Gould.

Co-operative Committee, to arrange for and go before all various business, labor, civic, patriotic and social societies and organizations, to secure their co-operation; to get a delegate appointed from each; to secure the co-operation of all pastors, and have them preach special sermons on civic cleanliness: Dr. W. H. Atherton, chairman; J. A. McMullen, Gustave Renaud and F. Abraham.

Merchants' Committee, to get the merchants interested; to get them to use their advertising space to boost the week, and to allow cards to be displayed in their windows; to make window display for goods needed in "Clean up" work for a week before, and to advertise in the papers these goods: F. A. Scroggie, chairman; Theodore Morgan, W. H. Goodwin, J. O. Gareau, A. J. Dugel, E. W. Sayer, J. Ogilvie, J. A. Beaudry, J. Wilder, J. Hamilton, N. G. Valiquette, R. Fairweather, O. S. Perrault, J. B. Barker, H. Vineberg, Rod. Weir, Alfred Wood, W. H. John and A. Davidson.

To Get the Children.

Children's Committee—To get the interest and co-operation of school teachers, school children, boy scouts, etc., and to superintend "Children's Day": Dr. S. Boucher, chief city health officer, chairman; Dr. Walter Kennedy, E. H. Lawson, Captain Archambault, Lieut.-Colonel F. Minden-Cole, Dr. Perrault, Dr. J. Decarie, Judge Choquet, Judge E. Lafontaine, and J. C. Walsh.

Operating Committee.—To secure the co-operation of the city to have all garbage removed each day of the "Clean Up" week; to select suitable places for the placing of street and part receptacles for rubbish, and to work with the Sanitation Committee: H. H. Kay, chairman; A. M. Wright, F. A. Guinivan, E. Galloway, H. H. Rodger E. Quinn, A. Pillow, L. P. Deslongchamps, A. Gaboury, L. J. Gaboury and Louis Rubenstein.

Emergency Committee.—To look after any work which unexpectedly arises and for which there is no committee: E. T. Savers, chairman; G. E. Fraser, C. Fee, A. A. Tritsch, A. Plow and O. S. Johnston.

The formation of the Finance and Sanitation Committees was left over until the next meeting.

HELP THE NEWSPAPERS

Don't have a "Clean Up and Paint Up Day" or "week" **only**—call it, and conduct it as a "Clean Up and Paint Up" **Campaign** and keep it going as long as it will, "Every day should be a clean up day" you know. But of course you will have to set a definite date for the Opening of the Campaign—your Mayor's Proclamation will do that most effectively—and there must be definite dates for various features of this work—the cleaning of alleys, the burning or removal of trash, garbage, etc., so that everybody can co-operate effectively and economically, and that the interest may be maintained from week to week.

Make It Pay Your Local Papers

Give the Campaign **all the publicity possible.** Get the "Clean Up and Paint Up" slogan and spirit in the air, and in the minds and on the tongues of everybody. Use space in the newspapers, **and extra space liberally,** to exploit the movement. It's "good citizenship and good business" that links up **conspicuously** with a public effort to make the home town a better place to live in. And this thought to business men—you hope your business will be helped by this work—and it will. The Newspaper Man hopes that his business will be helped—and he can help the Campaign more, and probably will devote to it more time and work and **space** (his own merchandise) **than anybody else. See that his business IS helped, and yours also, by liberal advertising.**

A Suggestion for Newspaper Announcement

Prepared by Hardware and Metal for use by newspapers

IF A———is to keep in line with the march of progress, a "Clean-up and Paint-up" campaign will have to be established as a regular yearly event.

The appearance as well as the progress of a municipality depends not entirely on the men at the head of affairs, but perhaps to a still greater degree on the interest and co-operation of the citizens as a whole. Creditable public buildings and well kept up parks go a long way toward making a town attractive, but when all is said and done it is the way in which the Average Home is kept up that brands the town. A city of neat homes, with fresh painted fronts and well-kept lawns is the kind of place which appeals to the stranger and which exercises sufficient spell over the resident to make him regard it as the most desirable place under the sun to live.

To the citizen with a sense of civic patriotism, therefore, it becomes a duty to keep his house and property neat and well ordered. The benefits which accrue to him as the result of his industry are not purely personal, but can be traced in the "uplift" of the town.

Taking it for granted that all readers are public-spirited, The Times feels that the suggestion for a "Clean-up and Paint-up" campaign in A———will meet with a ready response.

Every citizen will recognize that the Spring brings with it many features which are not entirely pleasant. When Winter's covering has been melted away, the ground is left in very unsightly condition. Odds and ends of things, rubbishy accumulations of all kinds are strewn in every direction. Until the rake and the spade have been brought to bear, the average yard looks thoroughly unsightly. But this is not all. After the wear and tear of Winter, the home needs an application of paint to bring it into accord with the season and, which is probably more vitally important, to prepare it for the effects of Summer heat. Paint is not only a decorative substance, but a preservative element as well. The properly painted home resists the elements, stands against the wear and tear of heat and cold and wet and fends off decay.

There are, of course, plenty of citizens who recognize the necessity of Spring cleaning and painting; who proceed with the work just as soon as the weather permits. On the other hand, however, there are plenty who do not recognize, unless stirred up to a sense of their duty in this matter; there are plenty of otherwise valuable citizens who will indefinitely postpone their cleaning-up this Spring—with resultant loss to themselves and to the community.

This is the reason why The Times is suggesting that a cure, "Clean-up and Paint-up" campaign be instituted. Let a week be set aside when all citizens should start in to give their homes a thorough cleaning and a larger number will do their share. If the movement can be made a thoroughly general one, A———will emerge from its week of home-cleaning a rejuvenated, beautified and attractive city, far removed from the unsightly place it has been during the Spring season in past years.

The idea has been followed out in many American cities in past years with a marked degree of success. The council sets aside a certain week and the people take up the idea with a right good-will. Every evening finds the man of the house and such of his children as are able to handle a rake or a spade busily engaged in remedying the ravages of the Winter season. Lawns are cleaned, hedges are trimmed, paths are straightened, garden patches are dug, fences are repaired and so on. When the week is up the place has been turned into a close approach to Spotless Town.

And now the idea has spread into Canada and is being taken up on every hand. In many Canadian cities and towns "Clean-up and Paint-up" campaigns are being held. Will A———keep up with the procession?

Here is a chance for the council. If the city fathers pass an ordinance to set aside a certain week for the purpose, a step will have been taken for a Cleaner, Brighter and Better City.

"How Can I Start a Campaign in Mytown?"

Instructions Issued by National "Clean Up and Paint Up" Campaign Bureau on How to Start a "Clean Up and Paint Up" Campaign in Yourtown—Excellent Results of Campaign in American Cities and Towns—The Movement is Spreading Rapidly in Canada.

THE answer is in three words—"**Go to it.**" That's slang, but it's good, because the Idea cannot be better stated—"**Go to it.**"

"Some details? **Ready!** Take your telephone in hand—Get a half-dozen boosters together—"the fewer the quicker" you'll get started. Talk it over and before you part, agree upon a meeting to be held a day or two later—each of you agreeing to have present at that meeting other certain ones whose interest will be valuable. If the Mayor and the livest Newspaper Man in town are not among the first half-dozen, they are the first men you want to make sure to have at this meeting. All the local papers, the city and school and health officials, the civic and business and women's clubs, the big business and manufacturing concerns—every force that can help, and every influence that could hinder, if it is ignored—should be represented at this meeting. When it is called to order—

1. Select a chairman, and a secretary.

2. Read this descriptive outline of the movement:

(Adapted from literature of the New England "Clean Up and Paint Up" Joint Committee.)

Mr. Chairman, Friends:

The National "Clean Up and Paint Up" Campaign Bureau, with headquarters in St. Louis, Mo., has extended to us an invitation to start in this town a local "Clean Up and Paint Up" Campaign.

In May, 1912, Allen W. Clark, publisher of a trade paper in St. Louis, Mo., first thought of the idea of having a National "Clean Up and Paint Up" Campaign. It was tried out and proved an immediate success, and has now grown into a really National Movement. The idea is to have every city and town set aside one week for a general public and private "Clean Up and Paint Up" to establish the five-word slogan everywhere, and create in the public mind a spirit of enthusiasm and a sense of intelligent co-operation; to enlist the active co-operation of the town or city authorities in all departments; in fact, everybody, old and young, to be asked to lend a hand to clean up property, indoors and out, during "Clean Up and Paint Up" Week, and thereafter.

The National "Clean Up and Paint Up" Campaign Bureau believes that there is great need of a systematic Clean Up in the cities and towns. A trip through this city shows many streets, yards, and open places that are littered with waste and rubbish, and are unsightly and unsanitary. If these are the conditions outdoors, exposed to view, what must be the conditions indoors in cellars, attics, and passageways in factories, tenement houses, etc.

It is hardly necessary to dwell in detail on these facts, as most of you know that there is great need for a thorough Clean Up, and with the Clean Up goes the Paint Up, so necessary to make the Clean Up permanent and to make things bright and create better living and working conditions for everyone.

I believe most all citizens mean to keep things clean and tidy, but they are careless and busy about regular duties and neglect to do the cleaning.

A "Clean Up and Paint Up" Campaign will remind the general public of the importance of this work. It will result in everybody taking hold and making a thorough job of it, and experience in other places, where such Campaigns have been held, indicates that after the Campaign is over property owners are much more apt to keep things clean than was the case before the matter had been so forcibly brought to their attention.

The "Clean Up and Paint Up" Movement was conducted very successfully in 1913 in the cities of St. Louis, Mo., Denver, Col., Buffalo, N.Y., Baltimore, Md., and 870 other towns. In these places enthusiastic campaigns were carried on that resulted in tons of rubbish and waste matter being carted away to the dump, hundreds of dull and grimy buildings being brightened up with a coat of paint, and many lawns and yards being trimmed up, flower beds put in, and neighborhoods beautified.

This is indeed a movement for homes and towns beautiful and to promote cleanliness, thrift and civic pride, and should appeal to every public-spirited citizen.

The "Clean Up and Paint Up" Campaign is along the line of other movements now being inaugurated for community betterment. Activity along this line means much to any communtiy in more wholesome and healthful conditions. A campaign of this kind is a step forward along fire prevention lines. It is bound to rid homes and factories of accumulations of rubbish that are liable to start fires, and so are a menace to the community.

Now regarding the business side of this Campaign, would say that it has been proven in other places that a Campaign of this kind creates a wholesome activity that will stimulate business in all lines. Good citizenship is good business, and merchants, manufacturers, and tradespeople are finding that it pays to push the "Clean Up and Paint Up" Campaign.

3. Introduce and adopt a resolution to start at once a "Clean Up and Paint Up" Campaign.

4. Organize at this meeting—select a President and other officers (we suggest enough vice-presidents to include every co-operating organization and element) and instruct the new President to appoint all the chairmen of the various committees within a day or two—these and the officers to constitute the Executive Committee. There should be committees on finance and publicity, one to provide wagons for the removal of rubbish, one to provide "clean street" cans, one to interest the school children, and one to interest all merchants to feature "Clean Up and Paint Up" articles in their displays and ads.

5. Adopt a resolution requesting the Mayor (or the Board of Health) to proclaim the Opening of the Campaign for the Cleaning, Sanitation and Beautification of the city.

6. Adjourn, after fixing date for a Get to Work meeting a few days later, which all these Chairmen and members of their committees will attend to plan their work.

Then promptly mail inclosed request for further co-operation.

Work Through Committees and Their Chairmen.

Get as many men and women as possible, to WORK, each at some specific thing. Don't make the mistake of heaping upon one willing and patient enthusiast all the detail and responsibility of this work. If you do, he will be completely overwhelmed with it within a few days while the rest of you will be thinking of a hundred things "the chairman ought to do."

Committees to do specific work, and Chairmen who will think and work and inspire suggestions and zeal among the members of their committees, are essential.

(Continued on page 57.)

A Well-Appointed Store in a Small Town

Many Interesting Features Found in a Listowel, Ont., Retail Hardware Store — Some Very Fine Stores Are Found in the Smaller Towns and Cities in Canada.

FURTHER evidence of the fact that many of our up-to-date retail hardware stores are found in the small towns is shown in the accompanying illustration which shows an interior view of the hardware store of S. Zilliax & Sons, Listowel, Ont., a town of about 4,000 population.

This store is 120 ft. in length and 22 feet in width, allowing plenty of room for adequately displaying goods.

The shelving on one side of the store is devoted almost entirely to the display of household goods, including enamelware, tinware, aluminumware, nickel plated copper goods, dairy and kitchen utensils, etc. Stoves are shown on the centre of the floor towards the rear of the store. On the right side of the store, immediately on entering, is found the tool department. A large number of samples are shown on the ends of shelf drawers. A very effective showing of saws, hammers, braces, draw knives, etc., has been made in one section of the wall casing. Another section has been used for displaying guns, rifles, etc.

The paint department is located near the rear of the store, but is always kept before the public by making extensive use of the show windows.

The wall shelving does not extend to the ceiling; the ceiling is exceptionally high and there is a distance of about six feet from the top of the shelving to the ceiling. This space is used for displaying various lines. At the present time the lines featured are tubs, bathroom fittings, hand saws, brushes and wooden-ware. With the exception of the tubs, the lines mentioned, all are shown on sample boards about three feet square, the most prominent in the illustration being the board showing bathroom fixtures. These sample boards are neatly covered with green baize and the displays can be changed or re-arranged at any time. Another commendable feature in connection with this store is the metallic ceiling which adds greatly to the splendid interior appearance of the store.

The members of the firm are believers in display methods and endeavor to always keep a sample of each line on display.

Good use is also made of advertising matter supplied by manufacturers and a large number of display cards, etc., are always noticeable in the store.

Hardware and Metal has often commented on the high standard of the hardware stores located in many of the towns throughout Canada and it is only necessary to visit some of the smaller places, in order to become convinced the hardwaremen have not been behind merchants in other lines of business in the matter of store improvements and equipment.



Interior Vlew of Zilliax & Sons' Hardware Store, Listowell, Ont.

"Eliminate all the wrong things you are doing. Make good resolutions intelligently. Make a pledge to yourself. Accumulate all experiences which will reinforce motive—keep away from temptation. Seek associates that will help you. Better be alone than in bad company."—John H. Patterson.

HARDWARE AND METAL

VOL. XXVI. No. 15 Toronto, Canada, April 11, 1914 Two Dollars per Year

The Parcel Post System

IN LAST week's issue of Hardware and Metal appeared complete regulations governing the Canadian Parcel Post System, recently inaugurated. A complete rate card for each province also appeared, giving the rates in effect in all parts of Canada. Hardware and Metal was the first trade paper in Canada to publish the complete regulations, and rate cards in their entirety for the benefit of Canadian hardwaremen. Merchants should be particular in filing last week's issue, on account of the valuable information contained therein. Every hardwareman, no motter where located in Canada will find full information telling him the rate of postage from his postoffice. The regulations governing methods of packing, wrapping, etc.. are also given, and are a valuable guide for retailers. The Parcel Post in Canada is but in its infancy. Before the advent of the Parcel Post System a great deal of apprehension existed among retail merchants owing to the fact that they thought when the system came into force, the mail order houses would secure great advantages which would be detrimental to the interest of the retail merchant, especially those located in the smaller towns, and cities. The mail order houses have not been slow to take advantage of the new system, and they are using it to a great extent for small parcels, but they are not the only ones being benefited. Many of the smaller merchants who at first opposed the Parcel Post system are now using it to a great extent. The local merchant has the twenty-mile local zone, which gives him a decided advantage over the mail order house. This local zone is of great value to the retailer who will make use of it, but it is of little or no value to the merchant who does not figure out how he can use it to secure business for his store. Some merchants have been partially handicapped in their planning on account of not having a complete set of regulations and rates to guide them. Hardware and Metal has at various times given all available information regarding the new system, but in last week's issue a complete list of regulations and rates was given in the hope that retail hardwaremen wiuld be in a better position to study the regulations, and formulate some plan of action which could be applied to their respective businesses, for the purpose of combating the mail order houses that are now securing much additional business on account of the adoption of the Parcel Post System in Canada. Much of the apprehension which existed among retailers some months ago has entirely disappeared and Parcel Post is looked upon generally as a public necessity. Every retail hardware merchant should endeavor to secure extra business through the use of the Parcel Post System.

The Business Situation

HARDWARE jobbers, particularly those in Ontario and Quebec are still making shipments of Spring goods. Retailers report that Spring trade is opening up in a very satisfactory manner. Considerable optimism is exhibited by retailers, especially those located in the smaller towns and cities and there is an evident tendency toward greater confidence. In the West conditions are showing gradual improvement. The metal markets are gradually recovering and business in this line is showing slight improvement. Paint manufacturers appear to be quite busy and report that the month of March made a splendid showing as far as the paint business was concerned. Commenting on the business situation, the Financial Post says:

"But facts, such as generally guide business men, are of a character that compel caution. March bank clearings, for instance, indicate beyond doubt that trade decline is still in progress. Railroad earnings are also equally definite on that point. Foreign trade decline has not yet been arrested, according to press reports from Ottawa. Export trade will be affected somewhat by the decline in food prices in Britain. Elsewhere we publish the Economist index numbers, which show a very marked decline in cereals as compared with January last, and with March of 1913. Canada, however, as indicated a week ago, is in the position of having, to a very large extent, marketed her cereal crop. Some still remains in the farmers' hands, and will not get to market for some little time yet."

The Tariff Changes

ELSEWHERE in this issue is given detailed information regarding the principal changes effected by the new tariff schedule submitted by the Finance Minister. There are many changes which affect lines connected with the hardware trade. One of the principal changes in connection with the iron and steel industry was the imposition of a duty on wire rods, which have hitherto been on the free list. This duty will be $2.25 British preference, and $3.50 per ton general and intermediate. There was considerable opposition to this concession owing to the fact that some of the nail-makers claimed that only firms would be benefitted under the new protection afforded. The existing duty on nails was sixty cents per keg and average about thirty per cent. A provision was made for a drawback on wire of nine, twelve and thirteen gauges for wire fencing on farms. The Minister also proposed an increase in the existing drawback of the duty on imported pig-iron subsequently used in the manufacture of articles for export. The Minister stated that under the existing drawback manufacturers who manufactured for export had a special inducement to buy pig-iron abroad, in that only one-third of the duty paid on the raw material imported was refunded under the drawback when the imported ore had been melted down with Canadian ore. The new regulation would provide for a drawback of the entire duty.

Under the existing tariff wrought or seamless iron or steel tubing, over four inches in diameter, was made subject to a duty of 10 per cent. British preference, 12½ per cent. intermediate, and 15 per cent. general, while tubing four inches or less in diameter was subject to rates of 20, 30 and 35 per cent., respectively. It was proposed to increase the duty to these latter figures on all tubing up to ten inches in diameter. This increased protection is further emphasized by a changing of the 99 per cent., heretofore granted in drawback on imported material used for manufacturing in Canada, to 50 per cent.

Some lines of agricultural implements are also affected by the new tariff. It is hard to predict just at present what affect the tariff changes will have on lines closely allied with the hardware trade, but hardware merchants should watch developments closely and be prepared to take advantage of any favorable opportunities for buying which may be presented.

Who Controls Fire Marshall

THE announcement of the Ontario Government's intention to appoint a Fire Marshal will be received with genuine satisfaction by the retail merchants of the Province. The need of some such official has long been urged, for fire losses have been mounting steadily higher until now Canada's per capita record exceeds that of all other countries in the world. The inevitable result has been higher rates, and the certainty of sharp advances in the future.

The official statement of Hon. J. J. Foy contains no definite information as to the powers of the new official. The bill gives a Provincial Fire Marshal power to investigate into the cause and origin of any fire, to enter summarily into certain buildings and order necessary fire precautions to be taken, and any inflammable matter lying about removed. Structural changes may also be ordered. The insurance companies are to pay the cost of this service by an assessment on their premium income, a provision that was embodied in a resolution passed with the first reading. Whether the official will be subject to one of the Ministers of the Crown has not been made clear, nor whether there will be any appeal from his ruling. This point was brought up at the late O. R. M. A. convention, when a protective resolution was passed along the following lines: "That it is the opinion of this meeting that if it is the intention of the Ontario Government to appoint a Fire Marshal for the Province of Ontario, that he should be appointed under the direction and authority of a Minister of the Crown so that in the event of any severe restrictive measures being imposed upon us by the said fire marshal, or his deputies, that we, as merchants, will have access to the minister and be able to lay our complaints before him." This position was supported by several of the men at the convention, and it is safe to say is held by the majority of merchants throughout the country, because a "new broom," undirected, is liable to compel arbitrary and expensive measures that may prove burdensome and out of proportion to the benefits sustained.

Editorial Briefs

STUDY THE tariff changes.

• • •

DO YOU READ your Trade Paper?

• • •

COURTESY IS AN asset; lack of courtesy is a distinct liability.

• • •

ADVERTISING MORE often reduces than adds to the selling cost of the goods.

• • •

HOW ABOUT THE "Clean-up and Paint-up" movement in your town?

• • •

BE SURE and file last week's issue of Hardware and Metal containing rules, rates and regulations of the Parcel Post System.

• • •

KEEP AN EYE on the markets. Prices are changing and you need to buy in the best markets. Buy right and you can sell right.

• • •

PARCEL POST under the zone system gives the merchant a fighting chance.

• • •

THE MERCHANT who can give his store a personality, who can raise it above the dead level of the other stores in the street, has taken a long step in the direction of bigger profits.

Several Tariff Changes Announced in Budget

Reduction in Duty on Agricultural Implements — Wire Rods, Hitherto Free, Now Subject to Duty—Increase in Tariff Upon Iron and Steel Tubing—Sixty-One Schedules of Tariff Changes Submitted.

OTTAWA, April 6.—The budget brought down to-day by Hon. T. W. White, Minister of Finance, contains many features of great importance to the hardware trade. Wire rods, hitherto on the free list have been made subject to duty, with the exception of wire for fencing, which is made subject to drawback. Brass sheets, bars and rods hitherto free, are made subject to 10 per cent. tariff. Agricultural implements have been reduced from 17½% to 12½%. Other changes were in the form of increased protection for iron and steel beams, increase in drawback on imported pig iron used for manufacturing, increase in tariff upon iron and steel tubing. Bituminous coal, for smelting and foundry purposes only, made subject to drawback of 99%.

Galvanized hoop steel changed from 30% to $7 per ton. Coil chain and links under 1⅛ inches, changed from 5, 7½, and 10% to 15, 20, and 20 per cent.

Other lines affected are malleable sprocket chain, mowing machines, harvesters, malleable castings for implements, cork slabs, iron and steel sections for hames and saddlery hardware, wool waste in the white, jute yarn and canvas, tape lines.

Portions of the Finance Minister's speech together with tariff changes are here given:—

Iron and Steel.

During the past two years the conditions of the iron and steel industry of Canada had from time to time been brought to the attention of the Government, and it had been suggested that further aid or additional protection should be granted to it by a continuance of bounties or an increase in the tariff. Mr. White reviewed the methods and extent of the aid given in the past to the steel industries.

"There is no doubt," he said, "that among a large portion of the public there is a decided objection to the the principle of bounties. My own view is that bounties are justifiable to call into being new industries where capital which is always timid as to experimental ventures, requires special inducement to enter upon their development, but after such enterprises have been called into being and firmly established it is difficult to justify further aid of a direct character."

Pig Iron and Billet Steel.

Mr. White's view was that the tariff upon pig iron and billet steel should be of moderate amount only. To raise the existing duties on these products would necessitate an increase of duty upon nearly all the products into which they enter as material. These would embrace all agricultural implements, all foundry and machine manufacturers' products, stoves, and a multitude of other articles in general use whose price would be raised to the consumer.

Except on wire rods the range of protection on finished steel products was 25 per cent. to 35 per cent. The steel companies had enjoyed two good years and the future was good.

Item 379 of the tariff, continued Mr. White, imposed a duty on rolled iron and steel beams, channels, angles, and other rolled shape weighing not less than thirty-five pounds per yard, of $2 British preference, $2.75 intermediate and $3 general per ton, these rates being confined to what were known as merchant milled products. Item 377 in which the same products were included, imposed an n. o. p. tariff of $4.25 British preference, $6 intermediate and $7 general. Therefore the total duty on milled products up to 35 lbs. was $4.25 British preference, $6 intermediate and $7 general.

On Merchantable Products.

The reason for the distinction, said Mr. White, was that the larger merchant milled products were not manufactured in Canada, and they were not manufactured in large tonnage to-day. The Algoma Steel Co. and other firms had represented to the Government that if the tariff rate on lighter products be extended to heavier ones they would be enabled to get capital for the erection of larger mills for products weighing up to 120 lbs. per yard. They did not ask for the immediate imposition of this duty, but that authority be taken by the Governor-General-in-Council to put the higher rates into effect when they were satisfied the heavier merchantable products could be manufactured in Canada, following somewhat the same course as was done with the tariff on steel rails. "We propose therefore," said Mr. White, "to take authority to bring the tariff rates I have mentioned in effect in respect of merchantable milled products weighing up to 120 tons per lineal yard, to be brought into effect when the Government was satisfied that these products could be manufactured in Canada."

"What will be the rates?" asked Sir Wilfrid Laurier.

"The rates will be $4.25, $6 and $7, the same as on the lighter products," said Mr. White.

Duty on Wire Rods.

The Finance Minister then stated that the Government had been requested to impose a duty on wire rods. At present these were in the free list. They were used as raw material for wire fences and wire nails. Two Canadian mills at present manufactured wire rods in Canada, the Dominion Iron and Steel Company at Sydney, and the Steel Company of Canada at Hamilton. Both were in partial operation. The importation of wire rods into Canada in 1913 was 92,000 and the demand 150,000 to 200,000 tons. Most of the importation was from United States and Germany.

The price at Pittsburgh for wire rods was $25 per long ton, but this low figure was accounted for by the depressed condition of the iron and steel industry in the United States. The price of wire rods in Pittsburgh plus the freight rates to Hamilton, was less than the average factory cost to-day. The Canadian steel companies claimed that they could supply the whole consumption in Canada to-day, and had asked a moderate degree of protection, holding that they were entitled to such a tariff as would enable them to compete on fair terms with the United States and Germany in Canada. This, however, had been opposed by the smaller nail makers in Canada. These smaller manufacturers, urged that the two steel companies, which also manufactured nails, would be in a position to compete unfairly with them.

Unfair to Rod Makers.

Mr. White pointed out that two Canadian companies manufactured respectively 17 and 52 per cent. of the whole Canadian nail production. He pointed out also that the tariff on wire nails was 60 cents per keg, or 30 per cent. The nail makers were, therefore, at present protected, while the makers of wire rods were not. The Minister, therefore, had arrived at the conclusion that the apprehensions of the nail makers were not well founded, and believed it was most desirable that a wire rod industry should be established in Canada by means of the tariff, the only method possible. He therefore proposed a duty of $2.25,

British preference; $3.50, intermediate; and $3.50, general. There would be no increase in duty on wire or wire nails.

The Minister then went on to say that he recommended a drawback in respect of wire of .9, .12 and .13 gauges, used in the manufacture of wire fencing for farmers. Mr. White explained that the Government proposed to amend the law providing a drawback to be paid on pig iron used in the manufacture of articles exported. Under the present law the manufacturer could receive a drawback for only a portion of the iron used in articles sold abroad. He had, therefore, a special inducement to buy all his ore abroad and receive a drawback on all the iron in exported product. The Government proposed to take power to grant by Order-in-Council a drawback of duty on all the pig iron used in exported articles, such drawback however, not to be paid on a quantity exceeding that which has been imported by the manufacturers and on which duty has been paid.

The Minister said that it was proposed to place the charcoal iron furnaces on the same basis as the coke furnaces, by admitting charcoal imported for use in the production of pig iron free of duty. Mr. White said that there were charcoal plants at Deseronto and Parry Sound which needed this encouragement.

Bituminous Coal.

A change was also proposed in regard to bituminous coal imported by proprietors of coke ovens and converted into coke at their ovens for the smelting of metals from ore or the melting of metals. On such bituminous coal a drawback of 99 per cent. of duty would be allowed. Mr. White explained that at present coke was admitted free, and bituminous coal was subject to a duty of fifty cents a ton, except when imported by proprietors of smelting works and converted into coke at their works for use in smelting. As proprietors of coke ovens would, under the present law, be forced to meet unfair competition from the United States, the Government proposed to extend them the same privilege as was now enjoyed by proprietors of smelting establishments. The Government was satisfied that no injury would be done to the Canadian coal-mining industry.

A change was also proposed in the tariff on wrought and seamless iron or steel tubing. Up to the present such tubing over four inches in diameter has been subject to the following duties: British preference, 10 per cent.; intermediate, 12½ per cent.; and genral, 15 per cent. Tubing four inches and less in diameter has paid the following duties: British preference, 20 per cent.; intermediate, 12½ per cent.; and general, 15 per cent. The reason for this was that until recently the larger tubing was not manufactured in Canada. Now, however, Canadian firms have begun to make it, and the higher duties mentioned above are to be made applicable to all such tubing up to ten inches in diameter. Moreover, the drawback granted on the material used in imported tubing is to be reduced from 99 per cent. to 55.

Agricultural Implements.

Mr. White said that because of exceptional conditions implement manufacturers were carrying large inventories, and did not expect that their output this year would reach that of the year before last.

He felt that any extreme action might be disastrous. However, he told the House that for more than a year past the Government had been carrying on an inquiry into the cost of manufacture of implements in Canada and in the United States.

Replying to Mr. Turriff, the Finance Minister said that Mr. Costello of the Customs department, had studied the cost of production, and he himself had examined the balance sheets of the manufacturers with a view to learning whether or not they were making excessive profits.

"We have decided," he said, "that on only one range of articles can the duties be lowered without violation of the principle upon which the tariff is based." That range of articles was covered by the tariff item "harvesters, binders, reapers and mowers," now dutiable at 17½ per cent. The manufacturing of those implements was a highly developed industry, and some of the firms engaged in it were able to export a large portion of their output. The Government had reached the conclusion, therefore, that the duty on harvesters, binders, reapers and mowers might be reduced from 17½ to 12½ per cent. It had decided, in the interest of the farming community, to allow the drawback on iron and steel used in the manufacture of these implements to stand.

That drawback was equivalent to about 2½ per cent. on the duty.

Brass Sheets, Bars, Etc.

It was also the intention of the Government to restore the duty of 10 per cent. on brass in sheets, bars or rods. That duty had been abolished by order-in-Council when brass was not manufactured in the country. To-day it was manufactured in Canada by a company established recently at Toronto.

Mr. White then submitted the resolutions giving effect to the tariff changes announced.

Principal Changes.

The principal changes effected by the new tariff schedule submitted by the Finance Minister are as follows:—

Item 379—Rolled iron or steel angles, beams, channels and other rolled shapes and sections of iron or steel not punched or drilled or otherwise further manufactured, weighing over 120 pounds per lineal yard, not otherwise provided, not square, flat, oval or round shapes, and not being railway bars or rails, changed from $2, $2.75 and $3 to $2, $3 and $3 per ton under British preference, intermediate and general tariffs, respectively.

(New item)—Item 39C— Cassava flour, when used in the manufacture of explosives is made free under all tariffs.

(New items)—99A—Dried or evaporated bananas, per pound, are made free under British preferential and one-half cent. under general and intermediate tariffs.

113—Cocoanut, desiccated, sweetened or not, per pound, made 3 cents, 4 cents and 4 cents instead of 3 cents, 4 cents and 5 cents respectively.

(New item)—157A—Amyl alcohol or refined fusel oil, imported under license from the Inland Revenue Department, to be denatured for use in the manufacture of metal varnishes or lacquer, is made free.

114—Item re duty on newspapers and magazines and weekly literary papers, unbound, and fashion plates, as amended by adding the words: "When imported in single copies in sheet form with magazines or periodicals, trade journals," these being free.

(New item)—208A—Chloride of lime and hypochlorite of lime, in packages of not less than 25 pounds, transferred from the free list and made dutiable at 10 cents and 15 cents per hundred pounds. When in packages of less than 25 pounds, 17½ per cent., 25 per cent. and 25 per cent., instead of free.

210A—Caustic soda, in packages of not less than 25 pounds, changed from free to 1-5 cent, 3-10 cent and 3-10 cent; when in packages less than 25 pounds the duty is 17½ per cent., 25 per cent. and 25 per cent.

296—Talc, which was formerly free, is put in the unenumerated list and thus made dutiable at 15 per cent., 17½ per cent. and 20 per cent.

306A and 306B (new)—Building stone, sawn on four sides, is made dutiable at 15 cents per 100 pounds, and when further manufactured at 45 cents per 100 pounds, instead of 20 per cent., as formerly.

(New item)—315A—Carbon electrodes of over 35 inches circumference, changed from 3 to 20 per cent.

(New item)—327A—Silvered lenses, rate reduced from 30 per cent. to 15 per cent.

353A—Aluminum leaf, reduced from 27½ per cent. to free.

375A—Ferrosilicon made $4.50 a ton, instead of $2.50.

375B—Ferro-manganese and spieg-

eleisen changed from $2.50 a ton to free.

Hoopsteel and Tubing.

378—Galvanized hoopsteel changed from 30 per cent. to $7 per ton, general tariff.

398—Wrought or seamless iron or steel tubing, from four to ten inches in diameter, changed from 10, 12½, and 15 per cent. to 20, 30, and 30 per cent.

(New item)—398A—Wrought or seamless iron or steel tubing over ten inches in diameter changed from 10, 12½, and 15 per cent. to 10, 15, and 15 per cent.

410—Coil chain and links 1¼ inches in diameter and over changed from 5 per cent., 7½, and 10 per cent., to free, 5 per cent., and 5 per cent.

410A—Coil chain and links under 1⅛ inches, changed from 5, 7½, and 10 per cent. to 15, 20, and 20 per cent.

411—Malleable sprocket chain or link belting chain made free when used in agricultural implements, whereas it was formerly free for all purposes.

Mowing and Harvesting Machines.

445—Mowing machines, harvesters, self-binders, and reapers changed from 12½, 17½, and 17½ per cent. to 12½ per cent. on all three tariffs.

445A—Malleable castings for implements mentioned in 445 are retained at 15, 17½, and 17½ per cent.

446A—Parts for traction ditching machines, formerly dutiable, made free.

453A—Electric dental engines changed from free to 15, 27½ and 27½ per cent.

471—Rolled round wire rods in the coil of iron or steel, not over ⅜ of an inch diameter, changed from free to $2.25, $3.50 and $3.50 per ton, when imported to manufacture wire in the coil, for use in the manufacture of chain changed from free to $2.25, $3 50 and $3.50.

478A—Iron and steel sections for hames and saddlery hardware, placed on the free list, where formerly they paid a general tariff of $7 per ton.

494A—Cork slabs, boards, planks and tiles produced from cork waste or ground cork, changed from 15, 17½ and 20 per cent., to 20, 30 and 30 per cent.

Yarn, etc., Put on Free List.

533A—Garnetted wool waste, in the white, transferred to the free list instead of being dutiable at 7½, 10 and 12½ per cent.

542—Jute or hemp yarn, plain, dyed or colored, use limited to prevent free importation of twine.

543—Linen yarn for hose is transferred to the free list, where the general tariff was formerly 25 per cent.

546—Jute canvas, uncolored and not finished, transferred from free list to 7½ per cent., 10 per cent., and 10 per cent.

548A—Paper twine for furniture, changed from 20, 22¾, and 25 per cent. to free list.

575—Tape lines are given a uniform duty of 25 per cent., 32½ per cent., and 35 per cent., where formerly there were several rates of duty.

577—Silk in the gum or spun silk for silk thread, transferred to the free list.

651A—Buttons of vegetable ivory, changed from 22½ per cent., 30 per cent., and 35 per cent. to five cents per gross plus 20 per cent., five cents plus 30 per cent., and five cents plus 30 per cent.

671A—Parts of corset clasps and wires transferred to the free list, where formerly dutiable in the general tariff at 3 per cent.

Foreign Life-Saving Presents Free.

692A—To allow foreign Governments to make presents for saving of human life without duty being charged on same.



HORACE CHEVRIER,
Re-elected president of the Manitoba Provincial Board of the Retail Merchants' Association.

The provisions for drawbacks were announced as follows:—

1,017—Lapwelded tubing of iron or steel, not less than four inches in diameter and used in casing wells or for natural gas transmission, 50 per cent.

1,019—Bituminous coal, drawback of 99 per cent. of duty extended to coke ovens, other than those owned by smelting works, when intended for smelting and melting ores.

1,021—Wire rods used for the manufacture of fencing wire, 9, 12 and 13 gauge, 99 per cent. of duty.

1,022—Charcoal used for smelting of ores, 99 per cent.

1,023—Rolled hexagon iron or steel bars used in the manufacture of cold drawn or cold-rolled iron or steel bars or turned and polished shafting, 99 per cent.

1,024—Yarn, composed chiefly of wool, No. 30 and finer, in white, when used in the manufacture of socks and stockings, 99 per cent.

Under section 1,212, aigrettes, egret plumes, osprey plumes and the skin or plumage of wild birds are prohibited for importation, but this does not apply to ostrich feathers, English pheasant and Indian peacock, the plumage of game birds or birds imported alive or to specimens for museums or educational purposes. The prohibition will become effective on January 1, 1915.

R.M.A. CAMPAIGN IN MANITOBA.

The vigorous work of the Retail Merchants' Association in the sister Provinces of Alberta and Saskatchewan, has stirred Manitoba up to a similar effort and the provincial board has started a campaign to cover every district of Manitoba. Among the features of legislation in Saskatchewan that are attracting notice in Manitoba is the operation of the Small Debts Act and the board will endeavor to secure legislation along the same line.

During the past year, however, much has been done even without the Province-wide organization. Success has attended the Board in opposing some objectionable amendments to the Bulk Sales Act, the King's Bench Act and the Chattel Mortgage Act, the Law Amendments Committee of the Legislature upholding the merchants in all their claims.

Such has been the confidence inspired in the officers of 1913-1914 that all were re-elected unanimously at the annual meeting, as follows:

President—Horace Chevrier.
First Vice President—W. T. Devlin.
Second Vice—W. J. McPherson.
Treasurer—H. P. Story.
Secretary—J. F. Kennedy.

LIGHT AND WINDOW DISPLAY.

Dark blue reflects 6½ per cent. of the light falling upon it.
Dark green, about 10 per cent.
Pale red, more than 16 per cent.
Dark yellow, 20 per cent.
Pale blue, 30 per cent.
Pale yellow, 40 per cent.
Pale green, 46½ per cent.
Pale orange, nearly 55 per cent.
And pale white, 70 per cent.

A window finished in light oak can be lighted with much less wattage than a window finished in dark mahogany; likewise, a window in which white goods are displayed.—American Architect.

Every time you allow yourself to get angry you lose a few minutes or hours of happiness you might have had.

Western Freight Rates Judgment by Board

Territory West of Great Lakes Divided Into Three Sections—A Standard Scale of Maximum Freight Rates is Fixed for Each Section — Special Distributing Tariffs on a Lower Basis Are Authorized From Recognized Distributing Centres.

OTTAWA, April 7.—The judgment of the Board of Railway Commissioners in what is known as the western rates case was issued this afternoon.

After dealing with various arguments of counsel, the judgment proceeds to outline a comprehensive basis of tolls and a complete rate structure for all railways in Western Canada subject to its jurisdiction.

Three Sections in West.

The territory west of the Great Lakes is divided into three sections. The first is called the Prairie Section, extending from the Great Lakes to the mountains; the second, the Pacific Section, including mainland rail lines in British Columbia, and the third, the B. C. Lakes Section, including the inland navigable waters in that province.

Maximum in Each Section.

A standard scale of maximum freight rates is fixed for each section. The lowest scale in the West, now known as the Manitoba standard, has been amplified to show rates up to two thousand and one hundred miles, and will apply throughout the entire prairie section and on the British Columbia lakes, abolishing the higher scale now charged in Saskatchewan and Alberta. What will be known as the Pacific scale is on a somewhat higher basis, and will govern in Pacific territory. These changes result in substantial reductions from the present standard maximum scales in Saskatchewan, Alberta and British Columbia.

Special distributing tariffs on a lower basis are authorized from recognized distributing centres, the reduction from the standard tariff of each territory being 15 per cent. of the prairie standard scale. The following first-class rate examples indicate the character of the reductions, the other classes being proportionately scaled:—The first-class rate from Winnipeg to Regina is reduced by 8 cents, to Swift Current by 9, Calgary 12, Revelstoke 15, Saskatoon 13, Edmonton 16, Lethbridge 10 cents per 100 pounds. From Regina the first-class rate is reduced: To Broadview by 3, to Swift Current 6, Medicine Hat 7, Colonsay 13, Saskatoon 6, and Wilkie 18 cents per 100 pounds. From Saskatoon the first-class rate is reduced: To Hardisty by 7, Wynyard 4, Davidson 4 cents per 100 pounds. From Calgary: To Regina 10, MacLeod, 3, Edmonton 4, Lethbridge 3, Cardston 4, Fernie 8 cents per 100 pounds. From Edmonton: To Saskatoon 4, Camrose 6, Wetaskiwin 6, Calgary 4, High River 7, Lethbridge 9 cents per 100 pounds; Similar reductions are made from other prairie jobbing centres. From Vancouver to Ashcroft 14 cents, Kamloops 20, Revelstoke 26, Nelson 15, Calgary 7 cents per 100 pounds.

Basis of Through Rates.

Through rates from eastern to western Canada are based on those charged from Port Arthur or Fort William. After citing reductions already made by order of the board in the Regina rate case, further reductions are made and a more uniform basis adopted. Examples of the new rates from lake terminals are given in the accompanying panel, those to other points being similarly scaled.

Little Change in Cement.

The rates on cement from Winnipeg are shown to vary little from those of Ontario, and are not reduced, but the higher rates from cement plants in Alberta and Saskatchewan are reduced to the Winnipeg scale.

Lumber and joiners' work from British Columbia to prairie destinations have been already reduced, following the board's order in July, 1913.

The rates on sugar from Vancouver remain unchanged, the complaint of the British Columbia Sugar Refinery not being sustained.

Pig Iron Reduced.

Ores, concentrates, and smelter products in and from British Columbia are found to constitute a large percentage of the traffic of that province, and the rates are found remunerative only in the sense of contributing to the general prosperity.

The rate on pig iron from Port Arthur and Fort William to Winnipeg is reduced from 20 cents per 100 pounds to $3 per gross ton, or 13.4 cents per 100 pounds.

Coal Rates Cut.

Coal rates from Lethbridge and other Alberta mines are substantially cut. For example, from Lethbridge to Calgary, from $1.80 per ton to $1.45; to Edmonton, from $2.85 to $2.20; Swift Current, $2.40 to $1.90; Regina, $3.10 to $2.65; Virden, $4.10 to $3.40; Saskatoon, $3.95 to $3.30 per ton. From the Souris mines reductions made by the board in the Alameda case are confirmed and others made. Thus, from Estevan to Brandon, from $1.70 to $1.40; to Carberry, from $1.90 to $1.50; Emerson, $2.30 to $2; Rapid City, from $2 to $1.60; Swift Current, $2.15 to $1.70; Colonsay, $2.40 to $1.80; Saskatoon, $2.60 to $2.10; Yorkton, $2.80 to $2.20 per ton. From Merritt, B.C., to Yale, from $1.80 to $1.65; to Kamloops, from $2 to $1.75; to Sicamous, from $2.50 to $2.20; to Penticton, from $3.30 to $2.90; to Nelson, from $4.10 to $3.65 per ton.

Origin of Freight Rate Case.

Western freight rates in one form or another have engaged the attention of the board since its inception in 1904. The complaint of the Vancouver Board of Trade in what is known as the coast cities case, alleging discrimination, was preferred before Commissioners Blair and Mills on August 25 of that year. It was again brought up in another form in October, 1909, supplemented by an application of the British Columbia Gov-

(Continued on page 57.)

EXAMPLES OF NEW RATES FROM THE LAKE TERMINALS.

Classes—		1	2	3	4	5	6	10
Regina	Old	154	129	102	77	68	59	34
	New	146	122	98	73	65	56	33
Moose Jaw	Old	159	132	106	79	71	61	36
	New	153	128	102	77	69	60	35
Calgary and Edmonton	Old	224	186	149	112	102	90	52
	New	213	178	142	106	95	85	49
Saskatoon	Old	175	146	116	87	78	68	40
	New	164	137	110	82	74	64	37
Lethbridge	Old	215	179	142	107	96	85	49
	New	201	167	133	100	90	79	46
Nelson and Revelstoke	Old	303	253	202	158	140	133	73
	New	251	209	167	126	115	104	61

The Inside History of a Hardware Business

A Story of the Fortunes of a Young Hardwareman Who Has Turned a Business That Was on Its Last Legs Into One of the Most Flourishing in His Province.

By Byron J. Morrow.

IT was largely by accident that I became a hardware merchant. Up to the time that I acquired my present business I had never intended to go into the retail end permanently, my ambitions being fixed in another direction. However, I am now very well pleased that the chance came to me and that I took it; for my experience as a retail hardwareman has been a pleasant one on the whole and a reasonably profitable one. In addition to a growing business I now have a comfortable bank balance which permits me to take my discounts regularly and I have sundry lots here and there which are going to be worth a lot of money some day.

I started my business career as a clerk in a Toronto hardware store. Leaving school after putting in one year at the Collegiate, I applied for a job with a hard-headed old country man who had been in business for over twenty years without making a single change in his store or in his personal routine during the whole time.

He was very cautious in his methods and limited in his ideas. The store was a dingy little place and the stock carried was just exactly what one found in the typical hardware establishment of forty years ago. Nevertheless the boss — he has been dead many years now—taught me a great deal during the four years I was with him. He knew the lines he was carrying thoroughly and he reflected an atmosphere of rugged honesty and conscientious singleness of purpose which I believe had the effect of instilling a share of those qualities into all who came in daily contact with him, including myself.

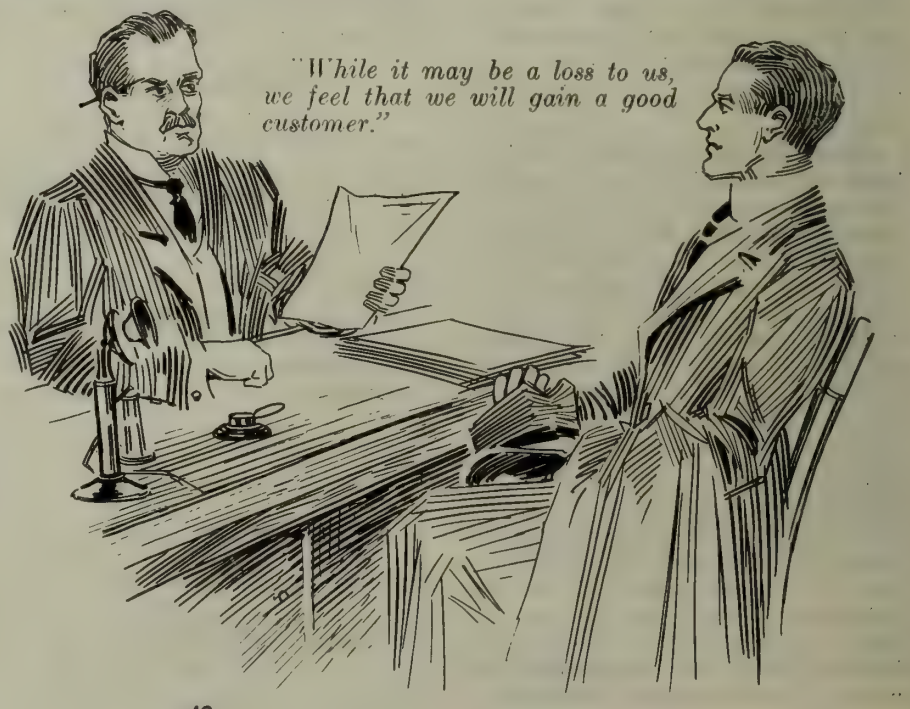
I soon tired of the gloomy little store, however. I was like a young pup tugging at the chain which restricts his activities to a small area. Seeing the larger stores downtown stirred in me a feeling of contempt for the comparatively humble place where I was employed. I had several chances to get into larger retail stores but after investigation turned them all down. They did not, I found, promise any better future ultimately than the position I was holding. My father and mother were both born in Glasgow and it will, therefore, hardly be necessary to state that among my various mental attributes is a sense of canny foresight. I have never taken any important step in my life without thinking it over well first, and to this I credit very largely what measure of success I have had.

Finally I got a chance to go out on the road with a hardware jobbing house and this proposition I accepted. I went into the work with a renewed enthusiasm for I had become rather disgusted with the retail business as represented by the store where I had worked and this new position looked like the opening of a brighter and bigger future. And I soon found that I needed all the enthusiasm I could scare up to keep going, for the house put me on a new territory. This ground was covered very thoroughly by two rival houses and orders were rare events with me for a while. I gritted my teeth and kept going, however. Every rebuff I accepted with a smile—and there were plenty of them—and I don't think that I gave up a single prospect during the eighteen months that I covered the ground. During my year at high school we were given a series of stories from mythology to read and one of them always stuck in my memory. It was that of a giant Antaens who gained renewed strength every time he touched mother earth so that whenever he was knocked down by an opponent he came up more full of fight than ever. I often thought of that story after I had been given a particularly hard throw-down by one of the men I was calling upon. "Cheer up," I would say to myself. "Here's where we have to play old Antaens again. Every successful man is an Antaens in his own line."

In the meantime I began to pry away a share of the business from the other fellows and when I had developed the district to a point where it was beginning to pay, the house transferred me to a larger and more important territory. I had made good.

From that time on my whole mind was focused on the wholesale end of the business. I became convinced that my future would best be served by staying with the house for all time. I set up in my mind the securing of a position on the buying staff as the ultima thule of my ambition. In consequence I dismissed the idea of ever getting into business for myself and did not look for opportunities in that line. But the opportunity came of its own accord.

One of my regular customers in a town of about 9,000 population had been getting into the "bad books" of the house. He was very slow in making payments and, if one were to judge from the condition of his store and the gradual shrinkage in the size of the orders he placed with us, his business was on the down grade. I was warned by our credit man to watch this account. Personally I believed that the man had never been interested in hardware. He



"While it may be a loss to us, we feel that we will gain a good customer."

inherited the business from an uncle, taking it over without a previous day's experience in the business—or in any other kind of business for that matter. He was always talking orange growing and had a new scheme for running an orange ranch in Florida or a cocoanut farm in Borneo, every time I called. That was all he seemed to be interested in—to get off somewhere in a tropical clime and run a fruit farm with plenty of native help to do the work.

One day I found him in a state of deep melancholy. He was sitting back in his dingy little office, literally up to the neck in bills, with his hair rumpled up where he had been running his hands through it—a favorite trick of his—and a look of half frightened determination in his eyes.

"I've got to sell out, Al," he said. "I'm right up against it financially. A man with any head for figures could soon straighten the muddle out, I guess, but it's beyond me. It's a case of sell out or go smash."

"Why not sell out and get down to the orange country?" I suggested.

"That's what I've always intended doing," he said. "But what worries me is that after I've got things fixed up here there won't be enough left to buy half an acre."

I traveled on to the next town and got a long distance call there to go back and see him at once. Suspecting that it had something to do with his account, I complied.

"Look here, Al," said the unfortunate hardwareman, when I walked into the store next morning. "Why not buy this business, yourself?"

"No thanks," I rejoined, rather in a huff, for I was a busy man and did not relish being set a day off my schedule to talk over a proposition of this kind. "I don't intend to go into retail myself."

"I'm going to offer you a bargain," said Burton. We will call him Burton, chiefly because that was not his name.

And he certainly did. His stock had dwindled down to about $5,000, but it was in reasonably good shape. This he offered to me at 75 cents on the dollar if I would pay him cash. His store fixtures he agreed to throw in for $100, but there was no particular generosity in the offer. His good will he was willing to put in without any monetary consideration and, on the whole, it was not worth very much more than that. If I would give him $3,850 he would hand me over the business, lock, stock and barrel. With this money and whatever he could realize on his book accounts, he reckoned to be able to square off all his debts and start for the south with one thousand dollars clear.

At first I refused to consider the proposition but it kept revolving itself in my mind, and I gradually found myself thinking how nice it would be to own a business of my own, to have the sole and final "say," to have in my own hands the making or breaking of my financial prospects. "Allen Hardy" would look good on letter heads and on a big sign over the store, I decided.

My mind was already made up, I guess, when I decided to go in and talk it over at headquarters. I had been a saving beggar and had carefully shunned the "little games" and the bar-room evenings which ate up the salaries of many travelers of my acquaintance. I had something over $2,000 in the bank and I owned a lot in a town out West—one of those "coming" towns which have so far failed to arrive but which may get started on the road to prosperity any day. I knew where I could unload this lot at the price I paid for it plus taxes paid during the three years I had owned it. Altogether I reckoned my spot cash worth at $2,900, and I knew that my father would back me for the balance.

So I went in and had a talk with the sales manager. He was loath to lose me for I had been turning him in a good volume of business, but he did not put any obstacles in my way. I saw the president and received encouragement from him.

"We believe in you, Mr. Hardy," he said. "While it will be a loss to us, we feel that we will gain a good customer. You will need a line of credit, I suppose?"

"Yes," I replied, submitting the terms of a plan that I had drafted up.

I wanted a line of credit running up to $3,600. This I agreed to pay off in equal monthly instalments, clearing off the total in a year's time and carrying the interest in the meantime. In addition I agreed to pay for all subsequent purchases on a regular thirty-day basis. After some consideration the house consented to these terms and shipped on the goods.

Thus I became sole owner of a hardware business carrying a stock of nearly $9,000 and with the best of prospects for increased business. This last I was thoroughly sure of. There were only two other hardware stores in town, and it was a large enough place to carry three stores nicely.

I realized from the first that I had my work cut out for me. After much figuring and refiguring and exhaustive computation from every angle it became clear to me that in order to make the business go on a paying basis, it would be necessary to turn the stock four times a year. This meant a turnover of over $40,000 the first year. Burton's turnover, as far as I could make out from the books, had been about $13,000. I began to see that I had a contract on my hands.

I figured it this way. My monthly expenses, allowing a salary of $25 a week for myself—I was determined to start right—would run over $450 a month. I was paying $60 a month rent and there were two clerks and a boy on the staff. To pay off the goods I had purchased on credit in the time specified meant that I must lay aside $300 a month for that purpose plus interest. Then, if I were going to turn my stock four times in the year—and I reckoned that I should—it would mean replenishing the stock each month to the extent roughly speaking of $3,000.

It figured out this way. I would have to have sales each month of $3,750 or thereabouts to make expenses. To make a profit I would have to do still better than that.

Of course, my sales did not run that high the first year and I managed somehow or other to get through. But I started out fully confident that I would be able to bring the business up to the high standard I had set up.

(To be continued in next issue.)

ELECTRIC ADVERTISING.

An admirable, ever-ready and forceful medium whereby the merchant can advertise direct to all his prospective customers, is the electric-lighted show window, says a writer in the Journal of Electricity. It talks straight to the wants of the people. It does more than the printed ad. It holds the article out to you—but out of your reach. That is what starts the desire you never knew you had.

Therefore, it is the profit-pulling power of this very show window that gives value to the prominent corner. The merchant prospers to the degree in which he makes this silent salesman work, and his success is proportional to his attracting the attention and interest of every passer-by, and in impressing the value of the offerings on every passible prospect who comes within range of his window.

The big retail corporations, operating chains of cigar, notion, drug and liquor stores, employ experts who do nothing but appraise the value of store and window locations. These experts are sent to look at a certain space; they count the passers-by, note what class of people they are, estimate their buying power. This investigation does not stop at dusk, but continues till midnight.

The proprietors want to know the after-dark value of the display windows.

The system that these big corporations follow should be copied by every retail merchant. Window lighting

(Continued on page 57.)

Letters to the Editor

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld if desired, but name of writer must accompany correspondence as an evidence of good faith.

FROM A PAST PRESIDENT OF O. R. H. & S. D. A.

Hardware and Metal, Toronto:

Gentlemen,—You are to be congratulated on the comprehensive report given in your paper of last week of the meeting of Retail Merchants' Association at Moose Jaw. Every retail merchant should read it, as I am sure he cannot help but be benefited in so doing. Personally I like the way they do things out there, and our friends in Ontario can sit up and take notice. Their deliberations showed no inclinations to infringe on the rights of others, but merely from a business view-point, looking after the interests of the retail dealer; about time we awoke from our slumbers. I congratulate you on your enterprise in giving so full and complete report for the benefit of your readers.

M. S. MADOLE.

* * *

A SUGGESTION FOR EXHIBITION AND CONVENTION.

Editor Hardware and Metal:

Dear Sir,—It is indeed regrettable that such a lack of interest was taken by retailers in the magnificent display of hardware at the Ottawa convention. It is true that the exhibition was held at a considerable distance from the centre of the business and hotel district, and this may account to some extent for the poor attendance of retailers at the exhibition.

Unless manufacturers get the support of the retail dealers there is no incentive for the former to spend such enormous sums of money to educate the retail trade. Retailers should have taken more trouble to look at and examine the products of manufacturers.

I would suggest that a new plan such as the following be considered: About 80% of all dealers visit Toronto exhibition. Why cannot the hardware exhibition and convention be held at fair time? Hardware exhibits could no doubt be placed in one building instead of scattered around as under the present system. If the management of the fair won't take the matter in hand, look around for another building. I think that at least 60% of the exhibitors at Ottawa are regular exhibitors at Toronto exhibition. Why not do away with one part of expense and combine two shows in one? The public could be better looked after. Single fare rates would be in effect. No cold weather or doctor's bills. Large numbers of retailers would attend. I think the suggestion could be considered by the executives of both associations.

SUBSCRIBER.

* * *

IMPORTANT CUSTOMS REGULATIONS.

Editor Hardware and Metal, Toronto.

Dear Sir,—It appears that very few Canadian firms pay attention to Schedule C, article 1,209, of the Customs regulations, which reads:—

"Any goods—(a) which, if sold, would be forfeited under the provisions of Part VII of the Criminal Code, or,

"(b) manufactured in any foreign state or country which bear any name or trade mark which is or purports to be the name or trade mark of any manufacturer, dealer or trader in the United Kingdom or in Canada, unless such name or trade mark is accompanied by a definite indication of the foreign state or country in which the goods were made or produced;

"Provided, that for the purposes of this item, if there is on any goods a name which is identical with or a colorable imitation of the name of a place in the United Kingdom or in Canada, such name unless it is accompanied by the name of the state or country in which it is situate, shall, unless the Minister decides that the attaching of such name is not calculated to deceive (of which matter the Minister shall be the sole judge), be treated as if it was the name of a place in the United Kingdom or in Canada."

This would mean that any Canadian merchant ordering goods in a foreign country marked with his name or trade mark must have the name of the country also marked on the goods, and on the packages if the name is marked on the packages. If the goods are made in the United States they must bear the mark of the U. S. A.; if made in Germany they must bear the name Germany.

It appears that this law has not been in force for many years, but has been resurrected lately and is now being followed up by the Customs authorities, so we draw your readers' attention to see, whenever they order goods in a foreign country with their names or marks, that the country of origin is also marked on the goods.

MANUFACTURERS' AGENT.

HARDWARE LETTER BOX



Blue Stone.

J. L. Demers, Thetford Mines, Que.—"Kindly advise me who manufacturers and handles blue stone for liquid battery purposes?" Consolidated Mining & Smelting Co., Trail, B.C., or any of the wholesale druggists.—Ed.

Carpet Looms.

Geo. S. Parker, Rainy River, Ont.—"Can you give me address of firm manufacturing carpet looms?" Crompton Knowles Loom Works, Worcester, Mass. —Ed.

Hart Emery Wheels.

Dan Shannon, Marmora, Ont.—"Will you please advise me name of manufacturer of Hart Emery Wheels?" Canadian Hart Wheels, Ltd. Hamilton.—Ed.

Steel Sash.

Roy Andrews, Norwood, Ont. "Please let me know who manufactures steel window sash?" Steel & Radiation, Ltd., Toronto; A. B. Ormsby Co., Ltd., Toronto.—Ed.

WANT FURNACE CATALOGUES.

Charlebois & Edwards, 834 Jasper St. E., Edmonton, Alta., have written Hardware and Metal stating that they would like to receive from manufacturers catalogues and prices on hot air furnaces.

CONTINUED NEXT WEEK.

The problem for sheet metal workers, commenced in last week's issue of Hardware and Metal, will be concluded in next week's issue, instead of this issue, as previously announced.

IN THE NAME OF ROTTEN BUYING, WHY?

Reprinted from Hardware Age

Editor Hardware Age:—

I have been selling hardware for the past twenty years. Have made the "water tank" town and the big centres and when I was asked recently what is the greatest evil in the trade, I knew the answer. It is because the trade as a whole don't read. I know a message in Hardware Age won't reach many of these "dead ones," but it will land on a few, and I hope you will publish the following.

With best wishes for your continued success, I am,

Very truly yours,

F. C. K.

WHAT earthly chance has that buyer to sell his purchase at a reasonable profit in competition with a close, sharp buyer, a man who reads, who knows goods and their market value?

He has no better chance than the donkey has to fly.

Then what about goods going out of style, or a better article being made at a lower figure? How will a buyer know what changes are taking place if he does not read?

Does he wait for his fairy godmother or a little bird to whisper in his ear?

Will he sit tight until I or some other traveling man comes along?

This may be all right in the largest centres, but how about the fellow in the small town?

Now, please tell me, how in the name of rotten buying does he find out?

I'll tell you how.

His customer finally tells him that his competitor has a later style, has something better at a lower figure, and Mr. Buyer you can keep your old style goods bought at a higher figure, or sell it now at a big reduction. Take your choice, and let me say right here you would not have been caught with high-priced goods or merchandise antedated by better, quicker selling articles if you would read your trade paper, and market reports carefully.

You do not read, no we know you don't, so does every seller on the road know you don't read. You are the easy mark, your store is the dumping ground, which in the end means you will be dumped. The sheriff's flag tells the final story. Your creditor, jobber or manufacturer sheds tears, but he knows in his heart he has made a profit off you, because he charged extra for every dollar's worth of goods he sold you, as an insurance against a possible loss on the date of your failure.

I always feel sorry for the business man who says he cannot find time to read his trade paper. I feel at once that I am talking to a man who is not progressing, a man who is permitting his business to stand still or slip backward.

What chance has a business to grow when managed by a man who cannot find time to read? Prices change, styles change, methods change and competition changes. A competent manager must know these changes instantly, at least as soon as his competitor does, or he finds himself at a hopeless disadvantage.

Prices are sliding up and down constantly. Goods well bought are half sold. How is a buyer to know whether he has paid too much or too little for an article, and how does he feel when de discovers that he has been flim-flammed into paying more money for an article than he should? I know and you know that he has either bought in the wrong market, or that the seller has got the best of him, and he blames the seller. Is the seller to blame? No, not by a jugful. His business is to sell and get the best price possible. He found a buyer who did not read—who was not posted—who was easy: that's the answer.

Current News of the Hardware Trade

Personals.

J. G. Lewis, vice-president, Lewis Brothers, Montreal, has returned from a three months' trip spent in Europe.

The following representatives were callers on the Montreal hardware trade this week: P. G. Underwood, Moore Push Pin Company, Philadelphia, Pa.; W. Bruce Morrow, manufacturers' agent, Toronto; A. G. Bowman, Russell & Erwin Mfg. Co., New Britain.

James Reid, who has been connected with the firm of Caverhill, Learmont for the past 40 years, and is known throughout the trade is at present confined to his home through sickness. It is not thought that there is anything serious the matter with Mr. Reid and his many friends wish him a speedy recovery.

George Scott, of the Northern Hardware Company, left Montreal on Saturday night last for home. Mr. Scott attended the convention at Ottawa and from there went east where he was married. After spending their honeymoon in the West Indies, Mr. and Mrs. Scott returned to Montreal, where they spent a few days before making the trip to the far West.

Business Changes.

Laird, Sask.—C. C. Ens' hardware has been sold to Mr. Morden

Harriston, Ont.—A. & J. Meiklejohn have sold out to Thos. Young.

Toronto, Ont.—Woodward Hardware Co. has sold out to Thos. Muir.

Shallow Lake, Ont.—Thos. Young, hardware, has moved to Harriston.

Toronto, Ont.—Muir Bros., hardware and tinsmiths, have dissolved partnership.

Dresden, Ont.—Wells-Wells have dissolved partnership. Russell A. Wells continuing.

Otterville, Ont. — A. Wase has purchased the tinsmithing business from J. B. Addison.

Edmonton, Alta.—S. J. McClean has succeeded to the business of the Enterprise Hardware Co.

Galt, Ont.—J. P. Hamill and Jackson Moore have disposed of their hardware business to Robert Witherspoon.

Alsask, Sask.—The hardware business of Acheson & Hoskins will not be conducted by the Acheson Hardware Co.

Davidson, Sask.—It is reported that Calloway and Calloway, dealers in hardware, are selling out to the Pioneer Hardware Co.

New Firms.

Winnipeg, Man.—J. Berthnal and A. Gordon have commenced business at 565 Selkirk Ave.

Wallaceburg, Ont.—W. H. Westman, formerly of Westman Bros., Chatham, is opening a hardware store here.

Chatham, Ont.—Albert Allison is opening a hardware store in the western half of the premises formerly occupied by Stephens & Douglas. General hardware, paints, oils and similar lines will be carried. Mr. Stephens, who recently sold out his general hardware stock to his former partner, D. H. Douglas, will continue to handle heavy hardware.

Fire Losses.

Timmins, Ont. — The tinshop of A. Brazean was destroyed by fire.

St. John's, Nfld.—The St. John's Nail Factory was badly damaged by fire.

Saskatoon, Sask. — The Westhare Hardware Co. store and stock has been destroyed by fire.

Winnipeg, Man.—The Chamberlain Metal Weatherstrip Co. Agency has been burned out.

Winnipeg, Man.—Moncrieff & Endress, dealers in hardware specialties have been burned out.

Harriston, Ont.—The buildings of the Harriston Oil Company, owned by McColl Bros., of Toronto, were destroyed by fire.

Obituary.

Oil Springs, Ont.—James Marshall, formerly engaged in the tinsmithing and hardware business here and at Watford, passed away recently at Calgary, Alta. The remains were interred in Oil Springs cemetery.

The sudden demise of John Weir and his son William Moore Weir, who succumbed to pneumonia within two days of each other, removes two of the best known residents in York village. The late Mr. Weir conducted a general store in the village of York for almost half a century.

Ontario Incorporations.

The Luxifer Prism Co., capitalized at $90,000; head office: Toronto.

James Devonshire, Ltd., capitalized at $40,000; head office: Toronto, to manufacture and deal in bricks, tiles, earthenware, etc.

Rotary Amalgamators, Ltd., capitalized at $40,000; head office, Toronto.

Kel-Kee Cyclecar Co., Ltd., capitalized at $40,000, with head office at Tor, onto, to manufacture, assemble and deal in power propelled vehicles and parts thereof.

Industrial.

Medicine Hat, Alta.—The Alberta Rolling Mills are installing machinery in a new plant erected this year, and will be in a position to supply the trade with nuts and bolts before very long.

Catalogues and Booklets

Farm and Garden Implements.

S. L. Allen & Co., Philadelphia, U.S. A., have issued a 72-page catalogue featuring an extensive line of farm and garden implements including combined seeders and wheel hoes, cultivators, hand seeders, hand garden tools, sugar beet tools, etc. Copies will be mailed to the trade on request.

Everything on Wheels.

The Montreal Sales Co., 61 St. Sulpice Street, Montreal, have just published a new spring and summer edition of their catalogue, "Everything on Wheels." This catalogue, which has been brought thoroughly up-to-date, shows a large variety of baby carriages, each line being well illustrated. A number of other lines are also shown, among them being sulkys, swings, folding chairs, garden seats, croquet sets, toy wheelbarrows and express wagons, roller skates, and velocipedes. Copies of this catalogue will be mailed to those interested.

Metal Display Sign.

The Iver Johnson's Arms & Cycle Works of Fitchburg, Mass., have prepared a handsome lithographed metal sign, which is being distributed free of charge and carriage prepaid, to their bicycle agents. The lettering is in deep red upon a background of vermilion, with the bicycle subject worked up in steel gray. The sign is twenty inches by nine and one-half inches, and is provided with a silk cord so that it can be readily suspended at any point of vantage.

APPOINTED CANADIAN REPRESENTATIVE.

An announcement has recently been made of the appointment of P. A. Cheevers as Canadian representative of the American Rolling Mills Co., Middleton, Ohio, with headquarters at Toronto.

Mr. Cheevers, who takes over his new duties on May 1, has a connection of many years' standing with the sheet metal trades. Mr. Cheevers was born at Brantford, Ont., and commenced his apprenticeship at the age of 16, with Howie & Feely, of that city. After serving his apprenticeship, and studying the tin and sheet metal trade in all its branches, he joined the staff of H. J. Boyd, London, Ont., as foreman of the sheet metal work department of the business. Leaving London some time later, Mr. Cheevers moved to Petrolia to take charge of tin and sheet metal work department of E. & S. Pollard's business.



P. A. CHEEVERS

After remaining three years in Petrolia, Mr. Cheevers decided to go into business for himself, and purchased a business at Chatham, which he conducted successfully for some time. He sold his Chatham business to Peter Cunningham, and joined the sales-staff of the Metal Shingle and Siding Co., Preston, as Western Ontario representative, with headquarters in London, where the company had a branch warehouse and office, of which Mr. Cheevers had charge.

After eight years with the above firm, Mr. Cheevers resigned in order to take over the management of the Metal Shingle Co., of Detroit, with headquarters in the latter city.

Mr. Cheevers had completed three years' service with the latter firm, when he resigned to become Canadian representative of the American Rolling Mills Co.

Mr. Cheevers has had many years' training in the tin and sheet metal trades, and is thoroughly versed in all branches of the trade. He has also found time to engage in various sports, and for a number of years was an enthusiastic football and lacrosse player.

CANADIAN PIG IRON IN UNITED STATES.

A RECENT issue of the Iron Age makes the following suggestive comments relative to the export and disposal of Canadian made pig iron in the United States:

The new cross currents which the reductions in iron and steel tariffs will introduce in American foreign trade statistics are illustrated by the impending increase in pig iron imports from Canada. Should the shipments of Dominion Iron & Steel Company pig iron to the United States this year be only the 20,000 tons already sold to New England and Delaware River foundries, the 1914 total will be several times the average import from Canada in recent years. At 1976 tons in 1908, with slight increases in the interim, the total being 4609 tons in 1913, Canadian pig iron shipments have been generally reckoned as principally electrolytic ferrosilicon produced at Welland. The shipment of Nova Scotia pig iron into the United States is especially noteworthy in view of the heavy exports of pig iron from this side of the line into Canada, chiefly to Ontario, these reaching 193,396 tons in 1913 and being at a maximum of 208,581 tons in 1912, as against only 44,758 tons in 1909. The large figures for 1912 and 1913 tell of the boom across the border that has now given way to marked recession.

That foundry pig iron shipments should be going in both directions between Canada and the United States, as at present, is not only a result of the new tariff, but a phenomenon of the far-extended territorial contracts of the two countries. Even with Canada's duty of $2.50 on pig iron, Buffalo district furnaces command a trade of 200,000 tons there as against the Nova Scotia furnaces now invading our Eastern seaboard.

It should not be overlooked that the appearance of Dominion pig iron in our Eastern markets is really one of the signals of the distress under which Canadian industries are laboring lately, in common with our own. Normally the Dominion Iron & Steel Company's pig iron is all needed by its steel works and it is a most exceptional condition that prompts the marketing by the company of anything but semi-finished or finished steel.

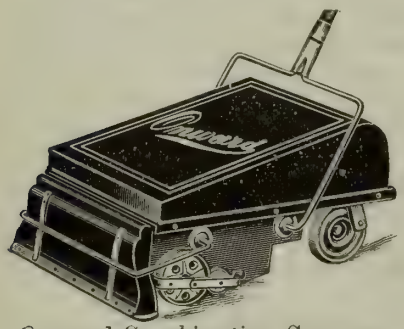


THE JAMES STEWART MFG. CO. HOCKEY TEAM, Woodstock, Ont.
Winners in the Woodstock Manufacturers' League, 1913-14.
The E. W. Nesbitt Trophy.
Back Row.—E. Izzard (Secretary), Sec.-Treas.; Thos. C. Stewart (Director), Hon. President; Wm. McLaughlan (Foundry Foreman), Manager.; Geo. Childs, Sr. (Superintendent), President. Second Row.—Wm. Hambly, left wing; Chas. McMillan, centre, Geo. W. Miller, rover; W. H. Snyder, right wing. Front Row.—John Schermerhorn, left defence; F. Childs, goal; R. Childs, right defence (Captain.)

New Goods Offered Canadian Hardwaremen

A COMBINATION SWEEPER AND CLEANER.

Onward Mfg. Co., Berlin, Ont., is offering the trade the "Onward" combination vacuum cleaner and carpet sweeper here illustrated. Several special



Onward Combination Sweeper.

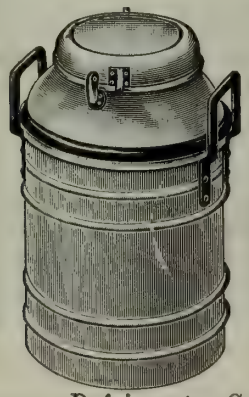
features are claimed for the sweeper, including the protruding nozzle which makes cleaning possible close to the walls and it is claimed, materially decreases the labor of cleaning by covering more space in a simple operation.

It is said that the "Onward" can be quickly and easily changed into a plain vacuum cleaner on four wheels by removing the brush. The brush can be thrown in or out of action by the simple operation of a lever.

The machines are finished in rich mahogany, striped with gold, nickel trimming, ball bearing.

STURGES REFRIGERATOR CAN.

Sturges & Burn Mfg. Co., Chicago, Ill., are offering the trade the new milk can here illustrated. The cans which are



Sturges Refrigerator Can.

made in two sizes, 5 and 10 gallons, are for shipping milk or cream long distances, or delivering from the farm to the factory. It is claimed that the can is the result of many months of careful study and experiment in testing various methods of construction and many kinds of insulating material and shows splendid results in protecting contents against weather conditions. The cover is insulated, close-fitting, firmly locks in place, and may be secured either with a padlock or seal. A parafined paper cap, used beneath the cover, seals the can and insures against contamination from the outside.

ERN JUNIOR RAZOR.

A new razor has been placed on the market by the Ern Razor Co., of Montreal. The razor here illustrated, named the Ern Junior, after its inventor, is said to be forged by a new process which permits the blade to be subjected, in one heating, to four times more hammer treatment than is possible by the old drop forging process. It is claimed by

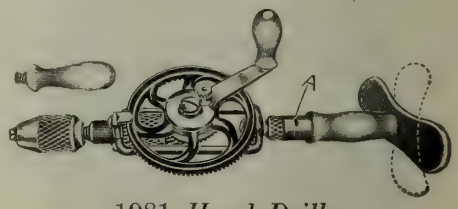


Ern Jr. Razor.

the manufacturers that, not being subjected to repeated heating, the carbon in the steel is not destroyed and that the blade having been practically hand forged by about 25 hammer blows, is of more uniform quality, with a greater power to hold edge than can be obtained by the old process.

NEW HAND DRILL.

Millers Falls Co., Millers Falls, Mass., are offering the trade a new hand-drill, No. 1981 here illustrated. The drill is fitted with a hollow end handle, with detachable breast plate, adjustable to different positions, and with receptacle for holding twist drills up to the largest size within the capacity of the chuck, detached by loosening a knurled check nut and pressing on a plunger, and shaped so tool may be used as a breast drill. Another feature is the instantaneously changed speed 1½ to 1 and 4 to 1, operated by raising and turning to the right or left the cap to a small boss on the crank handle. This is said to be a convenience in cramped places or in doing delicate work. Pinions and shifting device are of steel and enclosed

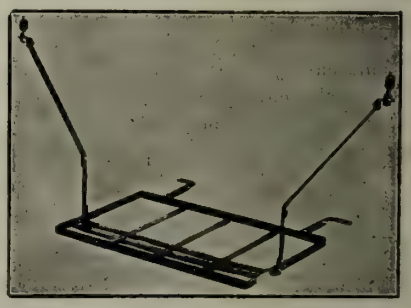


1981 *Hand Drill.*

for protection. Cut gears with adjustable friction roll to equalize bearings. The chuck is of star pattern with three jaws opening with springs that are protected. The length without handle is 10 inches, with handle 15¼ inches. Weight per dozen, 42¾ lbs.

FOLDING LUGGAGE CARRIER.

The Richards, Wilcox Canadian Co., London, are offering the trade a new luggage carrier, made especially for Ford cars. The carrier No. 344 is made entirely of steel and finished in black baked enamel. The arms of rack are attached to "gooseneck" rod, on which top rests when down. The illustration shows the rack open for trunks. When it is desired to carry suitcases or smaller packages, the back of rack may be raised. When not in use it is claimed



Folding Luggage Carrier.

that the rack may be folded against back of car, and is out of the way entirely.

W. H. Johns, hardware merchant, Southampton, has been appointed treasurer of the Southampton board of trade.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

A very fair volume of Spring business is passing at present. The general situation in the metal market has not shown much change, although conditions are gradually improving. The tariff changes are being discussed by the metal trades and there appears to be a diversion of opinion as to whether unfairness has been shown or not. The paint trade is busy. Very few price changes have occurred during the past week.

Linseed oil is exhibiting an upward trend. Price-cutting is quite evident on some lines of hardware.

MONTREAL.

ONTREAL, April 7. — Owing to the civic elections, which took place yesterday, the market this week has been in more or less of a confused state, and so far as local business is concerned there has been little of it. Dealers through the Maritime Provinces are still buying freely, and the amount of business which is passing at present, although not up to the previous week, is considered quite satisfactory. Owing to the continued cold weather, there has been a tendency on the part of local dealers to hold off from buying as long as possible, and until the temperature creeps up a little it is not thought by the local jobbers that there will be any great change in local conditions.

There has been quite a lot of talk in local circles this morning as to the outcome of the new tariff, which has added duty on wire rods. It is now a question how this will reflect on the present quotations, but it is a little early to predict anything as yet. Another week or so ought to show us something in this respect.

Lock Sets.

Montreal jobbers report that Canadian lock manufacturers have not reduced prices, consequently there has been no changes in jobbers' quotations on inside sets.

Nails.

Wire nails are still being quoted at $2.20 base, and are in fair demand.

House-cleaning Goods.

There has been considerable business done this spring in all lines used for house-cleaning, and apparently the dealers throughout the country are meeting with great demand for these lines, as their orders are for good-sized quantities.

Brushes.

There still continues a very heavy demand from all centres for brushes of all descriptions. The situation is quite as firm as it has been reported for the last few weeks, and, as the market for rice root is still unchanged, there is little hope for any easing off in present conditions.

Maple Tools.

The sugaring season is in full swing throughout this province, and there is a very heavy movement of sap spouts, sap bits, pails, etc. It is reported by a great many that this year will establish a record in this industry, as the sap is running quite freely all through the country. By the demand for the goods used in this industry these claims seem to be about right, as there are more orders coming in at present than ever before.

Driving Tools.

There is nothing new to report in this market, except that lumbermen are preparing for the driving season, which ought to open up pretty soon now. It is said that there has been a great deal of lumber cut this year, and that driving operations will be carried on to a very large extent all through the summer. The demand at present is in keeping with this report. Boot calks, cant hooks, coil chain and so forth are among the leaders.

Builders' Hardware.

Although there has not been any great increase in the amount of business done during the past week, it has certainly shown a slight improvement from previous weeks. Locally, there are quite a number of jobs being carried on at present, mostly houses, and it is the opinion of a good many that there will be quite a few of these jobs ready in a few weeks' time. This will naturally stimulate this business greatly from local buyers.

Washing Machines, Churns, Wringers.

There is quite a demand for all these articles, and they are being shipped to all parts of the surrounding country. The eastern provinces are drawing regularly on this market, and shipments are going forward almost daily. There is quite a spirited demand for washing machines.

Egg Crates.

Now that the hens have started to lay regularly, the demand for egg crates has taken quite a jump, and there are numbers of them being sent forward every day. It might be noted here that there were more eggs received in this market last week than ever before for the same period. There has naturally been an increase in the demand for crates.

Roofing.

At the present time there is not too much business passing in this market, although there was considerable roofing shipped some weeks ago. It is the opinion locally that this business will open up again in about two weeks' time.

Metals.

In the metal markets during the past week there has been little or no change as regards demand, and the amount of business passing at present is quite limited. As there is not the building going on at present that there was one year ago, this has naturally affected the demand here. There is, however, always a steady demand for certain quantities all the year round.

Tin.

This market has taken on quite a weak feeling, and there has been a reduction of ½ cent this week. The price now quoted is 43½ to 44 cents per pound, and the market is dull at these figures, with only a limited business passing.

Spelter.

No change is noted in this market over last week, and the quotation of $6.00-$6.25 given then remains. Business is limited at this quotation.

Lead.

There has been no change in this market during the week, and the price given then of $5.25 to $5.50 is still quoted. The amount of business passing at present is only considered fair, and the market remains in much the same condition as last week.

Report from New York is to the effect that trust there is holding the price down for reasons of their own.

Copper.

There has been no change in the situation from one week ago, when we reported a weak market, with only a fair amount of business passing. The price given then of $16.50 still remains, and the amount of business passing this week is limited.

Antimony.

The market remains weak, with only a small amount of business passing under the same quotation as given last week of $9.

Iron.

The market here is considered to be very weak, and the amount of business passing at present is light, with the quotation of $19 per hundred given.

Stoves and Heating.

This past week has seen quite a movement in gas stoves, and the business from now on is expected to show considerable increase, as there are always a number of these stoves shipped out around the 1st of May. Other lines, though, are said to be very quiet. Collections are only fair.

TORONTO.

TORONTO, April 8.—The chief topics of conversation in the Toronto metal markets this week are the tariff changes affecting the metal trades. Elsewhere in this issue full particulars regarding the changes are given. A large number of nail manufacturers are greatly opposed to the duty imposed on wire rods, and claim that it is a very unfair advantage for ten of the larger firms. Trade in the metal market is slowly recovering and a slight improvement is noticed in the size of the orders coming in. There is still room for greater improvement and metal merchants are of the opinion that conditions will continue to steadily improve.

Metal Changes.

Tin has shown another decline this week, a drop of 1 cent. per pound having taken place. The lower quotations have stimulated buying to some extent. Local quotations range from 40c. to 43c. per lb.

Copper remains unchanged and firm, although business in this line is not brisk. Lead has advanced 5 cents per 100 pounds and quotations range from $5.20 to $5.50 per 100 pounds. Pig iron and spelter have shown no change during the week.

Following prices are being quoted on other metals, ingot aluminum 99 per cent. pure; wire solder, 25c. to 27c. per lb.; ingot brass, red, 14c. to 16c. lb.; ingot brass, yellow, 13c. to 15c. lb.; electrotypers' solder, 30c. lb.; wiping solder, 25c. to 27c. lb.; pattern aluminum, 23c. to 24c. lb.; brazing metal, 26c. lb.

Wire Nails.

Much speculation exists as to what effect the tariff changes will have on the nail market. Toronto dealers think that an advance will take place. Toronto quotations have been very low lately. Considerable price-cutting has been in evidence. The ruling quotation has been and is at the time of writing, $2.10 per keg base, although some lower prices have been in evidence. Several Toronto firms believe that the imposition of a duty on wire rods will have a tendency to advance quotations in the finished product.

Lock Sets.

As stated last week, an exceedingly low price is being quoted in some lines of inside lock sets. Inside sets with one-piece metal knobs are being sold at $3.75 per dozen sets. This price has been in effect for the past two weeks, but is liable to be withdrawn at any time. The exceedingly low quotations have been caused by close competition in this line.

Screws, Etc.

The following quotations are still holding good on wood screws:

Flat Head, Bright....85-10-7½-10-10%
Round Head, Bright..80-10-7½-10-10%
Flat Head, Brass.....75-10-7½-10%
Round Head, Brass...70-10-7½-10%
Oval Head, Bright....80-10-7½-10-10%

Rope Twine.

No changes have taken place in rope or twine quotations. Business is improving steadily. Reports indicate that a Scotch firm is endeavoring to secure a foothold in the Canadian market and that a large consignment of twine is being sent in. Toronto quotations are as follows:

Best Pure Manilla .....15c lb base.
British Manilla .....11c lb. base.
African Hemp .....11c lb. base.
Sisal Rope .....10½c base.
Lath Yarn Single ..... 9¾c lb.
Lath Yarn Double .....10¼c lb.

Other lines are shown in Current Market Quotations.

Binder twine prices are: 650 ft. twine—13½c lb:; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Building Trades.

The outlook for building in Toronto is Toronto is daily growing brighter and it is believed that the demand for building materials will reach a high level this year.

Cement is moving rapidly; quotations remain the same as shown in Current Market Quotations.

Stoves, Furnaces, Etc.

Business in stoves and furnaces is fair but there is still room for improvement. Gas ranges are in fairly good demand and booking for future is all that can be desired under present conditions. There is a heavy demand for oil and gasoline stoves.

Washing Machines, Wringers, Etc.

With the approach of the spring cleaning season there appears to be a slightly better demand for washing machines, wringers, etc.

Wringers are quoted at 20 per cent. off the list prices now in effect. Washing machines are still quoted at 20 per cent. off. Mangles, with three rolls 5 in. x 24 in., hinged table board, stand with caster wheels attached, are quoted at $14.25 each. Table mangles, with iron frame and two rollers, are quoted at $6.60 each.

TORONTO QUOTATIONS ON METALS.

Prices are gauged according to quantity purchased.

Electrotypers' Solder	30c	lb.
Brazing Metal	26c	lb.
Ingot Brass, red	14 to 16c	lb.
Ingot Brass, yellow	13 to 15c	lb.
Wire Solder	25 to 27c	lb.
Wiping Solder	25 to 27c	lb.
½ and ½ solder	25 to 27c	lb.
Pattern Aluminum	23 to 24c	lb.
Ingot Aluminum 99% pure	19 to 20c	lb.
Spelter	$5.35 to $5.65	per 100 lbs.
Copper	16½ to 17¼c	lb.
Tin	41 to 43c	lb.
Lead	$5.20 to $5.50	
Tinkers' Bar Solder	28 to 29c	lb.

WESTERN FREIGHT RATE JUDGMENT.

(Continued from page 47.)

ernment. The Winnipeg Board of Trade, however, on November 14, 1911, passed a resolution alleging that the tolls of western lines were both unreasonable and discriminatory, and forwarded it to the Hon. Frank Cochrane.

This was referred to the Board of Railway Commissioners on December 4, 1911. On January 8, 1912, the late Chief Commissioner, the Hon. J. P. Mabee, and his fellow-commissioners determined that a full inquiry was necessary as to the reasonableness of the freight tolls, and placed upon the railways the onus of justifying the discrimination alleged to exist. The whole progress of the inquiry involved sixty-two hearings, taking up 100 days, at every important point from Port Arthur to Victoria, besides Montreal, Toronto and Ottawa; seventy-two witnesses were examined; 158 exhibits containing 4,870 pages were filed; and 6,148 pages of evidence were taken down.

A VOTING CONTEST.

A scheme which has created unusual interest about the city of St. John, N.B., is being helped in its promotion by a north end hardware dealer, Alexander M. Rowan, in whose windows in Main street, are displayed a large five passenger-touring car, 1914 model, a $400 piano, and a variety of other prizes including cut glass, silver, china, etc. Mr. Rowan is one of five merchants in St. John, who have begun a voting contest for the increase of sales. It opened on Wednesday last. The idea was featured by previous announcements through the press exciting interest before it was launched at all, by the mere mention of the possibilities of getting an auto, piano, or other big prize, but with no means hinted as the manner of acquiring the same. Then a big full-page display advertisement was carried in the local press, giving full details of the contest.

The winner of the first prize, that is the contestant having the greatest number of votes at the close of the contest, will have his choice of a five-passenger touring car and a two-passenger runabout. The second prize to be given is a $400 grand piano, on November 1. Another piano is to be awarded on December 1, and still a third on January 1, of 1915. These prizes are for the greatest number of votes secured, and it is said many customers have been added to the accounts of Mr. Rowan and the others interested, and are in addition to the weekly prizes given to those getting the largest number of votes, in the week. Votes are given to every purchaser in the store. It is the biggest scheme of sales-getting attempted in St. John in recent years and the outcome will be awaited with interest.

ELECERIC ADVERTISING.

(Continued from page 49.)

should not be left to chance—it should be appraised and its value known.

A window display is an advertisement—but instead of telling about the merchant's wares, it shows the actual goods. And every merchant knows the difference; if people did not want to see the goods, if they would be content with a picture and a price, all retail stores would soon give way before the mail order idea.

We all know how light attracts humans no less than moths. And in the evening our eyes are ready for diversion, our minds are open to impression. When the day's work is done, the merchant's "circulation" is in its most receptive state, and the cost of reaching these biggest opportunities is simply the cost of window illumination. Without that light the cleverest, most appealing display of goods is wasted after sundown.

GIVE THE WORKER A CHANCE.

If a man's work be of a special nature, work foreign to that of his associates yet valuable as an adjunct to theirs, it would seem to be the part of reason and wisdom to allow this man to have some latitude in the selection of conditions under which he would prefer to work. The demand upon him ought not to be that he do his work at a certain time and in a certain place, but that he deliver at a given time and place and of a quality and quantity satisfactory to his employer, the work he has undertaken to do.

We believe that the most brilliant and satisfactory progress industry has known will come when the worker in routine lines is paid according to his intelligence, skill and efficiency, and the worker in special lines is required simply to "deliver the goods," with no unreasonable restrictions as to his methods either of production or delivery. —Valve World.



Street scene taken in New York after recent heavy snowstorm. Note the horse-cars which were in operation at that time, but which have since been discontinued. Picture was taken by the American Wringer Co.

Current News in the Paint Trade

WINDOW DISPLAY OFFER.

The Boston Varnish Co. are offering $100 in cash prizes for the best Kyanize window displays. The prizes are to be divided as follows:

Class A.—(Towns and cities of over 5,000 population).

For best window display.....	$25
For second best window display...	$15
For third best window display	$10

Class B.—(Towns under 5,000 population).

For best window display	$25
For second best display	$15
For third best display	$10

Photographs of window displays to compete for the above prizes should reach the manufacturers not later than May 15.

SHERWIN-WILLIAMS COMPETITION.

The Sherwin-Williams of Canada, Ltd., Montreal, are conducting a new prosperity window trimming competition, which closes June 20. Prizes are offered for two classes of displays, one for a general display of S.-W. Products and one for best S.-W. Varnish Display. Competitors may enter for both general and varnish window prizes. The prizes are as follows:

For Best General Window S.-W. Products.

1st prize	$50
2nd prize	25
3rd prize	15
4th prize	10
5th prize	5
6th to 15th prizes .....each	2

For Best S.-W. Varnish Window.

1st prize	$25
2nd prize	15
3rd prize	5

Judges of the competition will be representatives from Hardware and Metal, the Hardware Stove and Paint Journal, and one of the officials of the Sherwin-Williams Co. Announcements of prize-winners will be made in the hardware papers as early in July as possible.

BOOSTING THE CAMPAIGN.

The April issue of Stephens' Paint News is devoted largely to boosting the "Clean Up and Paint Up" campaign. The movement is spreading rapidly into all parts of Canada and deserves the active support of all connected with the paint trade whether manufacturers, jobbers, retailers, or painters. Stephen's Paint News says: "By energy and careful attention to detail you can break the bogey of 'Hard Times' and make 1914 the biggest year in the history of Western Canada from the viewpoint of profits attained from individual effort and the resulting general satisfaction."

MARTIN-SENOUR CONTEST.

The Martin-Senour Co. are conducting a "Window Display" contest and a "Sales Stunt" contest.

The "Window Display" contest is to be judged by attention and interest-getting value in connecting up a store to Martin-Senour Advertising — "Clean Up and Paint Up" Week — "Spic and Span" week.

The conditions are:—

(1)—That the display be composed of Martin-Senour products and advertising matter. That the new spring window trim be used.

(2)—That photograph of display — mailed flat, and bearing the name of the firm and contestant's name—is received at Montreal not later than May 18th, 1914.

The winners to be announced in June. 1st prize, $15.00; 2nd prize, $10,00; 3rd prize, $5.00; and $2.00 each for the five next best.

The "Sales Stunt" contest is to be judged on the merits of its originality and uniqueness, as well as the paint and varnish selling value.

The conditions are:—

(1)—That Martin-Senour paints and varnishes be featured in the stunt, scheme, or idea carried out, during "Spic and Span" week.

(2)—That detailed description (and if necessary, photos) bearing the name of the firm and contestant be received at Montreal not later than May 18th, 1914.

The winners to be announced in June. 1st prize, $15.00; 2nd prize, $10,00; 3rd prize, $5.00.

THE LATE J. P. CONKLIN.

J. P. Conklin, a member of the firm of Sanderson, Pearcy & Co., Toronto, died on Apr. 4, after a week's illness of pneumonia. The deceased was one of the best known travelers in Ontario, having represented his firm in Northern and Eastern Ontario for the past thirty-four years. Mr. Conklin was 63 years of age. He was born in Amsterdam, N.Y., and came to Toronto 35 years ago.

As well as being a member of the Commercial Travelers' Association, he was connected with the Royal Arcanum Society, the Masonic Order and Dovercourt Presbyterian Church.

"CLEAN UP AND PAINT UP."

The April issue of Paint Salad in featuring the "Clean Up and Paint Up" movement says:

This is the slogan of a movement for homes and towns beautiful, to promote cleanliness, thrift, and civic pride—a movement which is gaining national importance.

Briefly stated, the "Clean Up and Paint Up" idea is to have every city and town set aside one week for a general public and private clean up; to establish the five-word slogan everywhere, and to create in the public mind a spirit of enthusiasm and a sense of intelligent team-work; to enlist the active co-operation of the town or city authorities in all departments — in fact, everybody, old and young, to be asked to lend a hand to clean up property, indoors and out, and help put every street, alley, backyard, and vacant lot in spic and span trim during "Clean Up and Paint Up Week."

Across the border this "Clean Up and Paint Up" campaign is sweeping the country like wildfire. Last year the movement accomplished a remarkable work in hundreds of towns and cities in the land of Uncle Sam. In St. Louis, Denver, Buffalo and Baltimore, enthusiastic clean up and paint up campaigns were carried on that resulted in tons of rubbish and waste matter being carted away to the dump, hundreds of dull and grimy buildings being brightened with a coat of paint, and many lawns and yards being cleaned, flower beds put in, and neighborhoods beautified. This year intensive clean up and paint up activity is sweeping the entire country.

Some of our Canadian towns and cities are also taking a hand in this good work. We are informed that St. John, N.B., Montreal, Que., Regina, Sask., and others have made arrangements to hold a "Clean Up and Paint Up Week." Still, there is great need of a systematic clean up in most every city and town throughout Canada. How about your own town? Take a look round, and you will surely see many streets, yards and open spaces that are littered with waste and rubbish, and therefore, unsightly and unsanitary. If you find these conditions out doors, ex-

(Continued on page 61.)

Easier and Quicker Sales

Everything in Nature follows the line of least resistance. The brook, with its many curves and turns, winds its way according to this law of Nature.

Martin-Senour 100% Pure Paint is the line of least resistance in paint selling—and after the first sale, the satisfaction received makes future sales a matter of order-taking.

Purity is the standard when buying White Lead, Zinc Oxide, Linseed Oil, or Turpentine, and purity is the standard of the great majority of people when buying paint.

It is easier—quicker—more profitable to sell 100% Pure Paint to pre-convinced buyers than to argue half an hour about the efficiency of a paint that is not 100% Pure.

Investigate **A repeat order in every can** **Investigate**

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

Berry Brothers' Varnishes Bring Dealers Steady Profits — Pleased Customers — Bigger Business

EVERY hardware dealer who handles Berry Brothers' celebrated architectural varnishes is enjoying all these advantages. Every dealer who does not sell Berry Brothers' varnishes is missing the profitable business that would result from our splendid reputation among architects, house owners, builders and contractors, painters, decorators, and every one who uses or knows about varnishes.

56 years of careful, scientific manufacturing—56 years of steady, substantial growth—and a splendid reputation for quality of product and straightforward business dealings—these have assured the loyalty and prosperity of our dealers and the satisfaction of our dealers' customers.

Our advertising has made the name Berry Brothers almost a household word—it has thoroughly familiarized varnish users with Berry Brothers' products and the multitude of uses to which they may be put. More than that, our consistent publicity brings customers into the stores of our dealers and, besides directly increasing their business, makes it steady and certain.

Public Recognition of Berry Brothers' High Standing of Immense Benefit to our Dealers

Because of the enviable position that the Berry Brothers Company holds in the business world and its high standards of commercial integrity, it has been selected as a member of the Rice Leaders of the World Association. This is an honorary organization founded upon the highest principles of business, to develop business honor in America and the markets of the world, and to demonstrate to the public the high and worthy standing of its members.

Berry Brothers' membership in this organization means world-wide recognition of the high quality of its products. It represents a dealer-help of inestimable value. It means better business, bigger profits, and greater prestige for every Berry Brothers dealer.

A Varnish for Every Need

Our dealers can meet every demand that varnish customers may have. Berry Brothers' finishes are adapted to practically every use. Here are four of our principal products:

Liquid Granite—A wonderfully durable varnish for floors, linoleums, oilcloth, etc.

Luxeberry White Enamel—A white interior finishing—that stays white. Ideal for stairs, hallways, bathrooms, also for white furniture.

Luxeberry Spar (It's Waterproof)—For marine uses and all kinds of outdoor finishing exposed to the weather. Will not check, crack or turn white.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork.

If you are not now selling our products, our booklets will tell you more fully about Berry Brothers' Varnishes. We can show you how handling these finishes will mean better business and valued prestige to you. Write us at once regarding our dealer proposition.

BERRY BROTHERS

(INCORPORATED)

World's Largest Varnish Makers

WALKERVILLE, ONTARIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, April 7.—The situation locally is unchanged from one week ago, and business is still booming in every department. Immediate shipments are going forward in great quantities, and there are also many orders booked to go forward within the next couple or three weeks. The idea of a "clean up and paint up" week has gained favor in Montreal, and the Montreal Publicity Association has even gone so far as to appoint committees to look after the different branches of the campaign, which is to be held some time in May. This idea has gained much favor in the States, and from all appearances it looks as if this country would adopt the idea too.

Collections, taking everything into consideration, are fair.

White Lead.

The general conditions are unchanged from one week ago, and the amount of business passing at present is quite seasonable. The market is quite firm, and quotations are as follows:—Ton lots are quoted at $8.05, while less than a ton are quoted at $8.25, with open prices for quantity lots.

Linseed Oil.

The market has firmed up since last week, and prices have jumped up 2 cents. Even at the advance there is a very firm feeling in existence. Some of the local dealers are still selling at 60c for raw and 63 for boiled, but all others are quoting at an advance of 2 cents. Business is quite seasonable. The ruling quotations are:—

Raw—

1 to 4 barrels	62c per gal.
5 to 9 barrels	61c per gal.
10 to 25 barrels	60c per gal.

Boiled Oil—

1 to 4 barrels	65c per gal.
5 to 9 barrels	64c per gal.
10 to 25 barrels	63c per gal.

With open prices for carload lots.

Glass and Putty.

The demand for glass is still quite limited, and there is no great improvement looked for until after the first of next month. Prices remain unchanged, and are shown in "Current market quotations."

Putty is governed to a great extent by the sale of glass, and as that market is quiet, there is not much change looked for immediately here either.

Turpentine.

The market is considered to be quite firm at present, and some of the local firms are inclined to quote a little higher than shown below, although it is not general. The increase in any case is not more than ½ cent. The demand remains much the same as in previous weeks.

5 gallons	72½
Half-barrels	70½
1 barrel	67½
2-4 barrels	66½
5-10	62½

Gasoline.

There has been a decline in gasoline of ½ cent per gallon, and the following prices are quoted. Although this seems strange at this season of the year, when most people look for the market to firm up, the condition at present is just the opposite:—

Barrels, in wood	22½c gallon.
In steel and drums	20c „
Tank wagon (100 gals.)	19½c „

TORONTO.

TORONTO, April 8.—Business in the paint trade continues fairly brisk and paint jobbers and manufacturers appear to be well satisfied with the volume of business passing. A large number of building permits are daily being issued in Toronto and this gives rise to a feeling of optimism. The "Clean Up and Paint Up" movement is spreading, and considering that this is the first year the movement has existed to any extent in Canada, the results so far are very encouraging.

Linseed Oil.

While no change has yet taken place in linseed oil quotations, it is expected that quotations will advance by next week. Quotations at present are as follows:

Raw Linseed Oil—

Single barrels	65c gallon.
3 to 5 barrels	63c gallon.
6 to 9 barrels	61c gallon.

Boiled Linseed Oil—

Single barrels	68c gallon.
3 to 5 barrels	66c gallon.
6 to 9 barrels	64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5 gal. cans, 50 cents each; 10 gal., 75c. each.

Turpentine.

No change has taken place in current market quotations and Toronto dealers are quoting as follows:

Single barrels	69c Imp. Gal.
2 to 4 barrels	68c Imp. Gal.
5 gallon lots	76c Imp. Gal.

White Lead.

White lead quotations remain unchanged, although pig lead appears easier. Toronto quotations are:

Less than ton lots	$8.40 per 100 lbs.
Ton lots	8.20 per 100 lbs.

CLEAN UP AND PAINT.

(Continued from page 58.)

posed to view, what must be the conditions indoors—in cellars, attics, sheds, factories, tenement houses, etc.

"Good citizenship is good business;" as merchants, it behoves us then to take, not only an active part, but a leading part in this spring clean up, but before we go further let me say this—please don't look on this campaign merely as a business-getting scheme; it is that of course, but it is more. The "Clean Up and Paint Up" idea can do a lot of real dollars and cents good to your community. Civic pride is a feature too often lax in our Canadian towns. We're too young, or we've been too busy to care much about the appearance, or even the welfare of the place in which we live. Europe has outdistanced us in this respect, and our good neighbor Uncle Sam, has gone into the beautifying business in dead earnest, and is doing great work.

Spring—the clean-up and paint-up time of nature is here. Everywhere we see the process quietly, but effectively, going on. Everywhere the dreary drabs of winter are giving place to the fresh clean colors of budding foliage. Small wonder is it then that we poor mortals catch the fever, and with spade and rake, scrubbing brush or paint pot, do our share in the cleaning up and painting up.

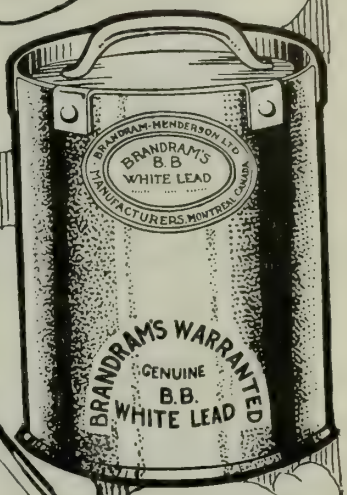
And you, Mr. Paint Dealer, are the natural and proper advocate, and organizer of the movement for homes and towns beautiful, which will not only increase your paint sales, but you will also have a better town to live in, which is still more important.

So—for the sake of your community—for the sake of your families and yourselves, and for the sake of your financial benefit, let us—all together—boost for the clean up and paint up campaign. But remember, someone must take the initiative. Every civic improvement campaign needs a leader. Why not be the man in your town? Yes! You.—

Big Sales for 1914

We Will Carry More Sail

during 1914 than ever before, pushing our business ahead with a bigger, broader and better planned Publicity Campaign than ever before in our history.



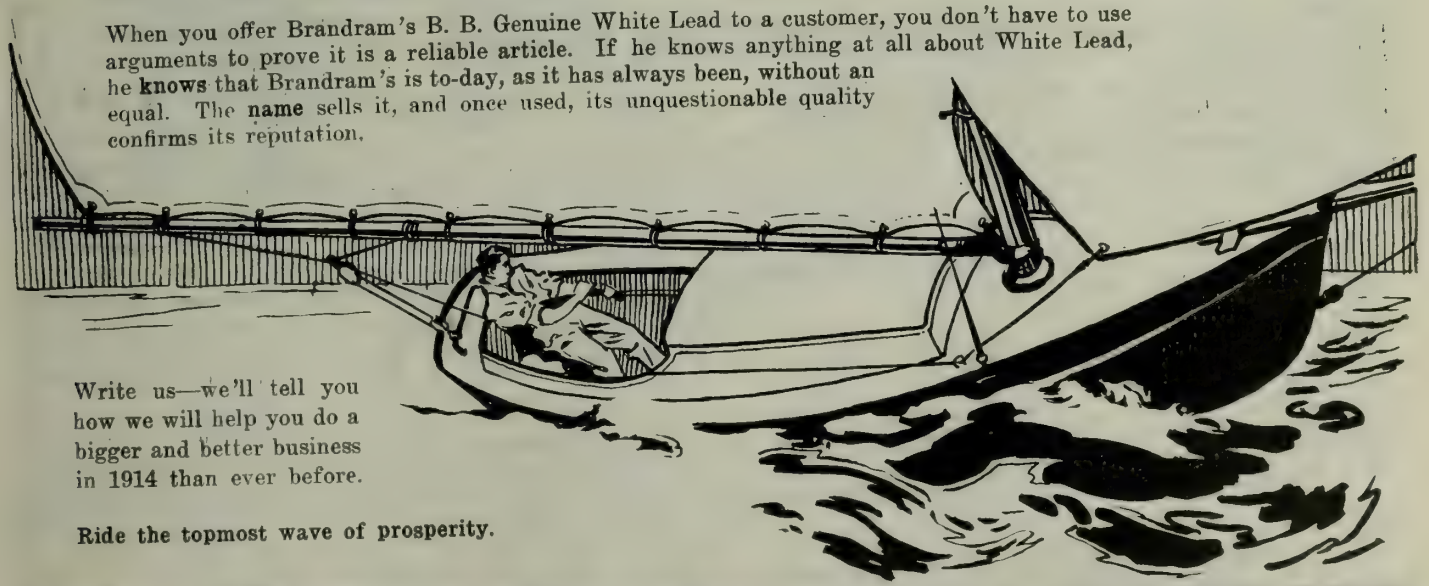
This will help dealers who sell

BRANDRAM'S B.B. GENUINE WHITE LEAD

and other B-H products. The trade in White Lead is constant and growing, particularly for the better grades, and nothing offers the dealer a better opportunity for profitable business than Brandram's.

Brandram's has, in a superlative degree, that element that never fails—**Quality.** Made by an original process that passed the experimental stage over a century ago, and used for generations by painters generally both in England and this country; it has behind it the prestige of uniform success—a reputation that is a valuable asset to every dealer who handles it.

When you offer Brandram's B. B. Genuine White Lead to a customer, you don't have to use arguments to prove it is a reliable article. If he knows anything at all about White Lead, he **knows** that Brandram's is to-day, as it has always been, without an equal. The **name** sells it, and once used, its unquestionable quality confirms its reputation.



Write us—we'll tell you how we will help you do a bigger and better business in 1914 than ever before.

Ride the topmost wave of prosperity.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 50-10-2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 00 $10 50

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.....	9 00
Samson single bit, handled, doz.	12 50
Samson double bit, doz...	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz. 6 75	9 50
Double bit 10 50	12 00
Hunters' Axes 5 00	6 00
"Boys'" Axes 5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 21½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14 0 16
Ingot, Yellow, lb.	0 13 0 15

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash). Per doz.

Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

Per yard.

40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered	1 63
Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b.	1 55
White Bros. English. 2 00	2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire brick, English..17 00	21 00
Fire brick, American, low 23 00	25 00
Fire brick, American, high 27 50	31 00
Fire clay (Scotch), net ton	5 50
Fire clay (American), net ton 5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., per lb...	0 05
25 lb. tins, per doz., per lb..	0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls)..	0 12
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto. Per 100 lbs.
Casting ingot $16 50	$16 00	
Cut lengths, round bars, ½ to 2 in....	27 50	
Plain sheets, 14 oz., 14x48 in., 14x60 in.	29 50	
Copper sheet, tinned, 14x60, 14 oz.	30 50	
Copper sheet, planished, 14x60, base	37 50	
Braziers', in sheets. 6 x 4	29 50	

CORD (SASH).

No. 6 and No. 7, lb.....	0 31½
No. 8, No. 9, No. 10, No. 12	0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley). Per box

I C, 14x20 base....	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Why not be in line this spring with the brand of paints that makes every paint customer enthusiastic about results?

JAMIESON'S PURE PREPARED PAINTS

are this kind and are made to bring repeat orders—the only kind that puts real profits in the dealer's pocket. Once a can is sold, the subsequent orders come unsolicited.

We want you to be our agent.

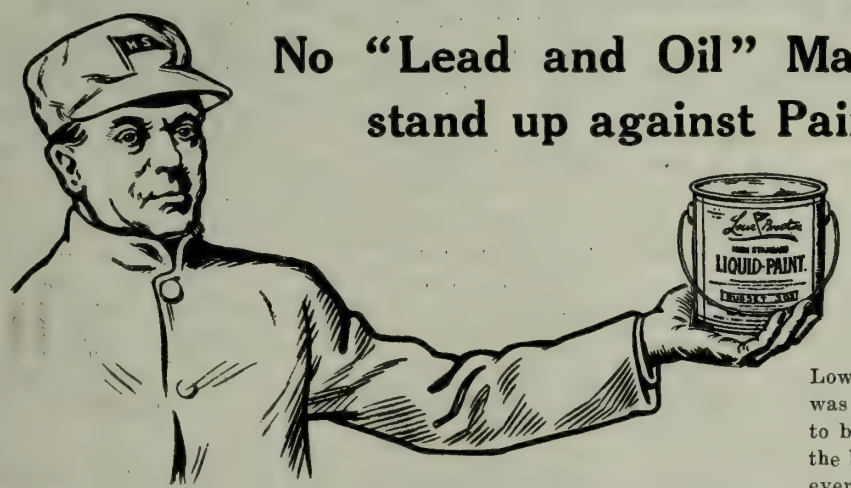
R. C. JAMIESON & CO., Limited

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

No "Lead and Oil" Man on Earth can stand up against Paint like that!



The other day a painter of the old school down in Eastern Ontario wrote us a four-page letter telling us how much pleased he was to find that Lowe Bros.' "High Standard Paint" was exactly what our dealer claimed it to be—that it actually was better than the best job of hand-mixed paint he had ever handled in his life.

The old-time, hard-shell painters, who were the hardest to convince, are to-day the backbone of High Standard's big army of friends and users. Fifty years of brains, improvement and experience are represented in every can, and don't forget the advertising proposition that goes with the High Standard agency is just as noteworthy as the quality of the paints. **To-day is the day to write us.**

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).
TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.
CLEVISES.
7½c per lb.
CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.
DUCK.

Yarmouth Double Filled.	
29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch 12 oz.	0 29½
Standard Single Filled.	
29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¾
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.
DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.
FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.
GASOLINE.
Single barrels, 22c. gal.
GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.
HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.
HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.
HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges. 12½ p.c.
"Chief" floor hinge, 50 p.c.
HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.
HORSESHOES.
Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.
HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 18
500 ft. coils extra, 5 per cent.
HANGERS, BARN & PARLOR.
Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set ... 4 75
Stearns wood track ..... Special.
Zenith 9 00
Atlas, steel covered .. 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, doz. sets. 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin-angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 75
Steel track, 1¼ in. 4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.
HANDLES.
Fork, 45 per cent.
HOES.
Grub, 3½-lb., $4.00 doz.
HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 35 and Toronto, 30.
IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad Irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 90
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft. 3 90 48 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.
LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 25	5 15
100 lbs.	....	....
Imported pig, per 100 lbs.	....	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.
LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 75
Square, re-acting, per doz.	77 50
Dowswell	82 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg—Sole Agent for the West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

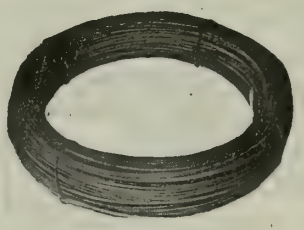
We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

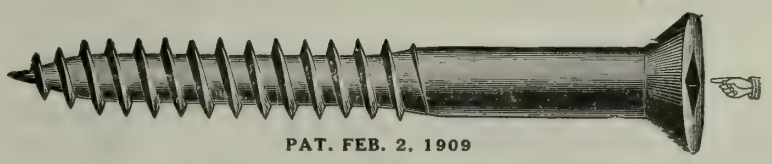


THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch	0 09
Heavy, 8 ends to 1-inch	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c, 5 per cent off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent. Prices. Pliers and Nippers.

Hutton's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

SCREWS.

Per cent

Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.

Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.

O.H. bright, 80, 10, 7½, 10% 10% off list.

Wood F.H., brass	75 10	7½	10
Wood R.H., brass	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10

Set, case hardened 60 10

Square cap 50 and 60
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

An Open Letter To Our Merchants

Dear Sirs:—House-cleaning time is here again and your customers will be coming in crowds for Muresco. How is your stock? Look it up now and mail your order at once.

We built a large addition to our plant last year, but owing to the enormous increase in the demand for Muresco, we are building another addition this year. We would therefore urge you to send your order now and not wait for our salesman.

Write for beautiful designs and new color card.

BENJAMIN MOORE & CO., LIMITED, WEST TORONTO

Sole Manufacturers of Muresco, the best wall finish

PUSH PAINT
And Become Prosperous!

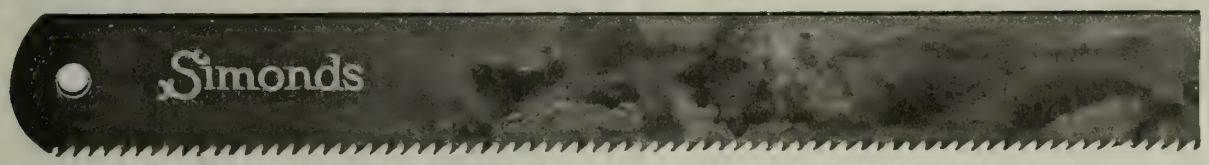
You remember our slogan for 1914. Well you can make this Paint Up, Clean Up campaign roll up the dollars of prosperity, not only in Paint, Stain and Varnish, but in all kinds of Garden Tools, Brushes, etc., as well. We have given a few hints in our space here—we can give you more if you want them. The opportunity is here for you, step out and grab it. You want the profit? Then go after the business.

No one is too dead asleep to be wakened. Blow the publicity trumpet in the ears of those who sleep in the path of municipal progress. Wake 'em up and civic pride will compel them to Paint Up, Clean Up.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **Branch at Calgary**



SELL SIMONDS HACK SAW BLADES

On request we will mail descriptive circular, sizes, prices, and Dealers' discounts. Dealers selling strictly high-grade tools please note.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave.

VANCOUVER, B. C. MONTREAL, QUE. ST. JOHN, N. B.



SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb.	0 27½	
Electrotypers solder, lb	0 30	
Tinkers' brass	0 28	
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 6 25

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000 6 00
Eureka tinned steel, hooks, per 1.000 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14. 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 55 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIN.

Tin, 41 to 43c lb.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).

	Doz.
Gee Whiz Mouse, doz.	0 15
Gee Whiz Rat, doz.	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps.	1 20
Easy Set Mouse Traps.	0 45
Easy Set Rat Traps.	0 95
Blizzard Mouse Traps.	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each. $1 50	14 ft., each. $4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0	24¼
Wrapping cotton, 4-ply..	0	26¾
Mattress, No. 64	0	45
Mattress, No. 73	0	55
Mattress, No. 84	0	60
Upholsterers' twine, No. 64	0	30

TUBES.

Boiler Tubes.

100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.

Can. wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13. No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25. bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50
20 per cent.	
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75

MOP WRINGERS.

White, No. 2, each	$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz.	21 20
Garden, steel wheel, doz.	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.



"National" Electric Mantel Type Radiators are good sellers—you just have to display them and they sell themselves.

Up-to-date builders are installing them, and many households will be replacing the old, cumbersome coal or gas grate for something new ELECTRICAL.

"National" Radiators produce heat without consuming the oxygen of the air. There is no dirt or soot, and they can be installed where there is no chimney.

Send a card **now** for our descriptive literature and interesting prices.

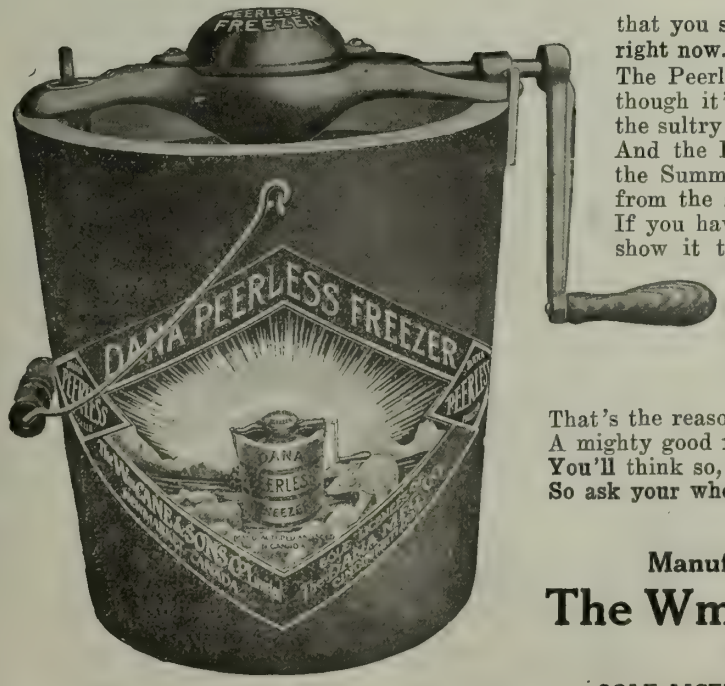
We also manufacture a full line of Portable and Wall-type Heaters and Radiators, Irons, Toasters, Stoves, etc.

NATIONAL ELECTRIC HEATING CO.

LIMITED

Toronto, Ontario

Let us tell you the reason,



that you should stock up with the Dana Peerless Freezer, right now.

The Peerless makes its greatest appeal in Summer. Although it's in demand all the year round—naturally, in the sultry months, the demand is greatest.

And the Peerless appeals irresistibly to those people — the Summer campers, the commuters who go to live, far from the stores, where good ice-cream is procurable.

If you have it in stock, good and early, you'll be able to show it to them before they go,—you'll have time to demonstrate it—to point out the tall, slender can—to show them how the dasher removes the cream from the sides as fast as it becomes solid. You will be able to let them crank it themselves, to let them discover that it is as easy to grind as a watch is to wind.

That's the reason you should stock the Dana Peerless **now.**

A mighty good reason, isn't it?

You'll think so, when we tell you about the profits.

So ask your wholesale hardware supply house about them now.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 12
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discount 33 1-3, 7½ p.c.

Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal Per 100 lbs.	Toronto
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 50
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine" ...	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 65
3 to 5 bbls.	0 59	0 63
6 to 9 bbls.	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 68
3 to 5 bbls.	0 62	0 66
6 to 9 bbls.	0 61	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Low Bros'. High Standard	1 90

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..2	50	2 60
Bulk, 25-lb. drums .. 2	60	2 70
Bladders, in bbls. ... 2	80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal.	Toronto
5 gal.	0 72½	0 76
Pure, single bbls.....	0 67½	0 69
2 to 4 bbls.	0 66½	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 70
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan, ...	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 80
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ p's, gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



The plant of The Canada Paint Co., Ltd., Montreal.

Here are the Factories where C P Products are Made

YEARS ago, paints were put together by hand in a bucket—rule of thumb method—stirred with a paddle and made from raw materials which often varied in quality.

In these CP factories nothing is left to chance. Up-to-date machinery thoroughly combines all the pure ingredients according to formulas that are the result of many years' study and experience in making paint products that will give complete satisfaction.



This shows new additions to the Winnipeg factory, also the linseed-oil plant.

It is important that merchants who sell paints and varnishes should have confidence in the products they sell, and for that reason a full line made by a long-established and thoroughly reliable firm like The Canada Paint Co., Ltd., is undoubtedly a business asset that has a value in dollars and cents. Good paints cannot be made down to price, and The Canada Paint Co., in order to control the quality of the raw materials used in their products, and also to make use of these materials at the least cost, have established plants for making many of the more important of these materials. In Winnipeg, right where the best market for flax-seed is situated, The Canada Paint Co. have built their large and up-to-date linseed-oil mills. At Red Mill, Que., is situated the oxide plant of the company, beside their oxide mines. These mines produce the purest iron oxide in the world. In Montreal, The Canada Paint Co. have probably one of the best equipped and largest dry color plants in America. When you have the CP proposition explained to you and you have finally got the CP line on your shelves, you will have confidence, and every backing necessary to make your paint department the most profitable one in your store.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

CP
TRADE MARK

STAINS-ENAMELS
LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 86
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

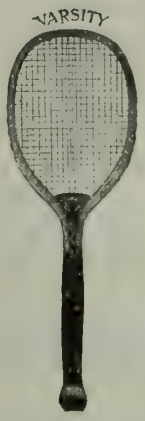
BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg $2.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

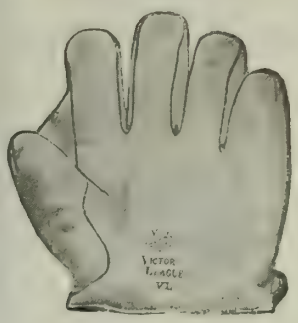
WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.













MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



1914 Spring and Summer Sporting Goods Catalogue now being mailed.

WE SOLICIT YOUR MAIL ORDERS.



We want to make sure you get your copy.



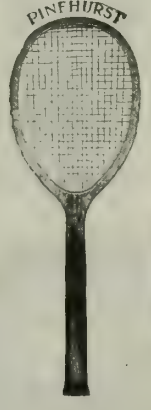
TENNIS, BASEBALL, FISHING TACKLE, HAMMOCKS, Etc.



We have the Sole Agency for Western Canada for the Victor Baseball Line, the line which has been adopted by the Federal Baseball League.

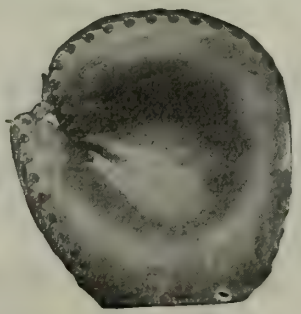
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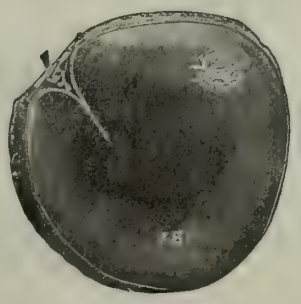
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

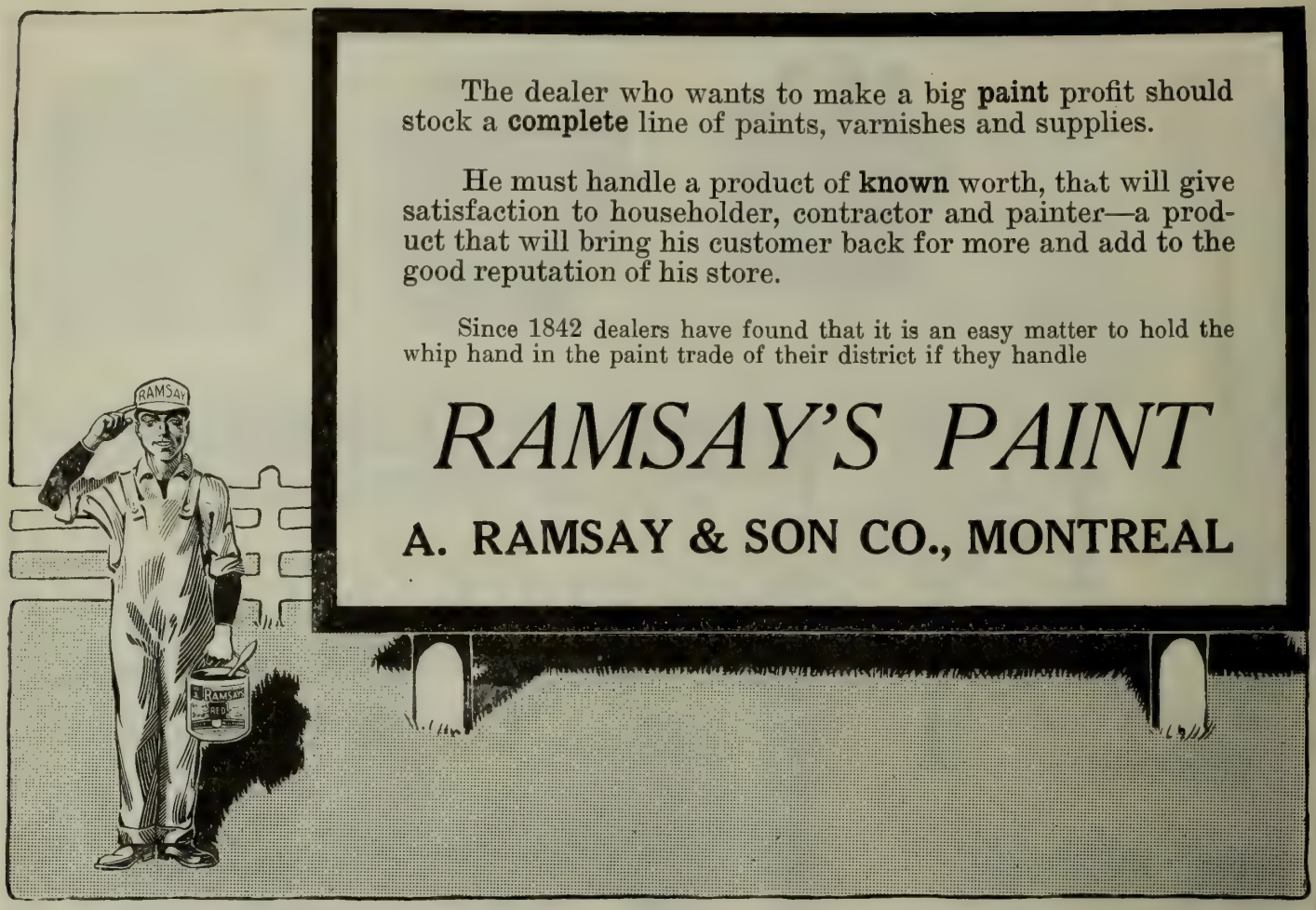












The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

RAMSAY'S PAINT

A. RAMSAY & SON CO., MONTREAL

Use

"MAPLE LEAF" BRANDS
LINSEED OILS

Our guarantee of absolute purity goes with every shipment.

If your jobber does not handle them write direct to our nearest Mill.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE
LINSEED OIL
TRADE MARK
MONTREAL & TORONTO

The CANADA LINSEED OIL MILLS LIMITED

Mills at Montreal and Toronto

This Map Shows Percentage of Families Like This Which Pratt & Lambert Magazine Advertising Reaches in Each State.

We do not reach this kind



THIRTY-FIVE per cent of the families in the United States and Canada have an annual income of $900 or more. This is the class of people who can afford to buy or specify high grade varnishes. It also constitutes the class which can afford to pay 15 cents for a magazine, such as Pratt & Lambert advertise in.

The map shows the percentage of families of the kind that can afford to buy Pratt & Lambert Varnishes, which Pratt & Lambert magazine advertising reaches in each state and in Canada. It is proof of what a mighty and efficient force Pratt & Lambert national magazine advertising really is, reaching nearly all those who can afford to buy Pratt & Lambert Varnishes, without wasting money on the other kind.

Hitch *your* store to this powerful varnish selling force. Even a small stock will point the way to larger profits.

Write for the Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg



A Chuck Is Like A Postage Stamp

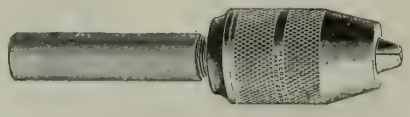
the chief merits of which, as Josh Billings says, "Konsists of its ability to stick to one thing till it gets thare."

STAR CHUCKS

are remarkable for tenacity of purpose. They hold on like grim death, yet center accurately and don't chew up or mark the shanks of the drills.

It is this combination of dependability and accuracy that makes them practically invaluable. They are simple, well made and have been thoroughly tested in actual service. Made in 3 sizes: No. 5, for shanks 0 to ¼ in.; No. 6, for shanks 0 to ⅜ in.; No. 7, for shanks 0 to ½ in. Prices very moderate. Write for details and complete catalog.

MILLERS FALLS CO.
28 Warren St.
NEW YORK

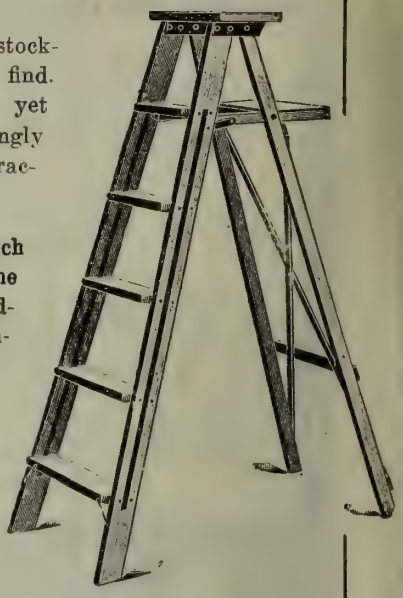


Without a doubt,

this is one of the best stock-investments you can find. Its retail price is low, yet it is good and strongly made and very attractively finished.

The handy shelf which acts as a lock makes the SHELF LOCK step-ladder extremely convenient for the home. The galvanized steel fittings make it safe for any place.

Send for prices on this very profitable line.



The Stratford Mfg. Co., Limited

Stratford ***Ontario*** ***Canada***

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford. Manitoba and Saskatchewan—H. F. Moulden & Son, Winnipeg, Man.



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

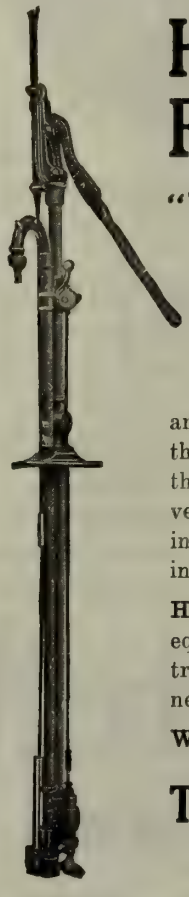
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK RBOTHERS

Millbury, Mass., U.S.A.



Heller-Aller Force Pumps

"The very profitable and reliable kind"

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller-Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.

Windsor, Ontario

CANADA'S VERY BEST



R-W 528
All Steel Wagon Jack
Double Ram Compound Leverage



R-W 328
All Malleable Auto Jack
Simple—Strong

This is the time for Jacks

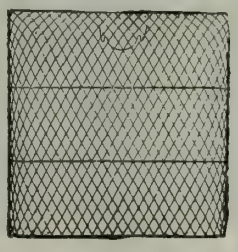
Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

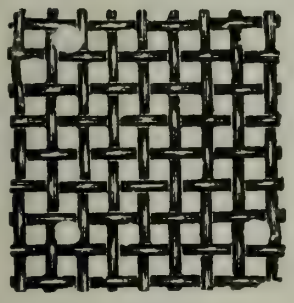
We are headquarters for
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list





Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.
HAMILTON



When a customer asks for the best you have in stock are you able to reach up for a can of

Dougall Varnish

For whether she knows the name or not—it is Dougall she means when she asks for the best.

It is Dougall Varnish that gives the wear — and in the end makes her think your store is an economical place to buy.

It is Dougall Varnish that gives a finish that makes a housewife proud of floors and furniture.

It is Dougall Marine Varnish that makes her table proof against hot-plate marks—and the floors proof against grinding heel marks.

It is Dougall Varnish that will make a good friend of every purchaser and add to the prestige of your name as a dealer in the best.

The Dougall Varnish Company, Limited

Montreal, Que.

Associated with Murphy Varnish Co. U.S.A.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**



The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son
Dept. A. **RENFREW, PA.**

This is the new Easy-Running Washer—

Maxwell
"Excel-all" Washer

HELPS the housewife to laugh at the labor of washday. Ball-bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

Note the improved wringer board—swings out of the way when not in use. The quickest, easiest, best-selling line you ever carried.



Write for illustrated Catalogue to

MAXWELLS LIMITED **St. Mary's, Ont.**

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

For 30 days we will accept dealers' orders for our PEERLESS Farm Fencing and Gates at a special reduced price. Write for further particulars to-day.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. **Hamilton, Ont.**

PARKYTE



Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

See that cast iron top and bottom, thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes, 75 lb. boxes and crates of 24 5 lb. tins each.

All Western Jobbers are Stocking Parkyte Closets.

Parker-Whyte Ltd.
Winnipeg

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

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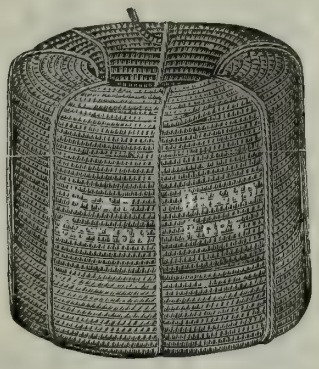
Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.



Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

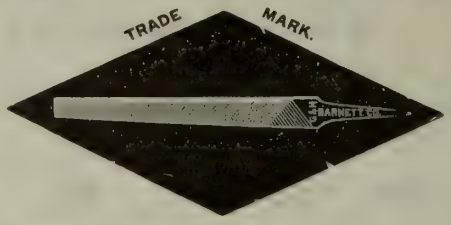
London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

BAR IRON

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.
G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

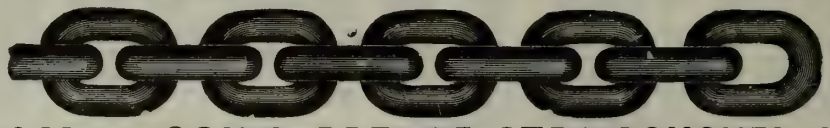
Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.
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THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

NAILS (CUT AND WIRE)

SCREWS (SLOTTED AND ROBERTSON-HEAD), RIVETS (OVAL AND WAGON BOX-HEAD), ALL STOCKED IN RUSTLESS, NON-CORROSIVE

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HOW ABOUT A LINE OF THESE FOR YOUR BUSINESS? YOU WILL BE ASKED FOR THEM THIS SUMMER—BE READY.

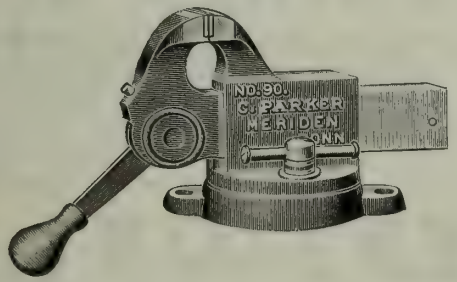
YOUR POSTCARD ENQUIRY BRINGS SAMPLES BY RETURN MAIL. DO IT NOW.

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Limited
of London, England
60 W. Front St. Toronto

The "PARKER"

Improved Quick-Action Swivel Vise

Saves Time and Labor



Made of a special blending of steel and best iron, which adds materially to the life of the tool.

All parts are interchangeable.

Write for catalogue to-day.

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MERIDEN, CONN., U.S.A.

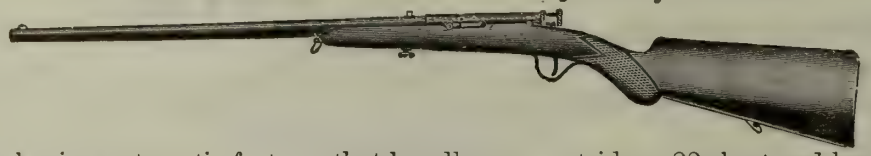
Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

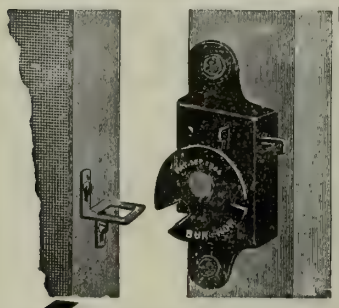
The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle for Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada



No. 3-A—Open

A Combination You Can't Beat

Bur-Nor Hatchets and Screen Door Catches

Screen Door Catches made in two styles.
Plain and with lock. Finished in Black Enamel.
Hatchets have strongly reinforced handle 50% stronger than best wooden handles.
High carbon blades, carefully tempered in oil.
Eleven styles.
We will gladly send catalogue and prices.
May we?

BURGESS-NORTON MANUFACTURING CO.
GENEVA, ILLINOIS, U. S. A.

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

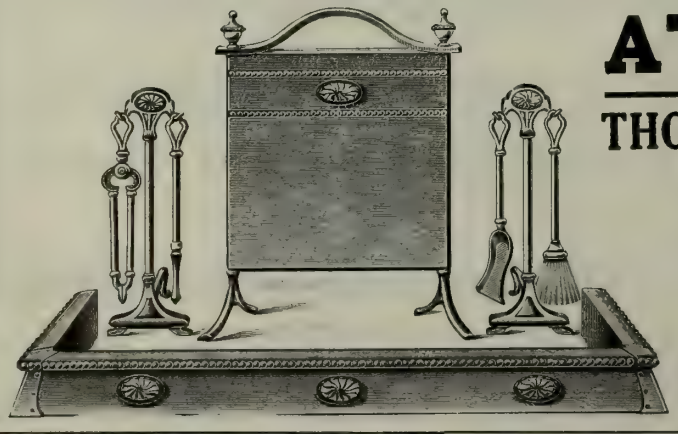
Pease Foundry Company
LIMITED
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



ATTENTION

THOMAS SMART & SONS, Ltd.
WATSON'S GREEN WORKS
DUDLEY, ENGLAND

SYNTHESIS
S D
TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:
GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO

Conventional Toronto Sipping Chocolate Is Shocked.

A prattlesome little bird, christened Grundyism, brought a choice morsel of news to the Dresden five-o'clock tea. Mary Anglin was on the stage! No doubt about it. Someone had seen her picture in a group outside the Academy of Music illustrating the scenes from "Shenandoah."

Mary Anglin, the Canadian, born in the Legislative halls, of a prominent family which now dignifies our Supreme Court, had secretly developed histrionic ability in New York. Charles Frohman discovered her, and Mary Anglin the amateur developed into Margaret Anglin the professional.

The story of her success is well told by Margaret Bell in the April "MacLean's." And "MacLean's" with the new Coburn art covers, with its new illustrations by leading artists, with its page drawing by Dudley Ward, a rising artist with strong individualistic style,—this is the Canadian journal that is dignifying the Canadian literary field. This article on Margaret Anglin has produced an eulogistic notice from the New York critics. If you are interested in Canadians, you will see that this magazine adorns your library desk.

Many features for the April issue, such as the five selected short stories by particular writers, the series of German masterpieces by the Berlin correspondent of the London Daily Mail; the Business Outlook by the editor of The Financial Post; the Best Selling Book of the Month by the editor of Bookseller and Stationer; the Review of Reviews with its selected condensed notes from the magazines of the world, and the special Canadian articles, will appeal to you every day of the month.

May, with its wealth of good things, follows hard upon it. Pave the way for the sure approach by ordering now.

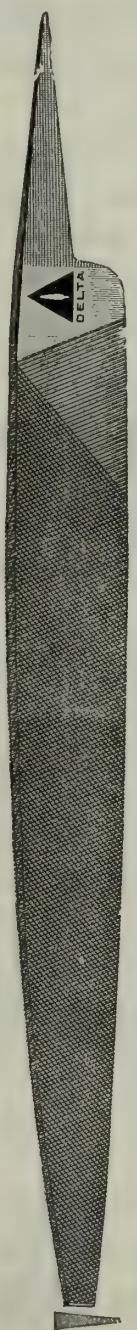
Send us a postcard and have your name placed on our subscription list.

Subscription $2.00 a year. *Twenty cents a copy.*

WRITE DEPARTMENT M.

The MacLean Publishing Co.
LIMITED
143-149 University Avenue, Toronto, Canada

Sure Satisfaction



TRADE MARK
DELTA

Make it your platform and sell

Delta Files

—they will give you staunch support

Sure satisfaction means a sure increase in file sales.

Delta Files are the only line of files **made absolutely of Crucible Steel.**

They cut quickly, easily and clean — and **stay sharp** an exceptionally long time.

We stand ready at any time to put you in touch with dealers and users. Their experience will convince you that Delta Files are the files worth while.

Our trade-mark guarantee is on every tang—it safeguards the interests of dealers and users everywhere.

Sold by Jobbers from coast to coast.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

SPOONER'S No Hot Boxes
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

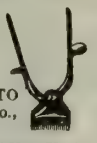
FINE LAMP BLACKS



The only original Germantown
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.





Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

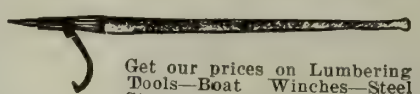


Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

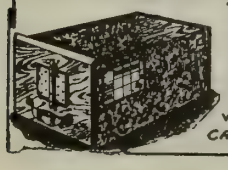
Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y

When writing advertisers kindly mention having seen the ad. in this paper.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers. etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

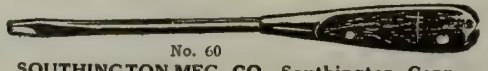
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

BRONZITE

THE GREEN PAINT WITH THE ORE BASE

The Lasting Qualities Mean Lasting Satisfaction

"Bronzite" clings to the surface like powder marks burned in the skin or the tattooing on a sailor's arm.
It is built from a permanent base, and its color made **fast** by its lasting ingredients.
Covers 20% more surface and has a tone all its own—a **dark, deep, rich, luxurious green** very unlike any other green.
Ask for particulars and references.
Used on all work where a green paint is needed.



Colonial Works Inc.
225-237 Norman Ave.,
BROOKLYN, N.Y.

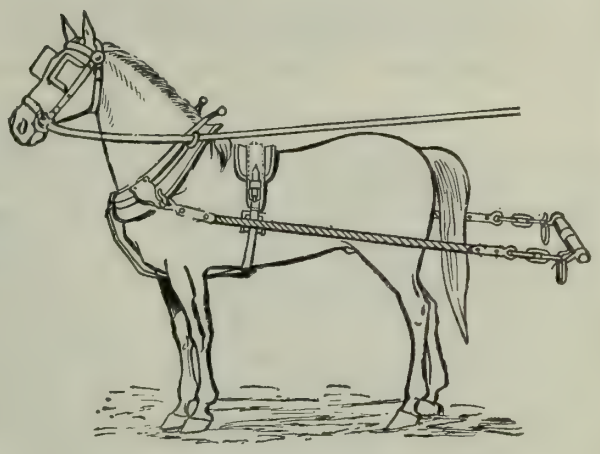
Noonan's Patented Rope Trace

You can make money and friends by handling

NOONAN'S
ROPE
TRACES

Indispensable for Farm Work, Lumbering and Logging

ASK FOR PRICES:



J. P. NOONAN ... ***MOUNT FOREST***

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR

HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and service-ability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds

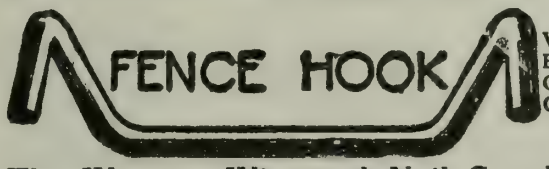
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

SEPARATE SEALED TENDERS addressed to the undersigned will be received at this office until 4.00 P.M., on Monday, April 27, 1914, for the supply of "Brooms and Brushes," "Chain," "Hardware," "Hose," "Oils and Greases," "Packing," "Paint, Paint Oils, etc.," "Manilla Rope," "Wire Rope," and "Steam Pipe, Valves and Fittings," for the departmental dredging plant in Ontario and Quebec.

Each tender must be sent in a separate envelope and endorsed "Tender for Hardware, Ontario and Quebec," "Tender for Chain, Ontario and Quebec," etc., as the case may be.

Tenders will not be considered unless made upon forms furnished by the Department and in accordance with conditions contained therein.

Combined specification and form of tender can be obtained at this Department and at the offices of A. E. Dubuc, Esq., District Engineer, Montreal, Quebec; J. E. Sing, Esq., District Engineer, Toronto, Ont.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, for the amount mentioned in the tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
—55673. Ottawa, April 6, 1914.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—A HARDWARE CLERK—ONE with window-dressing experience preferred. Apply, stating age, experience and salary required, to Box 10, Hardware & Metal, 34 Royal Bank, Winnipeg. (15)

WANTED—EXPERIENCED MAN TO TAKE interest in first-class hardware and plumbing business at once. Apply Box 95, Hardware and Metal, Toronto. (14)

MANUFACTURERS, ATTENTION! AM moving to Vancouver, middle April, intend establishing a manufacturers' agency business there. Am open to consider propositions from sound reliable firms, prefer those engaged in manufacturing lines, handled by the general hardware merchant, including stoves, heating and plumbing goods, etc., or would contract solely with one old established firm. Can invest if required. Phone 35 or address, W. A. Hillhouse, Shelburne, Ont. (14)

WANTED.—A TRAVELER FOR ONTARIO TO sell hardware specialties on a commission basis. Must have first-class connection and references. State age and experience. Applications to be strictly confidential. Apply Sales, c|o Hardware and Metal, Montreal. (15)

PARTNER WANTED FOR CUTLERY, Tools and Hardware importing business. Write fully concerning experience, capital, age, etc. Box 97, Hardware and Metal, Toronto. (15)

SITUATIONS WANTED

YOUNG MAN WITH 14 YEARS' EXPERIence, including 4 years as manager, at present employed, would like position with responsible Western wholesale or retail firm. A1 references. Box 96, Hardware & Metal, Toronto. (17)

BOOKKEEPER WITH 4 YEARS' HARDware and 2 years' railway experience desires position with responsible firm. West preferred. Total abstainer. Good business experience and well recommended. Box 92, Hardware & Metal. Toronto. (15)

BOOKKEEPER. — THOROUGHLY COMPEtent, with hardware experience, desires situation with a progressive hardware firm. Good correspondent and a practical ad.-writer with some selling steam. Age 27; strictly temperate; with excellent references. Box 94, Hardware and Metal, Toronto. (14)

FOR SALE

FOR SALE—OLD ESTABLISHED HARDware business in Vancouver, B.C., $30,000—Stock and Fixtures. Located on best retail street. Will sell outright as a going concern, or retiring manager's interest. A good opening for a live business man. Box 98, Hardware and Metal, Toronto. (16)

TINNER'S TOOLS FOR SALE—A COMplete set Tinner's Tools in good repair. The Lucknow Hardware and Coal Co., Lucknow, Ont. (15)

CASH REGISTER FOR SALE — A FOURdrawer National Cash Register, used one year; in perfect condition. Price on application. Mitchell & McGregor, Ltd., Brandon, Man. (15)

WARREN'S HARDWARE SHELVING, 60 FT. —used one year; ready for erecting in any modern hardware store. Price on application. Mitchell & McGregor, Ltd., Brandon, Man. (15)

HARDWARE BUSINESS. CLEAN STOCK, with Sheet Metal and Plumbing Tools; about $3,000. Owner's death reason for selling. Geo. Henderson Jr., Collingwood, Ontario.

FOR SALE — FIRST-CLASS HARDWARE business in the largest and best town in Southwestern Saskatchewan; $9,000 stock and $35,000 turnover. Must be sold at once. Box 93, Hardware & Metal, Toronto. (16)

MISCELLANEOUS

TRY THE BURROWES MFG. CO., TORONTO, for sheet metal specialties. (15)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

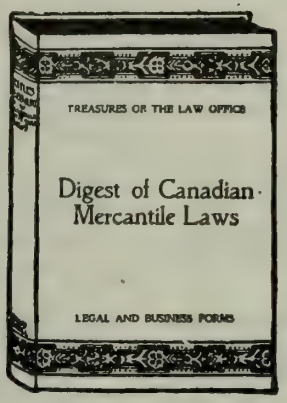
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Every Business Man Should Have a Copy of This Book in His Library

"Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANCE. A GUIDE TO THEIR DAILY BUSINESS



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Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to **buy a wagon,** say for $53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

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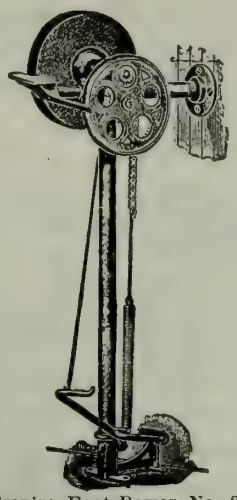
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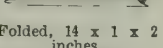
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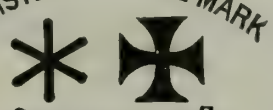
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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron.
The Steel Company of Canada, Ltd., Hamilton.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son C., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain.

Linseed Oils.
Dominion Linseed Oil Co., Toronto, Montreal.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Machine Bits.
Snell Mfg. Co., Fiskdale, Mass.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mats, Steel.
Acme Steel Goods Co.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Sidings, Etc.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks and Pumps.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Pails.
Wm. Cane & Sons Co., Newmarket, Ont.

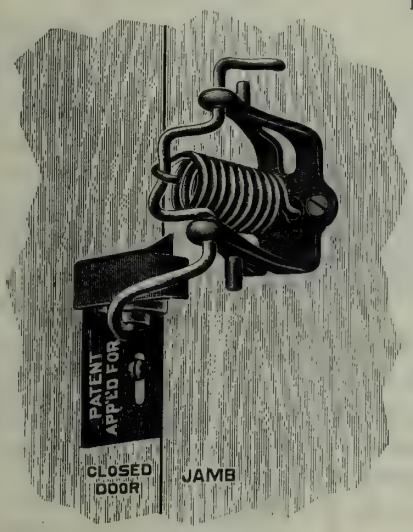
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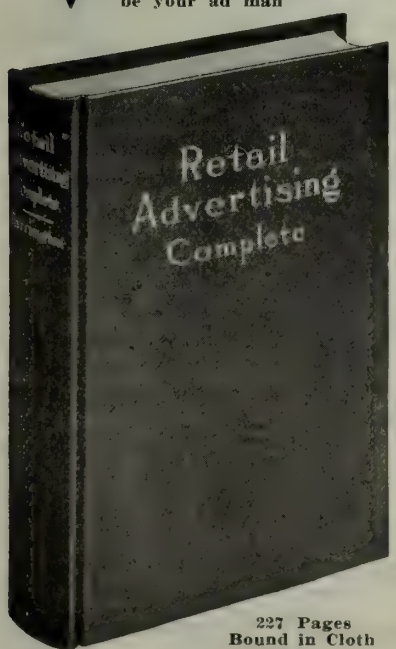
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Pinchin, Johnson Co., Toronto.
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A. C. Leslie & Co., Montreal.

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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Millbury, Mass.

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Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

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The Adamite Wheel & Mfg. Co., Hamilton.

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Jas. Smart Mfg. Co., Brockville.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
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Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

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Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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Abbey & Imbrie, New York.

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Jas. Stewart Mfg. Co., Woodstock.

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Rivets.
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P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co. Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Independent Cordage Co., Toronto.

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Victor M. Grab Co., Chicago.

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Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.
Taylor-Forbes Co., Guelph.

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Parker, Whyte, Ltd., Winnipeg.

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Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.

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Aylmer Pump & Scale Co., Aylmer.

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The Steel Company of Canada, Ltd., Hamilton.

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The Stanley Works, New Britain, Conn.

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Butterfield & Co., Rock Island, Que.

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Steel Co. of Canada, Ltd., Hamilton.

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P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

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Henry T. Seymour Shear Co., New York.
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Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

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Snell Mfg. Co., Fiskdale, Mass.

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Spear & Jackson, Sheffield, Eng.

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B. Greening Wire Co., Ltd, Hamilton.

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Store Ladders.
Richards Wilcox Can. Co., London.

Stove Casters.
Chicago Hdw. Fdry. Co., Chicago.

Sleds.
Can. Buffalo Sled Co., Preston.

Silverware.
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Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

Sprayers.
Cavers Bros., Galt, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
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International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Steel Co. of Canada, Ltd., Hamilton.

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Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Butterfield & Co., Rock Island, Que.

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Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Hamilton Stove & Heater Co., Hamilton.
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Tacks.
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Hoods, Ltd., Birmingham, Eng.

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Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

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Aylmer Pump & Scale Co., Aylmer.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

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Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Pedlar People, Ltd., Oshawa.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Meakins & Sons, Hamilton.

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Wm. Cane & Sons Co., Newmarket, Ont.

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London Foundry Co., London.

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Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London.

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Climax Cleaner Co., Cleveland, Ohio.

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P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
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Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Banwell, Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell Co., Walkerville.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

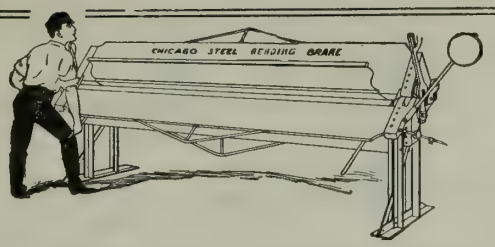
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Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
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Trimont Mfg. Co., Roxbury, Mass.
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Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

Not an Enterprise for the "Quitter"

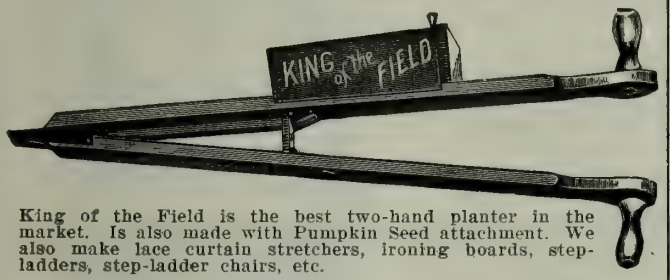
¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

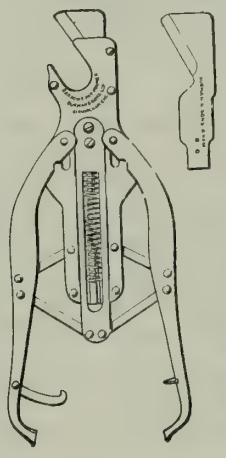
¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Corn and Bean Planters



King of the Field is the best two-hand planter in the market. Is also made with Pumpkin Seed attachment. We also make lace curtain stretchers, ironing boards, step-ladders, step-ladder chairs, etc.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE, ONT.



THE
"BARROWS"
PRUNER

Special Features:—

A perfectly easy and smooth "draw-cut" action.

Immense power by lever blade and toggle motion.

Detachable blades.

The only pruner that does not pinch or squeeze the shoot.

Made by Burman & Sons, Limited, Birmingham, England.

Trade supplied by

B. & S. H. THOMPSON & CO.
Limited
MONTREAL



"Fishing Tackle that's Fit for Fishing".

EVER SINCE 1820

Shall we send a SALESMAN? Or our 224 page Catalogue "M"? Or BOTH? Write to-day to

ABBEY & IMBRIE, NEW YORK



Babbitt your journals with

ARCTIC METAL

The wearing qualities will prove to you that Tallman's reputation is in the goods.

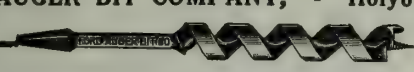
Tallman Brass & Metal Co.
HAMILTON, ONT.

You can't Af to be without the FORD

No live dealer is without it. The demand is increasing every day.

Write for Catalog and Circulars.

FORD AUGER BIT COMPANY, - Holyoke, Mass.



Natural Gas Goods

of every description

at

T. F. Bermingham's

20 John Street South, Hamilton, Ont.



The Improved AUTOMATIC SPRAYER

Is guaranteed to give satisfaction to the user. It is self-operating and will save its cost in a few days. Is simple in construction, Durable and economical in its use of spraying liquids.

Dealers all over Canada are making money selling this machine. Why not you?

Write to-day for special dealers' prices and full information to

CAVERS BROTHERS

Manufacturers

GALT, ONTARIO

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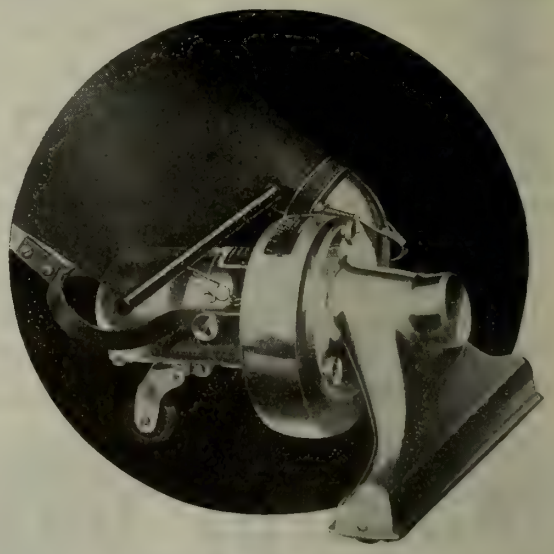
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The--- 1914 EUREKA Sells Quickly with Good Returns



It weighs less than ten pounds and runs over the carpets and rugs with hardly any effort. The cleaner sets on rollers and the wide 12-inch nozzle covers a large space with every stroke, enabling rapid work. The **Flexible Handle** permits the machine to run under beds and other furniture, cleaning as thoroughly as when in the open floor space. The electricity is controlled right at the end of the handle, where a plug is inserted to start the machine and drawn out when the operation is through cleaning. Bag is easily removed and quicly emptied.

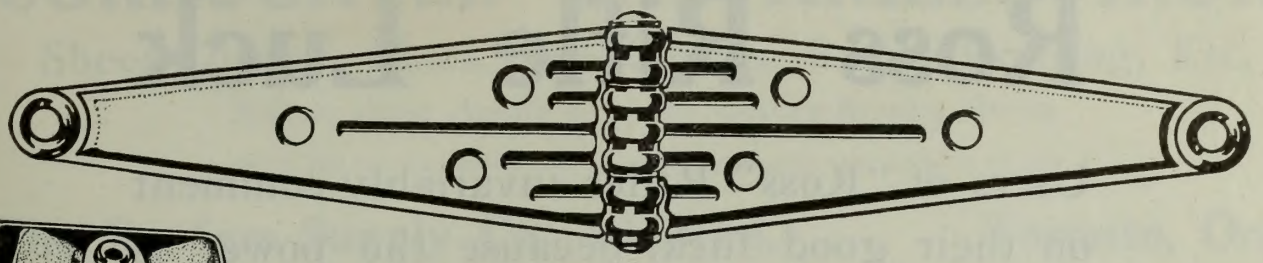


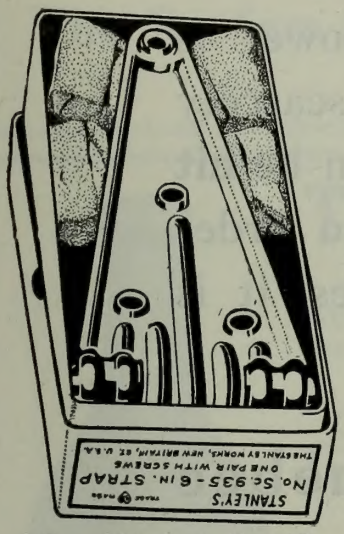
Positively guaranteed. **Every Eureka sale leads to others.**

We also make a Combination Vacuum Cleaner and Carpet Sweeper.

Onward Manufacturing Co., Berlin, Ont.

STANLEY'S





A Box of Stanley's, No. 935.

The Hinge with the Corrugated Joint

A hinge wears at the joint, and the strength is not increased by merely ornamenting the surface. That is why we corrugate the joint, thereby greatly increasing the strength.
A Stanley Corrugated Hinge is stronger, lighter in weight, will wear longer, and is better looking than any other hinge made.

ASK YOUR JOBBER FOR

Stanley No. 935, Corrugated Heavy Strap Hinge
Stanley No. 937, Corrugated Extra Heavy T. Hinge

In bulk or packed one pair in a box, with screws.

ALL STANLEY PRODUCTS SHIPPED PROMPTLY.

THE STANLEY WORKS

NEW BRITAIN, CONNECTICUT

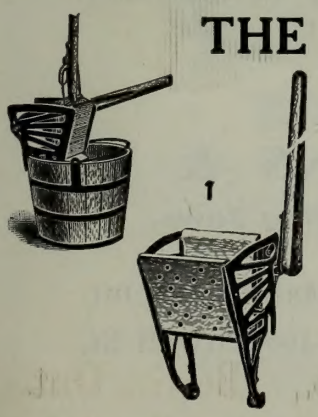
CANADIAN REPRESENTATIVES:
A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL

TRADE S.W. MARK
The Guarantee of Quality.

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Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-149 University Ave., TORONTO

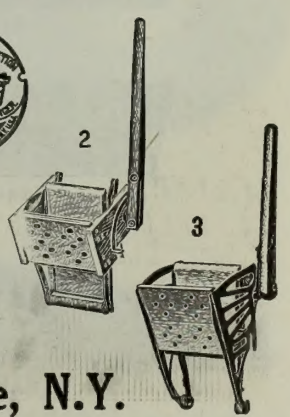


THE WHITE MOP WRINGER



always bears this trade-mark

LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

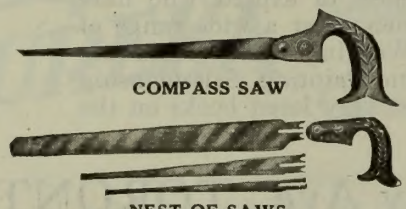
White Mop Wringer Co., Fultonville, N.Y.

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

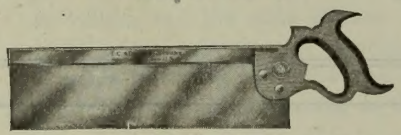
ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS



COMPASS SAW

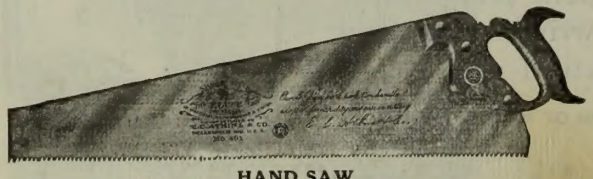
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

CORRUGATED GALVANIZED IRON,

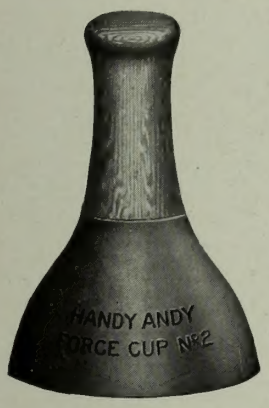
Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited, **Toronto, Ont.**

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

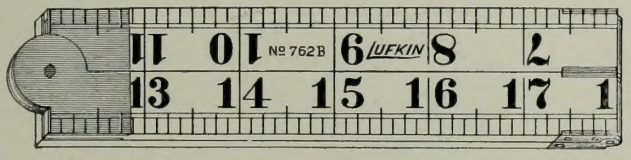
TO LUFKIN "CHALLENGE" and "CHALLENGE JUNIOR" "RIVAL" and "RIVAL JUNIOR" MEASURING TAPES

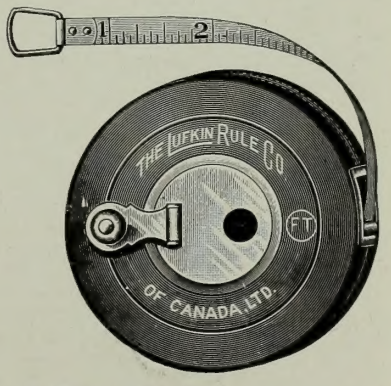
Have just been added features never before found in tapes of this class.

ALL of these tapes NOW HAVE A POSITIVE-ACTION PUSH-BUTTON OPENER FOR THE WINDING HANDLE.

"CHALLENGE" and "CHALLENGE JUNIOR" LEATHER CASES ARE NOW STEEL-LINED THROUGHOUT.

No extra charge for these improvements.





BOXWOOD RULES

OF THESE WE NOW MAKE A FULL LINE, AND HAVE A COMPLETE STOCK. BUY AT HOME, INSURING PROMPT DELIVERIES.

THESE RULES ARE UP TO THE LUFKIN STANDARD.

OUR GOODS ARE STOCKED BY ALL JOBBERS. CATALOGUE ON REQUEST.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



COMMUNITY SILVER PLATE

advertising sends you customers. If you turn them away to your competitor, you not only lose the Community sale, but also the possible sale of other goods in your store. Retain trade by carrying the goods your customers want.

ONEIDA COMMUNITY, LIMITED

ONEIDA, N.Y.